



**Shop Manager
Monthly Coaching and Review**

Date:	SALES TY	SALES LY	% VAR GOAL	% VAR LY	SHOP PROFIT \$	SHOP PROFIT \$ VAR LY	CAD CUSTOM \$	CAD CUSTOM \$ VAR LY
Month to Date								
Year to Date								
	ASSEMBLED CUSTOM \$	ASSEMBLED CUSTOM \$ VAR LY	EXP \$ VAR	# OF REPAIRS	# OF REPAIRS PICK-UP	Q-REP	Q-JEW	
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Communication			
Business Development			
Personal Development			
Developing Others			
Time Management			
Leadership			

7 Performance Factors

1. Skill/Knowledge 2. Capacity 3. Resources 4. Feedback 5. Internal Motivation 6. Consequences 7. Clear Expectations

