



Associate Monthly Coaching and Review

Associate: _____ Date: _____

	GOAL \$	ACTUAL \$	+/- \$	+/- %	YTD GOAL \$	YTD ACTUAL \$	+/- \$	+/- %
	AVG SALE	MONTAGE PLANS	CREDIT %	APPS TAKEN	TO %	BRIDAL	MICHAEL M UNITS	CUSTOMS
ASSOCIATE								
STORE								
DIFFERENCE +/-								

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
1) Set the Stage			
2) Greeting			
3) Open the Sale			
4) Build Value			
5) Trial Close			
6) Handle Objections			
7) Turnover			
8) Close the Sale			
9) Confirm/Referrals			

7 Performance Factors

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

