



## Store Manager Monthly Coaching and Review

REVIEW PERIOD	GOAL \$	ACTUAL \$	+/- \$	+/- %	YTD GOAL \$	YTD ACTUAL \$	+/- \$	+/- %
	AVG SALE	ITEMS PER SALE	CREDIT %	APPS TAKEN	SHARED SALES %	REPAIR CONV %	CONTACTS MADE	TRANS +/- LY
STORE GOAL								
STORE ACTUAL								
DIFFERENCE +/-								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training/Role Playing			
Performance Management			
Communication			
Floor Management/ Awareness			
Communication			
Initiative			
Personal Accountability			
Leadership			
Hustle			
Morale			

### 7 Performance Factors

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

