



Sales Manager
EF'nG Coaching and Review

for the month of _____

Date:	SALES ACTUAL	SALES PLAN	\$/% +/- PLAN	GROSS PROFIT \$ +/- PLAN	REPAIR SALES \$ +/- PLAN	APPS TAKEN +/- PLAN	CREDIT % TOTAL SALES	AVG TRANS	TO %	CUST CONTACTS
Month to Date										
Year to Date										

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Hustle			
Work as a team to help others celebrate			
Building Trust			
Personal Effectiveness			
Performance Management			
Effective Decision Making			
Event Prep/Execution			
Follow up/Follow through			
8 Steps of Selling			
Action Planning			

7 Performance Factors

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

