



# Associate Monthly Coaching and Review

Associate:\_\_\_\_\_

REVIEW PERIOD	YTD SALES	MONTH SALES	GP \$	# TRANS	AVG MDS SALE	CREDIT APPS TAKEN	CREDIT SOB %	TEAM SELLING %	EVENT RECAP	BRIDAL %	REPAIR \$	# MONTHS MADE GOAL
ASSOC. ACTUAL												
ASSOC. GOAL												
VARIANCE % +/-												

CATEGORIES	ASSOCIATE SCORING	MANAGER SCORING	COMMENTS
Hustle			
Teamwork			
1) Prepare			
2) Greet			
3) Show Merchandise			
4) Build Value			
5) Handle Objections			
6) Turnover			
7) Close the Sale			
8) Confirmations/Referrals			
Core Values			

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

ACTION PLAN - HOW MUCH AND BY WHEN	
------------------------------------	--

**WHAT** - What are the two (2) high leverage categories that must improve over the next 30 days?

**HOW** - What specific actions and/or development are required?

1. \_\_\_\_\_

**WHEN** - When will the individual complete the “How” assignment?

1. \_\_\_\_\_ 2. \_\_\_\_\_

**HOW MUCH** - What improvement (outcome) is expected over the next 30 days?

---

**Other Comments:**\_\_\_\_\_

[illegible]