



## Associate Monthly Coaching and Review

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

DATE	YTD SALES	MONTH SALES	# TRANS	AVG MDSE SALE	CREDIT APPS TAKEN	CREDIT SOB %	DISCOUNT %	AVG DISC \$	EVENTS	MONTAGE (WARRANTY)	PODIUM
ASSOCIATE ACTUAL											
ASSOCIATE 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) Confirmation/Referrals			
Other:			
Other:			

### 7 Performance Factors

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

