

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

	ACTION PLAN - HOW MUCH AND BY WHEN											
WHAT - What are the two (2) high leverage categories that must improve over the next 30 days?												
1	2											
HOW	OW - What specific actions and/or development are required?											
1												
1	WHEN - When will the individual complete the "How" assignment?											
HOW	MUCH	- What impr	ovement (or	utcome)) is expe	ected over	r the next	: 30 days?	,			
Othe	· Commo	ents:										
	Other Comments:											
							This	s Month's (Goals			
	Sales	Trans	Avg Mdse Sale	Credit Apps	Credit SOB %	Discount %	Events/ Apps	Montage	Podium	Supervisor Initial/Date	Associate Initial/Date	Follow-up Date