



VP of Business Development  
Monthly Coaching and Review

Date:	SALES TY	SALES LY	SALES % VAR GOAL	% VAR LY	GP %	GP % VAR LY	AVG SALE	AVG SALE % VAR LY	
Month to Date									
Year to Date									
	T.O. %	TRANS +/- LY	DIAMOND CLOSING %	MARKDOWN %	UPT	CONTACTS	APPS TAKEN	CREDIT %	CREDIT % VAR LY
Month to Date									
Year to Date									

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing			
Training			
Performance Management			
Initiative			
Decision Making			
Attention to Detail			
Clientelling			

**7 Performance Factors**

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

