

## Merchandise Department - Britney Monthly Coaching and Review

Date:	SALES % VAR GOAL	GP %	INVENTORY \$	GMR0I	TOTAL TURN %	SHOWCASE TURN %	% AGED 12 -24 MONTHS	% AGED 24+ MONTHS
Month to Date								
Year to Date								
	FS %	REORDER \$	REORDER %	IN-STOCK %				
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Vendor Relations			
Detail Orientation & Accuracy			
Initiative			
Personal Accountability			
Communication			
Teamwork			
Adaptability			
Delegation			
Cost Consciousness			
Planning & Forecasting			
Dependability			

ACTION PLAN - HOW MUCH AND BY WHEN													
WHAT - What are the two (2) high leverage categories within the selling process that will improve over the next 30 days?													
1								2					
HOW - What specific actions and/or development are required?													
1													
۷													
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:													
This Month's Goals													
Sales	GP %	GMR0I	Total Turn %	Showcase %	% Aged 12 - 24	% Aged 24+	FS %	Reorder %	In-Stock %	Inventory \$	Supervisor Initial/Date	Manager Initial/Date	Follow-up Date
				,,,									
	1	<u> </u>	1	<u> </u>		I	<u> </u>	I		<u> </u>	<u> </u>		