

Store Manager Monthly Coaching and Review

Date:	SALI	ES	% VAR GOAL	% VAR LY	AVG TRANS	APPS TAKEN	CREDIT %	TO %	REPAIR %	REPAIR AVG TRANS	CONTACTS MADE
Month to Date											
Year to Date											
CATEGORIES			NAGER PRING	SUPERVISOR SCORING		COMMENTS					
Staffing											
Training											
Performance Management											
Communication											
Floor Management/ Awareness											
Initiative											
Personal Accountability											
Action Planning											
Leadership											
Urgency											
Details/Follow Th	rough										
			İ								

7 Performance Factors

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

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Γ - What are th	e two (2) high	leverage	activitie	s that wi	ill improv	e over the	e next 30 days	?		
							2			
- What specifi	c actions and/	or develo _j	pment a	re requi	red?					
			·							
N - When will	the individual	complete	the "Ho	w" assię	gnment?					
							2			
Comments:										
					7	This Montl	h's Goals		Manager	
Sales	Avø						repuii	Initial/Date		Follow-up Date
				Ava	Ανσ	Ava	Ανα	This Month's Goals Avg	Avg Renair Supervisor	