



**Sales Manager
Monthly Coaching and Review**

Date:	SALES	PLAN	% +/- PLAN	\$ +/- PLAN	AVG SALE	AVG SALE PLAN	APPS TAKEN/ PLAN	APPLS # +/- PLAN
Month to Date								
Year to Date								
	CREDIT % OF TOTAL SALES	WARRANTY SALES \$	# PODIUM	DISCOUNT %				
Month to Date								
Year to Date								

CATEGORIES	MANAGER SCORING	SUPERVISOR SCORING	COMMENTS
Staffing/Recruiting			
Training:			
<i>8 Steps of Selling</i>			
<i>Product Knowledge</i>			
<i>Role Play</i>			
Performance Management:			
<i>C/R Docs Complete</i>			
<i>One-on-Ones</i>			
<i>Addressing Behaviors</i>			
<i>Addressing Poor Performance</i>			
Event Prep and Execution			
Customer Clienteling			
Floor Leadership			
Urgency			
Other:			
Other:			

