

## WEEKLY DASHBOARD

	<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>	<i>Sunday</i>	<i>MD</i>
<b>SALES</b>								
<b>AVE</b>								
<b>CLOSE</b>								
<b>P/I</b>								
<b>RU/TU</b>								
<b>S/TU</b>								
<b>ESPS</b>								
<b>NOON</b>								
<b>5PM</b>								

## ***Goal Setting (Monthly)***

Month: \_\_\_\_\_

Date: \_\_\_\_\_

Personal Sales Goal: \_\_\_\_\_

## ***Tools***

Special Financing: \_\_\_\_\_  
\_\_\_\_\_

Special Buys or Promotional Items: \_\_\_\_\_  
\_\_\_\_\_

Monthly Theme and Special Events  
\_\_\_\_\_

Other: \_\_\_\_\_  
\_\_\_\_\_

## ***Focus Areas for Ongoing Improvement***

9 Essential Selling Steps:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_

## ***6 Groups of Knowledge***

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

Weekly Measurement Review:  On Target  Off Target

Completed Review of Measurement Report:  Yes  No

Identify the areas below target and discuss plan of action to get back on monthly goal: \_\_\_\_\_

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Notes and Comments: \_\_\_\_\_

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# Monthly Tracking

Month	SALES				Gross Margin %	Average Sale \$\$	Close Ratio % per Traffic Up
	Written Year:	Written Year:	Delivered Year:	Delivered Year:			
January							
February							
March							
April							
May							
June							
July							
August							
September							
October							
November							
December							
<b>Yearly TOTAL</b>	\$ -	\$ -	\$ -	\$ -			

Year:	Year:	Fabric Protection Close Ratio %	Furniture Close Ratio %	Leather Close Ratio %	Appliance/Electronics Close Ratio %	Mattress Pads Close Ratio %	Total ESP's Close Ratio %	
							Year:	Year:

# ONE ON ONE

Name: \_\_\_\_\_ Date: \_\_\_\_\_

## Top 3:

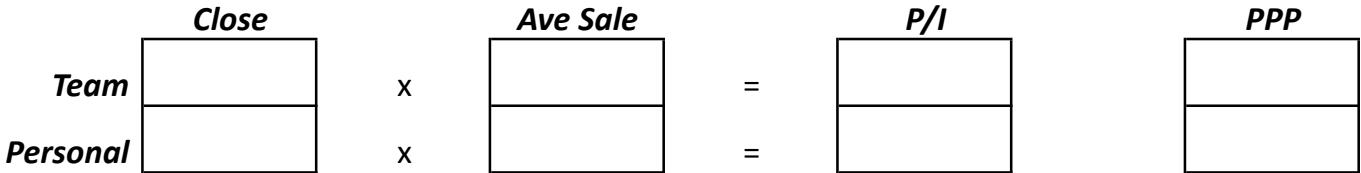
- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_

	<i>Goal</i>	<i>Week 1</i>	<i>Week 2</i>	<i>Week 3</i>	<i>Week 4</i>	<i>Month</i>
Sales						
Close						
Ave						
P/I						
FAB						
LEA						
HARD						
MATT						
APP						
ELE						
PPP						

<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	
<b>Week 4</b>	
<b>Month</b>	

# TARGET CARD

Name: \_\_\_\_\_ Date: \_\_\_\_\_



	<b>Customer</b>		<b>Product</b>		<b>Sold</b>		<b>ESP</b>
<b>#1</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#2</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#3</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#4</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#5</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#6</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#7</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#8</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#9</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	
<b>#10</b>							
	Greet	Qualify	Comparison	Presentation	Sale	Reinforce	

$$\begin{array}{ccccccc}
 & \textbf{Close} & & \textbf{Ave Sale} & & \textbf{P/I} & \\
 \textbf{Results} & \boxed{\phantom{000}} & \times & \boxed{\phantom{000}} & = & \boxed{\phantom{000}} & \boxed{\phantom{000}} \\
 & & & & & &
 \end{array}$$

$$\begin{array}{ccccccc}
 & \textbf{\# Closed} & & \textbf{Not Yet} & & \textbf{Q-Book} & \\
 \textbf{Focus} & \boxed{\phantom{000}} & & \boxed{\phantom{000}} & & \boxed{\phantom{000}} & \boxed{\phantom{000}} \\
 & & & & & &
 \end{array}$$