

February 7, 2023

Hello Store Managers and Senior Assistant Managers,

As we continue to focus on increasing Fleet and B2B market share, we have developed a new, simplified Store Fleet Lead form. To help explain the updated form and expectations for identifying Fleet customers, a Store Talk has been developed.

What you need to know

- The Fleet Lead Improvements Store Talk has been assigned to Sales Apprentices and above and can be accessed through the LMS, or by clicking the following link: [Store Talk](#).
- The updated Store Fleet Lead form can be found under the Fleet dropdown on the red bar of the KC, or by clicking the following link: [Store Fleet Lead Form](#).



Our ask of you

- **Senior Assistant Managers:** To ensure you are familiar with the updates and able to help assist customers online and in-store, please deliver the Fleet Store Talk to your people **as soon as possible**.
- Once the Store Talk has been delivered, **ALL** assigned employees must complete the acknowledgement in the LMS **no later than Saturday, April 1**.

If you have any questions, please use the Feedback button on the [Fleet Leadership Responsibilities page](#).

Thank you for striving to be the BEST!