


## Sales Apprentice Business Review Worksheet

Store #: \_\_\_\_\_ Name: \_\_\_\_\_ Date: \_\_\_\_\_

Gauge	Month:
 <p style="color: red; font-weight: bold; margin-top: 10px;">Accurate Wait Times</p> <p style="font-size: small; margin-top: 5px;">Secondary Drivers <span style="border: 1px solid black; padding: 0 2px;">+</span></p> <p style="font-size: small; margin-top: 5px;">Best Practice &amp; Visual Standards <span style="border: 1px solid black; padding: 0 2px;">+</span></p>	<div style="background-color: black; color: white; padding: 5px; margin-bottom: 10px;"><b>Accurate Wait Times Primary Drivers</b></div> <p style="margin-top: 20px;">QAWT: Yes _____% Wasn't Quoted _____% No _____%</p>
 <p style="color: red; font-weight: bold; margin-top: 10px;">Customer Demand</p> <p style="font-size: small; margin-top: 5px;">Secondary Drivers <span style="border: 1px solid black; padding: 0 2px;">+</span></p> <p style="font-size: small; margin-top: 5px;">Best Practice &amp; Visual Standards <span style="border: 1px solid black; padding: 0 2px;">+</span></p>	<div style="background-color: black; color: white; padding: 5px; margin-bottom: 10px;"><b>Customer Demand Primary Drivers</b></div> <p style="margin-top: 20px;">Average Invoice Per Day: _____ +/- _____</p> <p style="text-align: center; margin-top: 20px;"><u>Customer Demand Secondary Drivers</u></p> <p style="margin-top: 20px;">VTV Dashboard: VTV Usage _____% VTV 4/32 Conv _____% Email Capture _____</p>
 <p style="color: red; font-weight: bold; margin-top: 10px;">Treadwell Conversion</p> <p style="font-size: small; margin-top: 5px;">Secondary Drivers <span style="border: 1px solid black; padding: 0 2px;">+</span></p> <p style="font-size: small; margin-top: 5px;">Best Practice &amp; Visual Standards <span style="border: 1px solid black; padding: 0 2px;">+</span></p> <p style="color: red; font-weight: bold; margin-top: 10px;">Good/Better/Best</p> <p style="font-size: small; margin-top: 5px;">Best Practice &amp; Visual Standards <span style="border: 1px solid black; padding: 0 2px;">+</span></p> <p style="color: red; font-weight: bold; margin-top: 10px;">Certificates</p> <p style="font-size: small; margin-top: 5px;">Best Practice &amp; Visual Standards <span style="border: 1px solid black; padding: 0 2px;">+</span></p>	<div style="background-color: black; color: white; padding: 5px; margin-bottom: 10px;"><b>Treadwell Conversion Primary Drivers</b></div> <p style="margin-top: 20px;">Treadwell Conversion: _____% +/- _____%</p> <p style="text-align: center; margin-top: 20px;"><u>Treadwell Conversion Secondary Drivers</u></p> <p style="margin-top: 20px;">Treadwell Personas: Compare and Contrast _____% <small>(STORE Treadwell Tire Comparison Freq)</small></p> <div style="background-color: black; color: white; padding: 5px; margin-top: 20px;"><b>Good/Better/Best Primary Drivers</b></div> <p style="margin-top: 20px;">G/B/B: G _____% +/- _____ B _____% +/- _____ B _____% +/- _____</p> <div style="background-color: black; color: white; padding: 5px; margin-top: 20px;"><b>Certificates Primary Drivers</b></div> <p style="margin-top: 20px;">Certificates: _____% +/- _____%</p>