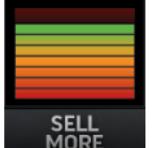


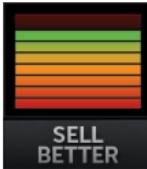
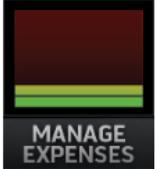
Senior Business Review Worksheet

Store #: _____

Name: _____

Date: _____

Gauge	Month:
 <p>SQDC</p> <p>Where to look: <input checked="" type="checkbox"/> Engagement, Observations <input type="checkbox"/> Best Practice & Visual Standards +/-</p>	<p>SQDC Primary Drivers</p> <p>Engagement: Score _____ Rate _____</p> <p>Observations: Score _____ Observations Completed _____</p>
 <p>SQDC</p> <p>Where to look: <input checked="" type="checkbox"/> Salesperson CDI <input type="checkbox"/> Secondary Drivers +/- <input type="checkbox"/> Best Practice & Visual Standards +/-</p>	<p>SQDC Primary Drivers</p> <p>Salesperson CDI: CDI Trusted Expert Score _____ Rate _____ %</p> <p>SQDC Secondary Drivers</p> <p>Salesperson CDI: _____ % +/- _____ %</p> <p>InMoment Reporting</p>
 <p>Customer Demand</p> <p>Secondary Drivers +/- <input type="checkbox"/> Best Practice & Visual Standards +/-</p> <p>UPI/UUPI</p> <p>Secondary Drivers +/- <input type="checkbox"/> Best Practice & Visual Standards +/-</p>	<p>Customer Demand Primary Drivers</p> <p>Demand/Day: Total _____ +/- _____ Unit Inv _____ %</p> <p>Customer Demand Secondary Drivers</p> <p>VTV Dashboard: VTV Usage _____ % VTV 4/32 Conv _____ % Email Capture _____</p> <p>Call Volume and Conversion Rate: Phone Conv _____ % +/- _____ %</p> <p>Phone Report: TBD</p> <p>UPI/UUPI Primary Drivers</p> <p>UPI: _____ +/- _____ UPII: _____ +/- _____</p> <p>UPI/UUPI Secondary Drivers</p> <p>1,2,4 Tire Invoices: 1 _____ % +/- _____ 2 _____ % +/- _____ 4 _____ % +/- _____</p> <p>Wheel Participation Report: 1 Wheel Partic. MTD _____ % YTD _____ % 4 Wheel Partic. MTD _____ % YTD _____ %</p>

 <p>AUR _____ +/- _____</p> <p>Treadwell Conversion</p> <p>Secondary Drivers <input type="checkbox"/></p> <p>Best Practice & Visual Standards <input type="checkbox"/></p> <p>Good/Better/Best</p> <p>Best Practice & Visual Standards <input type="checkbox"/></p> <p>Certificates</p> <p>Best Practice & Visual Standards <input type="checkbox"/></p>	<p>Treadwell Conversion Primary Drivers</p> <p>Treadwell Conversion: _____ % +/- _____ %</p> <p>Treadwell by Lowest: _____</p> <p>Treadwell Conversion Secondary Drivers</p> <p>Treadwell Personas: Rural and City Store _____ % vs Web _____ %</p> <p>Tire Comparison Freq _____ % +/- _____ %</p> <p>(Daily Driver % diff between Store and Web)</p> <p>Price Adjustments: Total Price Adjustments Per Unit \$_____</p> <p>Good/Better/Best Primary Drivers</p> <p>G/B/B: G _____ % +/- _____ B _____ % +/- _____ B _____ % +/- _____</p> <p>Certificates Primary Drivers</p> <p>Certificates: _____ % +/- _____ %</p>
 <p>SQDC</p> <p>Where to look:</p> <p><input checked="" type="checkbox"/> Store Paid</p> <p>Best Practice & Visual Standards <input type="checkbox"/></p>	<p>SQDC Primary Drivers</p> <p>Store Paid: Score _____ Rate \$_____</p>

Record progress from previous month: