



Week Of:	2024 Regional LEAD Development Schedule
Beginning 11/13	<p><b>Discussions with Store Managers (WIGs and Potential LEAD games posted):</b></p> <ul style="list-style-type: none"> <li>• Use the LEAD guide on the KC.</li> <li>• AVPs discuss the WIGs with their Store Managers.</li> </ul>
Beginning 11/20	<p><b>Management Discusses WIGs and Seeks Input from the Team:</b></p> <ul style="list-style-type: none"> <li>• Use the LEAD guide on the KC.</li> <li>• Store Managers share the Company WIGs with their Teams.</li> <li>• Team(s) begin to identify their Team Level WIGs.</li> </ul>
Beginning 12/04	<p><b>Teams Identify Lead Measures:</b></p> <ul style="list-style-type: none"> <li>• Use the LEAD guide on the KC.</li> <li>• Store team members are asked to think of every way they can contribute to the WIG and start discussing a Team Game and Lead Measures.</li> </ul>
Beginning 12/11	<p><b>Team(s) Designs Scoreboard:</b></p> <ul style="list-style-type: none"> <li>• Use the LEAD guide on the KC.</li> <li>• Store Managers present the team with the finalized WIG and Lead Measures.</li> <li>• The team is presented with a refresher of the scoreboard layout and guidelines. They mock-up a draft/sketch of what the scoreboard could look like.</li> <li>• Over the next couple of days, the team designs the scoreboard and presents the design to their Store Manager.</li> <li>• Teams then build the scoreboard and makes it personal with a theme.</li> <li>• As a Best Practice: Store Managers sign off on the design before the teams spend any time and money building it.</li> </ul> <p><i>** Manager can email the final versions to their AVP for approval before signing off on the WIGs and Leads.</i></p>
12/31	<p><b>Ready to Launch:</b></p> <ul style="list-style-type: none"> <li>• If the above deadlines are met, the teams and their scoreboards will be ready to launch the new WIGs and Lead Measures on January 2, 2024.</li> <li>• Once WIGs, Lead Measures, and Scoreboards are approved, AVPs and Store Managers update the 4DXOS Portal.</li> <li>• Contact your Regional Office Manager (ROM) for assistance setting up your Portal to properly reflect desired tracking method.</li> </ul>