

Northern California Region 2023

PROMOTION INVENTORY CLOSED PICNIC/PARTY/BTH

EVENT/OUTING MEETING AOR EVALS DUE

JANUARY						
S	M	T	W	TH	F	S
1 New Year's Day	2	3	4	5	6	7
8	9	10	11 INVENTORY - ACCESSORIES	12	13	14
15	16 MLK Day	17	18	19	20	21
22	23	24 Manager Meeting	25 Safety Call	26	27	28
29	30	31				

FEBRUARY						
S	M	T	W	TH	F	S
		1 INVENTORY - ALL	2	3	4	
5	6	7 ETV (Senior)	8	9	10	11
12	13	14 National Manager Meeting	15	16	17 SALE	18
19	20 Presidents' Day	21	22 Senior Meeting	23	24	25
26	27	28 IST @ 17 Workflow	29	30		

MARCH						
S	M	T	W	TH	F	S
		1	2	3	4	
5	6	7 ETV (Senior)	8	9	10	11
12 Daylight Savings Begins	13	14 Manager Meeting (Party)	15 INVENTORY ACCESSORIES	16	17 St. Patrick's Day	18
19	20	21 AOR: Marketing	22	23	24	25
26	27	28	29 Safety Call	30	31	

APRIL						
S	M	T	W	TH	F	S
						1 Regional Party
2	3	4	5	6	7 Good Friday	8
9	10	11	12 INVENTORY - ALL	13	14	15
16	17	18 ETV Training	19	20	21	22
23	24	25	26 Safety Call	27	28	29
30						

MAY						
S	M	T	W	TH	F	S
	1	2	3 ETV - Select Managers	4	5	6
7	8	9 Manager Meeting	10 Senior Meeting	11 INVENTORY - ACCESSORIES	12	13
14 Mother's Day	15	16	17	18	19	20
21 Store Picnics Start	22	23 IST Workflow	24	25	26 SALE	27
28	29 Memorial Day	30	31 Safety Call			

JUNE						
S	M	T	W	TH	F	S
				1	2	3
4	5	6	7	8	9	10 Manager Retreat (Couples Outing)
11 Manager Retreat	12	13 IST Marketing	14	15	16	17
18 Father's Day	19	20	21 Mandatory V8 Practice	22	23 EVALUATIONS DUE SALES APPRENTICE	24
25	26	27	28 Safety Call	29 Manager Meeting	30 SALE	

JULY						
S	M	T	W	TH	F	S
					1 SALE	
2 Store Picnics End	3	4 Independence Day	5	6	7	8
9	10	11	12 Mandatory V8 Practice/BBC	13 INVENTORY - ACCESSORIES	14	15
16	17	18	19	20	21 EVALUATIONS DUE SENIOR ASSISTANT	22
23	24	25	26 Safety Call	27 Speed of Trust (MGRs)	28	29
30	31					

AUGUST						
S	M	T	W	TH	F	S
		1	2	3	4	5
6	7	8	9 INVENTORY - ALL	10	11	12
13	14	15	16 National Manager Meeting	17	18	19 Manager Outing
20 Manager Outing	21	22	23 Senior Outing	24	25 EVALUATIONS DUE MARKETING ASSISTANT	26
27	28	29	30 Safety Call	31		

SEPTEMBER						
S	M	T	W	TH	F	S
					1 SALE	2
3	4 Labor Day	5	6	7	8	9
10	11	12 IST Marketing	13 INVENTORY - ACCESSORIES	14	15	16
17	18	19 Manager Meeting	20 Senior Meeting	21	22 EVALUATIONS DUE WORKFLOW ASSISTANT	23
24	25	26 Air Check IST	27 Safety Call	28 Air Check IST	29	30

OCTOBER						
S	M	T	W	TH	F	S
1	2	3	4	5	6	7
8	9	10	11 INVENTORY - ALL	12 Air Check IST	13	14
15	16	17	18	19 CES IST	20	21
22 BTH Golf Tournament	23	24 Senior Meeting	25	26 CES IST	27 EVALUATIONS DUE SS ASSISTANT	28
29	30	31 Halloween				

NOVEMBER						
S	M	T	W	TH	F	S
			1	2	3	4
5 Daylight Savings Ends	6	7	8 National Manager Meeting	9 INVENTORY - ACCESSORIES	10	11
12	13	14	15	16	17	18
19	20	21	22	23 Thanksgiving Day	24 SALE	25
26	27	28	29 Safety Call	30		

DECEMBER						
S	M	T	W	TH	F	S
					1 Manager Meeting	2
3	4	5	6	7	8	9
10	11	12	13 INVENTORY - ALL	14	15	16
17	18	19	20	21	22	23
24 Christmas Eve	25 Christmas Day	26	27 Safety Call	28	29	30

ETV = Earn The Visit - Every 1st & 3rd Tuesday
IST = In Store Training - Rotates Monthly - Marketing or Workflow