

My Journey So Far LSA

NAME: _____ START DATE: _____

STORE: _____ VISIT DATE: _____

LAST VISIT DATE: _____

Business Results	(business for prior month)
Service & Product Goal	/
Actual Service & Product	/
SPH (services)	
IPT (product)	
Appointment %	

BENEFIT FORMULA	LSA	WOW!	Got It!	You're on your way!	Help!
1. Traffic Stop/The Hand Off					
2. Sit Down/Service					
3. Demonstrate					
4. Commitment/Continue					
5. Close/The Hand Off					
6. Celebrity File					
7. Sample					
8. Appointment					
PRODUCT AWARENESS	LSA	WOW!	Got It!	You're on your way!	Help!
One Liners					
Product knowledge					
OTHER	LSA	WOW!	Got It!	You're on your way!	Help!
8 steps to a successful day					
communication					
training					
paperwork					
grooming					
State Board					
sanitation and hygiene					
merchandising					

STUFF TO WORK ON:

Follow up Date: _____

1. _____
2. _____

RBM THOUGHTS:

RBM SIGN: _____

LSA THOUGHTS:

LSA SIGN: _____

CM KEY: W:WOW! G:GOT IT! Y:YOU'RE ON YOUR WAY! H:HELP!