

Page 31: REGION HEALTH CHECKLIST

ENVIRONMENT	✓	NOTES
I have a clear understanding of the type of environment that maximises my team's performance.		
I feel a strong sense of connection to my region and treat the business like my own.		
I ensure my store managers feel valued and appreciated for the work they do.		
I know about my store managers' lives away from their work.		
I know my store managers' hopes and dreams.		
I find ways to show my commitment to helping each of my store managers succeed in their role.		
A high level of mutual trust exists between me and each of my store managers.		
I ensure the part-time and casual staff in my region feel valued and appreciated for the work they do.		
I spend time getting to know my part-time and casual staff and their hopes and dreams.		
I create opportunities for my store managers to work together to develop and benefit from connection and a sense of belonging.		
Regardless of their roles, I create opportunities for staff across the region to spend time together to create a sense of community.		
I create opportunities for my team to provide feedback and share ideas.		
STRATEGIES	✓	NOTES
Everyone in our team shares and owns the same clear vision for the business.		
A set of core values is used to help guide the making of decisions in the business.		

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The Essential Guide for Area Leaders in Retail

STRATEGIES	✓	NOTES
Our business has clear strategies in place to achieve goals that are known and owned by everyone in the team.		
All of my team members know exactly what is expected of them in their roles and they meet those expectations.		
A measure of our success are the KPIs that are in place, aligned to the organisation's goals and owned by the team.		
There are reliable communication systems in place to ensure everyone is informed about what is happening in the business.		
There is a workable plan in place to continue to develop the leadership attributes of members of my team.		
I have a workable plan in place to identify and develop future leaders in the business.		
I spend time planning and preparing for my store visits so that they are purposeful.		
I have a plan in place that helps prioritise the way I schedule my store visits.		
I spend time working on my part in the business and on a plan to help keep me focused on my goals.		
There is reward and recognition to acknowledge great performance across my region.		
RESULTS	✓	NOTES
I know which KPIs are the key drivers of results in my region.		
I spend time at the end of each month to assess my results.		
I create a 90-day and 30-day plan that help me stay focused on my goals.		
Results of my region are communicated across my teams.		
The store managers in my region know their budgets and take ownership of their results.		