

**Page 86: STORE VISIT PREPARATION SHEET**

**Store:**

**Date of visit:**

What are the specific outcomes I want to achieve from this store visit?

What are the key strategies to follow up from the store managers' meeting?

What are the KPIs telling me about this store's results? Which KPIs need my focus?

What specific reports will I need for reference? Is there any additional preparation I need to do?

Are there any specific questions I need to ask to help me achieve my desired outcomes?

Who else in the store do I need to speak to/connect with?

How/when will I follow up to ensure desired outcomes are achieved?