

# Management Tools/Car Coaching Form/Beauty Industry

## BEAUTY INDUSTRY CAR COACHING FORM

DSC: \_\_\_\_\_

Date: \_\_\_\_\_

QUALITY RATING: 1 = Below Expectations / 3 = Meets Expectations / 5 Exceeds Expectations

### **SALON OVERVIEW**

Salon Name	Pre-Call Planning / Appts.	Talk to Decision Maker	Presentation Book	Presentation of Ed / Sell Tics.	Write Order With The Acct.	Promotional Discussion	Comments
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							

### **DAY OVERVIEW**

ITEM	1	2	3	4	5	Comments
New Doors						
Routing/Time Management						
Overall Sales Skills						
Profile Book						
Cold Calls						

Comments: \_\_\_\_\_

What did you do well? \_\_\_\_\_

What are the areas for improvement? \_\_\_\_\_

Sales Consultant’s Signature: \_\_\_\_\_

Date: \_\_\_\_\_