

DAILY SALES GOAL CHART



DAY OF WEEK: _____

DATE: _____

SHIFTS & ZONES

Associate	Shift Start	Shift End	Lunch	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm

SALES & KPIS

Sales Read MOD Sign-Off	Time	Sales \$	% Left to Sales Goal	% Left to Gift Card Goal	UPT/ Average Trans. (AT)	% Left to Endless Aisles Goal	Customer Capture %
	12pm						
	2pm						
	4pm						
	6pm						
	8pm						
		Last Year Sales	Sales Goal	Gift Card Goal	Last Year UPT/AT	Endless Aisles Goal (3% of sales)	

Connect with a Party Review (Occurs once in the first 5 minutes of shift)

- ***Key Business:** Discuss sales goals, events, and store priorities for the day/week.
- ***Zoning:** Assign team members to areas, breaks, and tasks; ensure proper dress code and equipment (lanyard, apron, Yealink phone, Zebra, Party Guide).
- ***Test Call:** Have a team member perform a test walkie call.
- ***Zipline:** Ensure completion of all Zipline tasks and assigned training.



MODs must sign off with each other when handing off the Rally Rounds.

- RR Hand Off outline
- Discuss overall Party Rating
 - Connect/Coach/Continue recap
 - o Wins
 - o Opportunities
 - o Align on the Plan

Continue: Set the expectation for them to share key takeaways from Zipline during the next **Rally Round**. Give a general time the next **Rally Round** will occur.
RR should occur at least once every hour.