

ACTION PLAN

What will you do differently as a result of what you learned in this section?

Have a vision for the store, and for each team member. Help each team member see where they can be when the store succeeds.

What will be the benefits of making these changes? What will be the consequences if you don't do anything differently?

When the team see the vision, they would ~~not~~ become motivated they be part of the success. If nothing is being done differently, people are just going to clock in and clock out ~~and~~ not be productive.

What obstacles might you encounter and how can you overcome them?

Not all employees are interested in visions. Some are long term employees and ~~are~~ complacent. Must recruit new members than has the drive

Identify your first few steps and the people who can help you with them.

Sales manager and myself - go over pay plans, make sure it is rewarding
 review schedules - make sure they have a reasonable schedule
 review performance for individuals vs where the store wants to be. Show them how they can be part of the goal

Start Date: 2/1/22

Completion Date: 4/30/22