

Swing for the fences

LEADERSHIP *best* PRACTICE

- 1 COMMITMENT:** Success starts with you!
Set goals for yourself and Team
- 2 COACHING:** Know plans better than anyone else
and prepare your Team for success
- 3 ACCOUNTABILITY:** Hold Team accountable
for making goal and recognize great performance

BRING IT *home*



PRACTICE MAKES PERFECT

Make certain all Team Members are trained
and comfortable recommending Power Plus



ALL-STARS NEVER QUIT

Evaluate your first half performance
Break records in the next inning



THERE'S NO 'I' IN TEAM

Ensure everyone is committed to
recommending Power Plus to every
Customer with value, every time,
on all eligible products



SIGNING

Review your Power Plus signing
Reset signage as needed per
The Power Plus POP Directions
(Available on The Barn)
Ensure brochures are at every register
and that all Team Members are carrying



PRACTICE

Practice recommending Power Plus
on seasonally relevant items
(MRF warranty + Power Plus
= total years of coverage)

focus **ON**
REPLACEMENT
PLANS

over
90%
of second half Power Plus
sales opportunities will be
Replacement Plans

KEY REPLACEMENT PLAN *benefits*



**ADDS UP
TO 2 YEARS**

to the end of the MFR warranty



**PROVIDES
DAY 1 BENEFITS**

(like ADH on battery operated
hand-held Power Tools)



**EGIFT CARD
REPLACEMENT**

driving business back to Stores



LOOKING FOR
A digital version?

Follow this QR code to download a digital
version of this handout.