THE STORE REVIEW

RALLYORDER

Six numbers, 20 minutes, every Friday. The meeting that turns a store into a classroom.

The rules: same six numbers, same order, every Friday. Every number has an owner. Two minutes each: the number, the plan, the gap, what I'm doing about it. Advisor asks questions and stays quiet.

#	METRIC	OWNER	THIS WEEK	THE PLAN	WHY THE GAP / THE ACTION
1	Net sales vs. weekly goal	CFO			
2	Transactions + average sale	CFO			
3	Top 5 items (and the flops)	Inventory			
4	Stock-outs: what we couldn't sell	Inventory			
5	Cash over/short, by shift	Manager			
6	One customer comment, verbatim	Anyone			

NEXT WEEK'S GOAL (SET IT NOW, BEFORE YOU LEAVE THE ROOM)

Net sales goal: $____________ Set by: ____________ Date: __________

Remember: fix inputs, watch outputs. Trends beat points (three declining weeks is a story). When the data and the comment disagree, go check the comment.

The full ritual: "The weekly business review, sized for a school store," on the RallyOrder blog.