

OWNERS / GENERAL MANAGERS



Slow-Season Store Focus Sheet

Use the numbers, free up cash, and give the team one clear priority.

1 Read the store beyond the top-line sales number

MEASURE	CURRENT	LAST YEAR	CHANGE
Sales			
Transactions			
Average ticket			
Gross profit dollars			

2 Walk the store and find cash sitting on the shelf

Mark each problem you find, then choose the first three to address.

☐ Duplicate facings
 ☐ Seasonal overstock
 ☐ Dead inventory
 ☐ Wrong local mix

ITEM OR AREA	ACTION	OWNER	DUE

3 Choose one big focus and stay with it

Our one focus:

Success measure: Owner:

Weekly checkpoint: Target date:

WHAT WILL WE STOP, REDUCE, OR DELAY SO THIS GETS DONE?

NEXT TEAM CHECK-IN

Date: We will review: