

LEADER'S GUIDE – JUNE 24th KICK OFF SUMMER STORE MEETING,

The meeting is scheduled for 45 minutes to be run after the store is set up.

PRINT LEADER'S GUIDE FOR YOU AND YOUR ASSOCIATES TO TAKE NOTES!

EVERYONE SHOULD HAVE WATCHED AND PASSED ALL THE COURSES AND BE PREPARED TO DISCUSS WHAT YOU'VE LEARNED DURING THE SATURDAY MEETING.

I. COURSE #1 – DAVID'S JUNE MESSAGE

- a. Happy June! Product Knowledge Month
- b. Meet our Rolex Buyer?
 - i. Learn about our Rolex trendy styles, best sellers, along with features and benefits
 - ii. Get \$100 Spiff (see your Promo Planner for details)
- c. Reminder to always follow all LP policies and procedures when showing merchandise to customers
- d. Huge opportunity for the summer months – Sell Big Tickets! Sell Rolex



II. COURSE #2 & #3 – FORTIVA TRAINING (PART 1 - BACKGROUND & FAQ'S AND PART 2 - APPLICATION TENDER)

- a. Fortiva, a new second look credit program, is now LIVE!
- b. Fortiva is like Synchrony in how you apply and tender, offers deeper approvals than Synchrony, and allows you to fully leverage as a down payment on Daniel's
- c. Refer to the complete FAQ (print, available on the store intranet) and videos for more details
 - i. **How to find the FORTIVA FAQ'S on the Store Intranet?**
 - 1. Go to the Store Intranet
 - 2. Select, **"Ops Manual, POS and Forms"**
 - 3. Select, **"Credit/Fortiva/Credit Overview"**
- d. Everyone must watch the courses & understand how it works
- e. Super new tool to BLOWOUT YOUR QUOTAS

III. REMINDERS FOR MANAGERS TO REVIEW WITH THE TEAM - LET'S HAVE AN EXCITING SUMMER SEASON BY DOING THE FOLLOWING:

- a. Showing Big Ticket Sales, doing each of the Company Expectations, Work the Lease Line, utilize the M.U.S.T Program, utilizing all our financing programs (Daniel's, Synchrony, Fortiva, Sunbit, and Progressive)
- b. Various Contest! Plus, loads of Commission/Spiff opportunities!
- c. Smile, have fun, nobody walks and utilize our Daniel's tools & maximize every deal



IT'S GOING TO BE A GREAT SIZZLING SUMMER! LET'S
UTILIZE ALL OUR NEW DANIEL'S TOOLS AND FINISH
JUNE STRONG! HAVE A HOT SUMMER SEASON!
MAKE A LOT OF MONEY AND EXCEED YOUR QUOTAS!



IV. ADDITIONAL TOPICS FROM YOUR STORE MANAGER AND/OR RDM



JUNE 24, 2023, STORE MEETING ROSTER

I conducted our TEAM Meeting, and I am confident that each store associate has a complete understanding of each topic.

Manager's Signature

EMP #

Store Number

I attended this meeting, and my Signature below means that I will always do as instructed at the meeting including:

1. I will CREATE a great SUMMER and focus on doing our Company Expectations, and working the lease line to bring customers in the store
2. I will beef up my Rolex product knowledge by learning about our trendy styles, features, and benefits, plus \$100 Spiffs
3. I will follow all the LP policies and procedures when showing merchandise to customers
4. I will complete the Fortiva Training courses, learn, understand, and utilize our new added Fortiva financing program
5. I will attempt to offer and utilize all our various credit/leasing programs, Daniel's, Synchrony, Fortiva, Sunbit, and Progressive
6. I will find ways to maximize my earnings and be familiar with all the possible money I can make through our SPRING CONTEST, COMMISSION, SPIFFS, and other opportunities
7. **I WILL KEEP THE MOMENTUM GOING AND ACHIEVE A STRONG JUNE FINISH and COMMIT to CONSISTENTLY HIT MY QUOTA**
8. *I will not let NOBODY WALKS and help our customers OWN THE DREAM!*
9. _____
10. _____
11. Mark your calendar, the **next scheduled TEAM Meeting, July 22ND**

Signed this 24TH day of JUNE 2022. *Have each attendee sign the Manager Meeting Roster and fax to 310-665-2141.*

Signature/Emp #

Signature/Emp #

Signature/Emp #

Signature/Emp #

Signature/Emp #

Fax to SMC Human Resources (310-665-2141) and contact Stephanie x5632 to confirm.

KEEP THE ORIGINAL COPY IN YOUR STORE.

No payroll hours credit for rosters that are not received by Monday, June 26th.