

Battery sales & conversion Action Plan

Date

| Check List | Yes | No | Comments or Actions |
|---|-----|----|---------------------|
| Core stock carried | | | |
| Battery test Process | | | |
| Role play battery sale | | | |
| Battery price promise | | | |
| Red Battery sticker | | | |
| Aware of all battery / parts suppliers & home delivery facility | | | |
| Yuasa web site/AA battery web site | | | |

Local AA Battery Outlets

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121 Discussion – “What stops you from selling batteries?”

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| <ul style="list-style-type: none"> • Re-stocking issues- • Understanding of the battery test procedure – is coaching required, • Understanding of the features and benefits- • Price issues & overcoming them- • Availability out of hours- • Does the Patrol believe in the product? E.g. price / accepts overall service is good value for money- • To be reviewed on next 1-2-1 |
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| Progress | Feb | March | April | May | June | July | August | September | October | November | December | January | Total |
|-----------|-----|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|---------|-------|
| Conv rate | | | | | | | | | | | | | |
| Sales | | | | | | | | | | | | | |

Signed Sean McManamon Date
 Signed Date Patrol

Area Manager