



## **CROSSMARK Walmart EVENTS Supervisor Work With**

- **Work With Objective** - Observe Team Lead and/or Event Specialist while conducting an Event to be sure proper Store Call Procedures and Customer Intercepts are occurring as expected. To identify potential training opportunities needed to maximize team productivity and increase sales
  - Criteria Measured (20 points each)
    - Dress Code / Personal Appearance
    - Table Presentation
    - Proper Execution of Food and Safety Sanitation
    - Maximizing Customer Interaction
    - Reporting Execution of Event
  
- **Work With Process**
  - Work With every Team Member once a month
  - Record scoring results on Work With Form
  - Review Work With Form and clearly communicate observable behavior or any developmental opportunities with Team Lead / Event Specialist.
    - Successes should be recognized and rewarded.
  - Enter Final scores in SalesTrak on Work With Sales Plan
  - E-mail copy of completed Work With Form to Team Lead/Event Specialist
  - Monitor developmental opportunities on follow-up visits for improvements