

|                                     |                   |                                              |                              |                             |
|-------------------------------------|-------------------|----------------------------------------------|------------------------------|-----------------------------|
| <b>B</b>                            | <b>I</b>          | <b>N</b>                                     | <b>G</b>                     | <b>O</b>                    |
| Sold accessory with an outfit       | \$1000 sale       | Assisted another associate with transaction  | Made sales goal for the week | I smiled all day            |
| All E-learning's completed          | RL fun fact       | Made 3 \$100 sales                           | \$200 sale                   | Made sales goal for the day |
| Organized one zone                  | Sold fragrance    | <b>FREE</b>                                  | \$500 sale                   | Highest UPT on my shift     |
| I know the 5 Cs                     | Mobile POS        | I learned something new today                | Helping at FOA               | I was on time               |
| Checked on customer in fitting room | AP topic of month | Made at least 50% of plan before shift ended | Suggested add ons            | All freight completed       |

|                                             |                                              |                               |                            |                                     |
|---------------------------------------------|----------------------------------------------|-------------------------------|----------------------------|-------------------------------------|
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| Sold fragrance                              | \$200 sale                                   | Made sales goal for the week  | All E-learning's completed | Made 3 \$100 sales                  |
| Assisted another associate with transaction | Suggested add ons                            | I smiled all day              | AP topic of month          | Made sales goal for the day         |
| I know the 5 Cs                             | \$500 sale                                   | <b>FREE</b>                   | Highest UPT on my shift    | \$1000 sale                         |
| Helping at FOA                              | Made at least 50% of plan before shift ended | Sold accessory with an outfit | All freight completed      | Mobile POS                          |
| I learned something new today               | I was on time                                | Organized one zone            | RL fun fact                | Checked on customer in fitting room |

|                               |                                              |                               |                            |                                             |
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| Organized one zone            | All freight completed                        | <b>FREE</b>                   | Mobile POS                 | Helping at FOA                              |
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