



Store Performance

Moneyball 2.0 Leadership Training





AGENDA

- 1 Why is Store Performance important?**
- 2 How to lead Store Performance?
- 3 Your summary and responsibility





Why is store performance important?

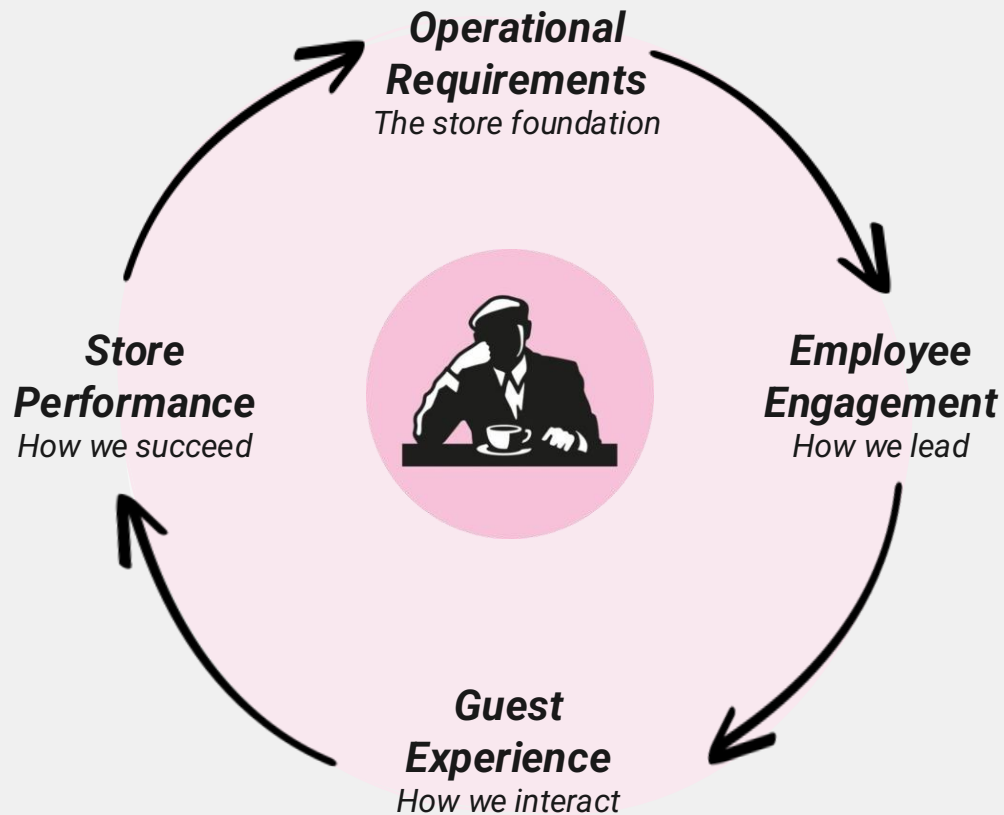
Moneyball 2.0 Leadership Training





STORE PERFORMANCE AND CIRCLE OF OPERATIONAL EXCELLENCE

CIRCLE OF OPERATIONAL EXCELLENCE



How does mastering **STORE PERFORMANCE** affect each area within *the Circle of Operational Excellence* in your store?

1. Take a couple of minutes to reflect
2. Note down one effect for each area of the Circle of Operational Excellence
3. Share with your trainer – or in the group



INTRODUCTION – WHY STORE PERFORMANCE?

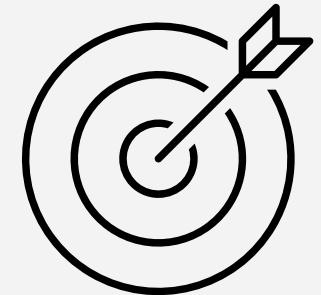
WHY ARE WE TRAINING THIS ?

- Great stores are built on **consistent operational execution and great Leadership** – Brilliant Basics defines how we **deliver strong performance, operational discipline, and great guest experience every day**
- **Reviewing Store Performance** with consistent discipline **creates growth** for both the business and the people



YOU WILL LEARN THIS:

- **THEORY AND MIND-SET** behind Store Performance
- **HOW** to understand Brilliant Basics and read the Brilliant Basics report?
- **HOW** to prioritize your focus when developing Brilliant Basics?
- **HOW** to work with Weekly reporting?
- **HOW** to work with Monthly business review?
- **YOUR** summary and responsibility





WHY STORE PERFORMANCE?



SPEED WINS MORNINGS

ENERGY WINS LOYALTY



How to lead & Understand Store Performance

Moneyball 2.0 Leadership Training





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WHAT MAKES A STORE DELIVER STRONG PERFORMANCE?





WHAT IS BRILLIANT BASICS?



Defines how we deliver strong performance, operational discipline, and great guest experience every day

TEAM

MANAGEMENT PRESENCE
&
IDEAL MANAGEMENT

EXPERIENCE

GUEST SATISFACTION
&
OPERATIONAL EXECUTION

PERFORMANCE

COMMERCIAL RESULTS
&
COMPLIANCE STANDARDS

THIS IS OUR SHARED DEFINITION OF STORE SUCCESS



MANAGEMENT PRESENCE

85% = BB

Store Leadership drives shift stability and performance. "Our ambition is to always have a manager on shift"

MYLI SCORE

3,75 = BB

Online 'Tripadvisor' ratings dictates our ability to get new guests into our stores.

HEALTH RATING

😊 = BB

No operational excellence without compliance discipline. "The Bread and Butter in F&B."

Qualifier

IDEAL MANAGEMENT

50% = BB

Ideal store leadership-amount is key for our 3 C's, **Cleanliness, Consistency and Connection** with our guests.

COMPLAINTS PR. 1.000

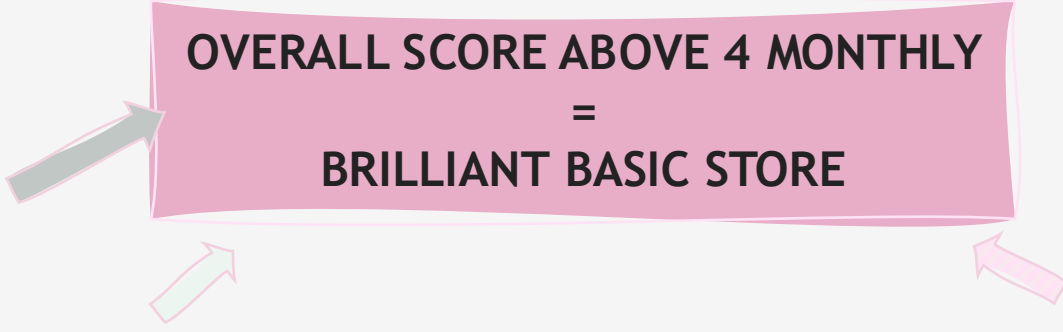
1,5 = BB

Guest perception defines store success.

REVENUE FORECAST

0% = BB

Hitting our forecasts - results in seamless workflow and fun BTC.



C.P.T.

75% = BB

We need speed to compete. Biggest driver of convenience is product speed.

WASTE

3,3% = BB

Controlled Waste showcase operational discipline. "One apple more – one less store."

AVG. STORE ASSESMENT

75% = BB

Maintaining a critical mindset to the guest perception and experience in our stores.

STORE SALARY

0% = BB

Strong shift plans – fewer blue hours.



TEAM

EXPERIENCE

PERFORMANCE

MANAGEMENT PRESENCE

85% = BB

- Ensure Monthly shift-plan is done with a 85% M.P mindset to begin with
- Weekly follow up

MYLI SCORE

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- Brand Haviour - & Till Discipline Daily Training and expectations

HEALTH RATING

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- DCW, Risk proof and Store assessments (360 and BB)

IDEAL MANAGEMENT

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- Ensure Most important Locations are filled with Management Pipeline
- Ensure to have a Development plan for all Pipeline employees

COMPLAINTS PR. 1.000

1,5 = BB

- Brand Haviour - & Till Discipline Daily Training and expectations

REVENUE FORECAST

0% = BB

- Daily Dashboard check and execution

1

CHECK DASHBOARD TARGETS DAILY

Include in DCW

C.P.T.

75% = BB

- Daily & Weekly follow up on productivity execution
- Product training and activating on the go training for ref.

WASTE

3,3% = BB

- Store assessment
- Count verification

2

THROUGH ROTB FOLLOW UP ON WEEKLY PERFORMANCE

AVG. STORE ASSESMENT

75% = BB

- Daily Store follow up
- Bi-Weekly Audit and action plan creation

STORE SALARY

0% = BB

- Ensure Strong monthly planning aligning with SOM Forecast
- Weekly follow up and strong Team positioning .

3

ENSURE STORE FOLLOW UP THROUGH STORES ASSESSMENTS BI-WEEKLY



WHERE CAN I SEE MY STORE'S BRILLIANT BASICS SCORE?

WP2 -> REPORTS -> BRILLIANT BASICS – get a quick view of your actual Brilliant Basics Score

BRILLIANT BASICS

01/04/2026

MID EU

MARKET	T	E	P	Total	%
Belgium	1.9	3.5	3.6	3.0	0 %
France	4.6	3.1	4.5	4.1	36 %
Germany	4.0	3.5	5.0	4.2	100 %
Switzerland	3.3	4.2	3.5	3.6	40 %
The Netherlands	3.6	3.6	3.9	3.7	39 %

NORDIC

MARKET	T	E	P	Total	%
Denmark	3.6	3.7	4.2	3.9	50 %
Finland	3.4	4.0	4.4	3.9	17 %
Norway	3.5	2.5	4.5	3.5	31 %
Sweden	4.1	3.7	4.7	4.2	61 %

UNITED KINGDOM

MARKET	T	E	P	Total	%
United Kingdom	3.7	3.3	4.2	3.7	44 %

UNITED STATES

MARKET	T	E	P	Total	%
Airports	4.5	1.8	4.3	3.5	0 %
Chicago	3.6	3.5	3.5	3.5	14 %
Los Angeles	1.6	3.0	2.4	2.3	0 %
Miami	2.3	3.4	4.5	3.4	17 %
New York	3.9	3.3	3.8	3.6	26 %
San Diego	4.3	2.6	4.5	3.8	0 %
San Francisco	3.6	2.9	2.3	2.9	27 %
Seattle	3.2	2.5	2.9	2.9	0 %
Washington	3.4	3.3	4.9	3.8	20 %

DYNAMIC DEEP-DIVE

REGION	MARKET	AREA MAN.	STORE	SCORING			
				T	E	P	TOTAL
Nordic	Denmark	William Felix Ulrich Pb...	Lyngby Storcenter [Lyngby]	4.5	5.0	4.5	4.7
			Magasin Lyngby [Lyngby]	5.0	5.0	3.8	4.6
			Hersholm Midtpunkt [Hersholm]	4.5	5.0	3.8	4.4
			Helsingør Bycenter [Helsingør]	4.0	4.3	4.7	4.3
			Lyngby Hovedgade 76 [Lyngby]	3.5	4.0	4.8	4.1
			Farum Bytorv 5 [Farum]	2.0	5.0	4.8	3.9
			Holte Midtpunkt [Holte]	2.0	4.3	5.0	3.8
			Rungsted Havn 16 [Rungsted]	4.5	3.7	2.5	3.6
			Slotsarkaderne [Hillerød]	1.0	4.0	2.0	2.3

TOTAL (SCALE: 1-5)

TEAM (SCALE: 1-5)

EXPERIENCE (SCALE: 1-5)

PERFORMANCE (SCALE: 1-5)

Navigation
 Select View
 Weekly v

Select View
 Apr 2026 v

Select View
 All v

GLOBAL

REGIONAL

MARKET

See how your Store is tracking over time – week by week....



WHERE CAN I SEE MY STORE'S BRILLIANT BASICS SCORE?

WP2 -> REPORTS -> BRILLIANT BASICS – get a quick view of your actual Brilliant Basics Score

BRILLIANT BASICS
01/04/2026

MID EU

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Germany	4.0	3.5	5.0	4.2	100 %
Switzerland	3.4	4.2	3.0	3.5	10 %
The Netherlands	3.7	3.6	3.9	3.7	44 %

NORDIC

MARKET	T	E	P	Total	%
Denmark	3.7	3.7	4.1	3.8	49 %
Finland	3.5	4.0	4.3	3.9	17 %
Norway	3.7	2.5	4.4	3.5	34 %
Sweden	4.2	3.7	4.6	4.2	66 %

UNITED KINGDOM

MARKET	T	E	P	Total	%
United Kingdom	3.8	3.3	4.0	3.7	44 %

UNITED STATES

MARKET	T	E	P	Total	%
Airports	4.8	1.8	4.0	3.5	0 %
Chicago	3.9	3.5	3.5	3.6	29 %
Los Angeles	1.8	3.0	2.4	2.4	0 %
Miami	2.4	3.4	4.5	3.4	17 %
New York	4.0	3.3	3.5	3.6	32 %
San Diego	4.3	2.6	4.5	3.8	50 %
San Francisco	3.7	2.9	1.8	2.8	9 %
Seattle	3.3	2.5	3.0	2.9	0 %
Washington	3.5	3.3	4.9	3.9	20 %

DYNAMIC DEEP-DIVE

REGION	MARKET	AREA MAN.	STORE	SCORING			
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TOTAL (SCALE: 1-5)

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Navigation

Select View

Monthly ▼

Select View

Apr 2026 ▼

Select View

All ▼

GLOBAL

REGIONAL

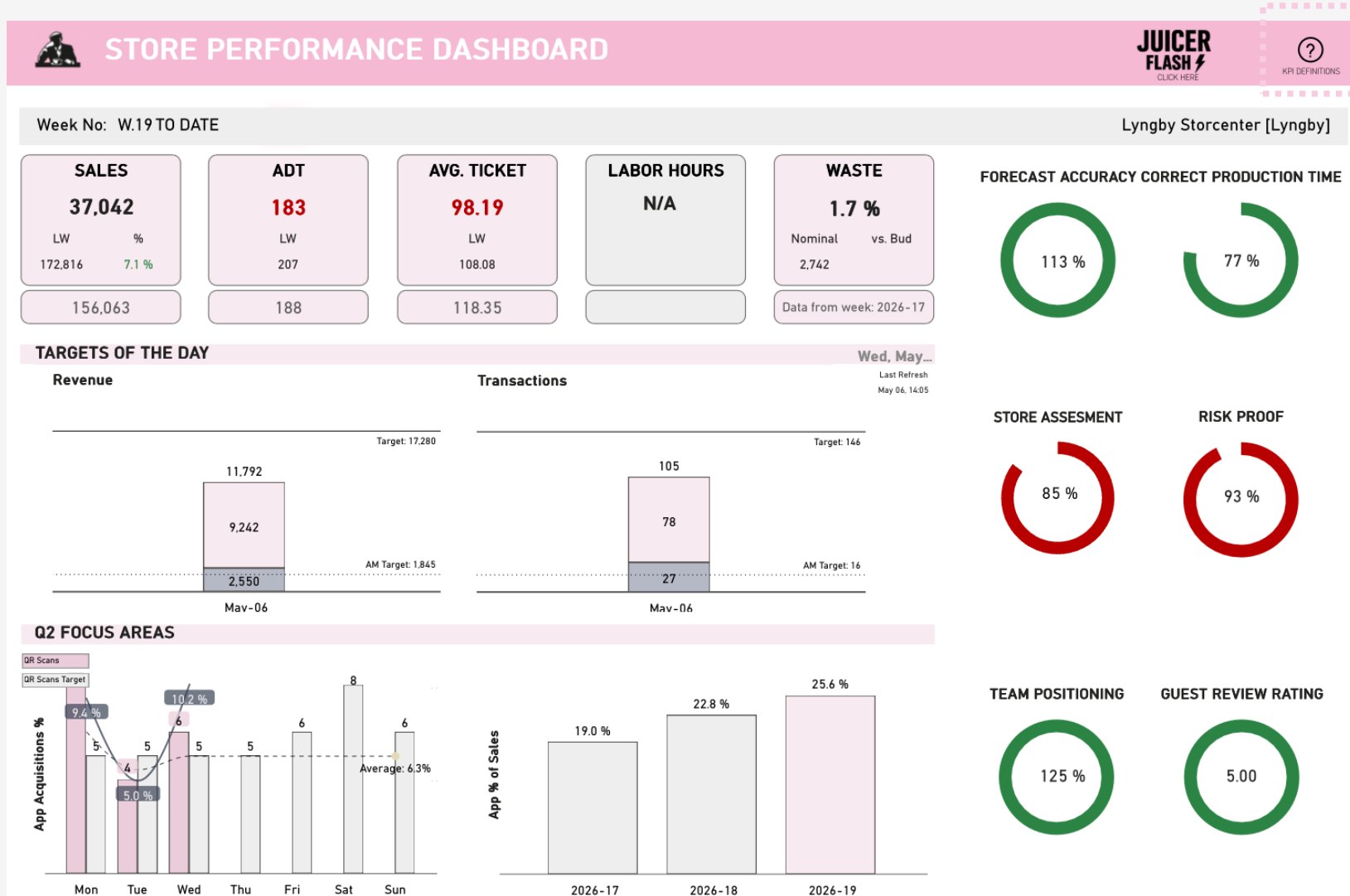
MARKET

...and your monthly scores



WHERE CAN I SEE MY STORE'S PERFORMANCE?

WP2 -> REPORTS -> BAR MANAGER – get a quick more detailed view of your Store Performance



Press here for definitions of the KPIs



BRILLIANT BASICS X STORE PERFORMANCE

What you see in the Store Performance Dashboard indicates the way to your Brilliant Basics Score

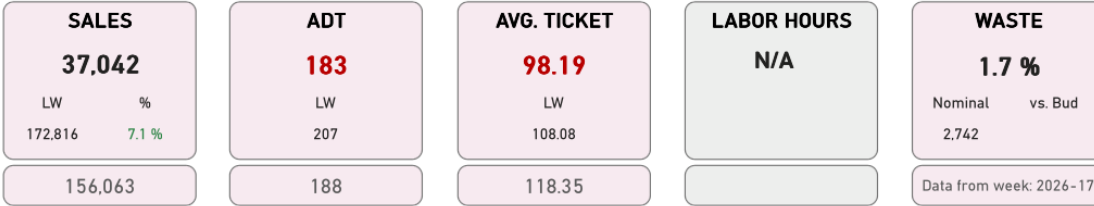


STORE PERFORMANCE DASHBOARD



Week No: W.19 TO DATE

Lyngby Storcenter [Lyngby]



FORECAST ACCURACY CORRECT PRODUCTION TIME



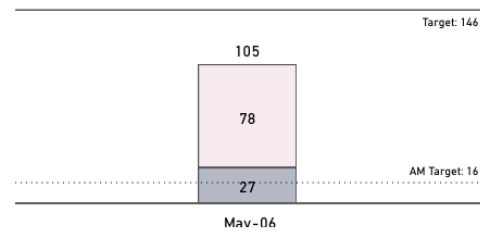
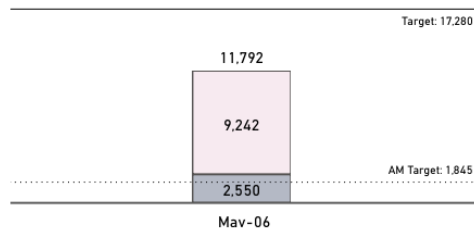
TARGETS OF THE DAY

Wed, May...

Revenue

Transactions

Last Refresh
May 06, 14:05



STORE ASSESSMENT

RISK PROOF



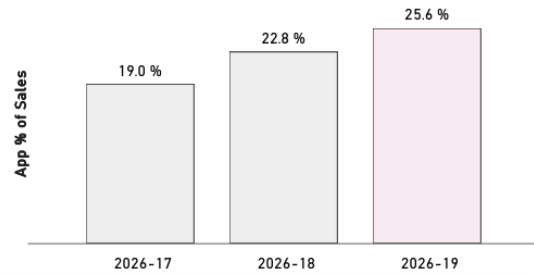
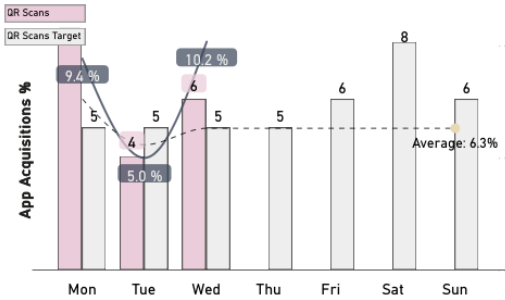
MANAGEMENT PRESENCE **85% = BB**

IDEAL MANAGEMENT **50% = BB**

- o Ensure Monthly shift-plan is done with a 85% M.P mindset to begin with
- o Weekly follow up

- o Ensure Most important Locations are filled with Management Pipeline
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Q2 FOCUS AREAS



TEAM POSITIONING

GUEST REVIEW RATING





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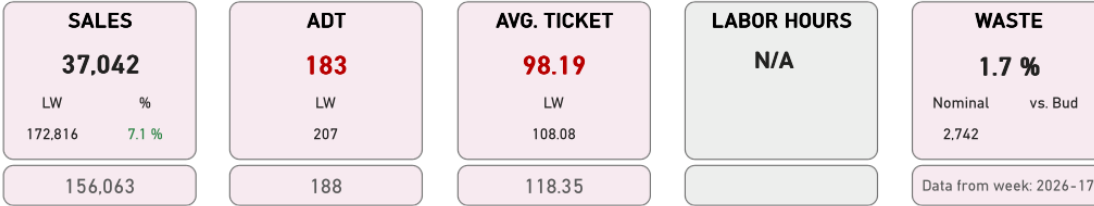


STORE PERFORMANCE DASHBOARD

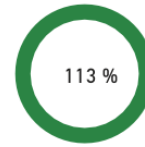


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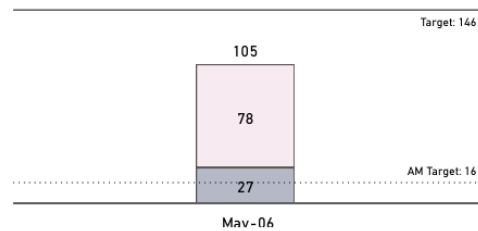
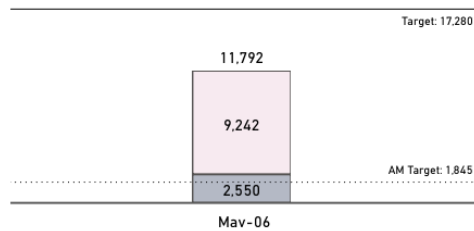
EXPERIENCE

TARGETS OF THE DAY

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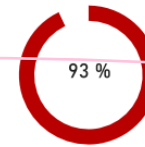
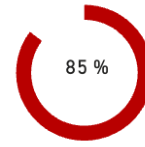
Revenue

Transactions



STORE ASSESSMENT

RISK PROOF



C.P.T.

75% = BB

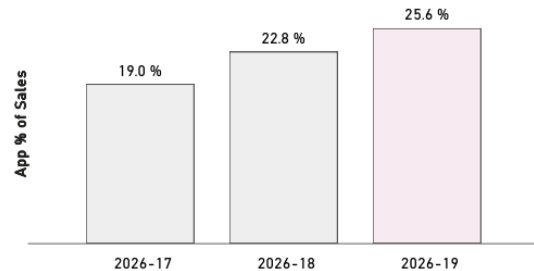
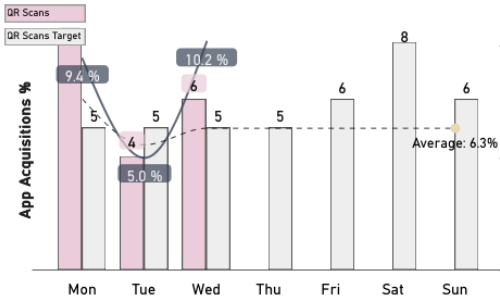
AVG. STORE ASSESSMENT

75% = BB

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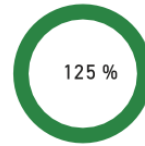
- o Daily Store follow up
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Q2 FOCUS AREAS



TEAM POSITIONING

GUEST REVIEW RATING



MYLI SCORE

3,75 = BB

COMPLAINTS PR. 1.000

1,5 = BB

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BRILLIANT BASICS X STORE PERFORMANCE

What you see in the Store Performance Dashboard indicates the way to your Brilliant Basics Score



STORE PERFORMANCE DASHBOARD



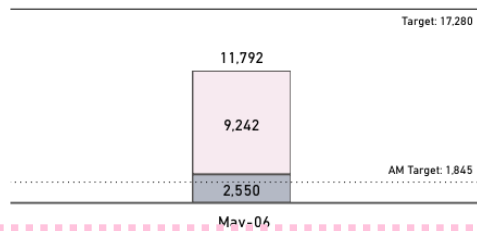
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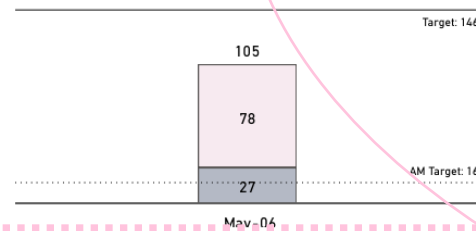
SALES 37,042 LW % 172,816 7.1 % 156,063	ADT 183 LW 207 188	AVG. TICKET 98.19 LW 108.08 118.35	LABOR HOURS N/A	WASTE 1.7 % Nominal vs. Bud 2,742 Data from week: 2026-17	FORECAST ACCURACY 113 %	CORRECT PRODUCTION TIME 77 %
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TARGETS OF THE DAY

Revenue

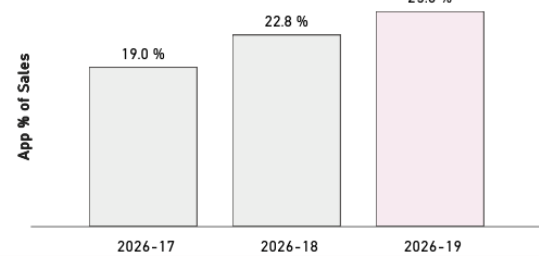
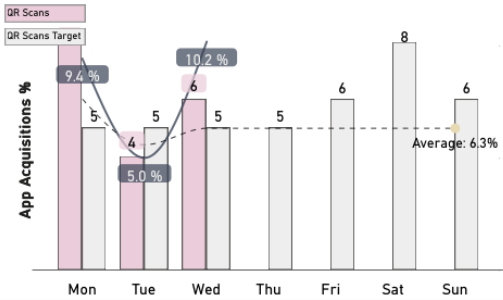


Transactions

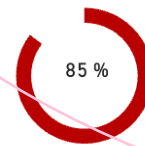


Wed, May...
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Q2 FOCUS AREAS



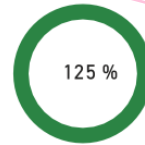
STORE ASSESSMENT



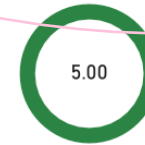
RISK PROOF



TEAM POSITIONING



GUEST REVIEW RATING



PERFORMANCE

HEALTH RATING ☺ = BB

- DCW, Risk proof and Store assessments (360 and BB)

WASTE 3,3% = BB

- Store assessment
- Count verification

REVENUE FORECAST 0% = BB

- Daily Dashboard check and execution

STORE SALARY 0% = BB

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- Weekly follow up and strong Team positioning.



How to lead & Understand Store Performance

Moneyball 2.0 Leadership Training





EXERCISE: HOW TO PRIORITIZE YOUR FOCUS WHEN DEVELOPING BRILLIANT BASICS?

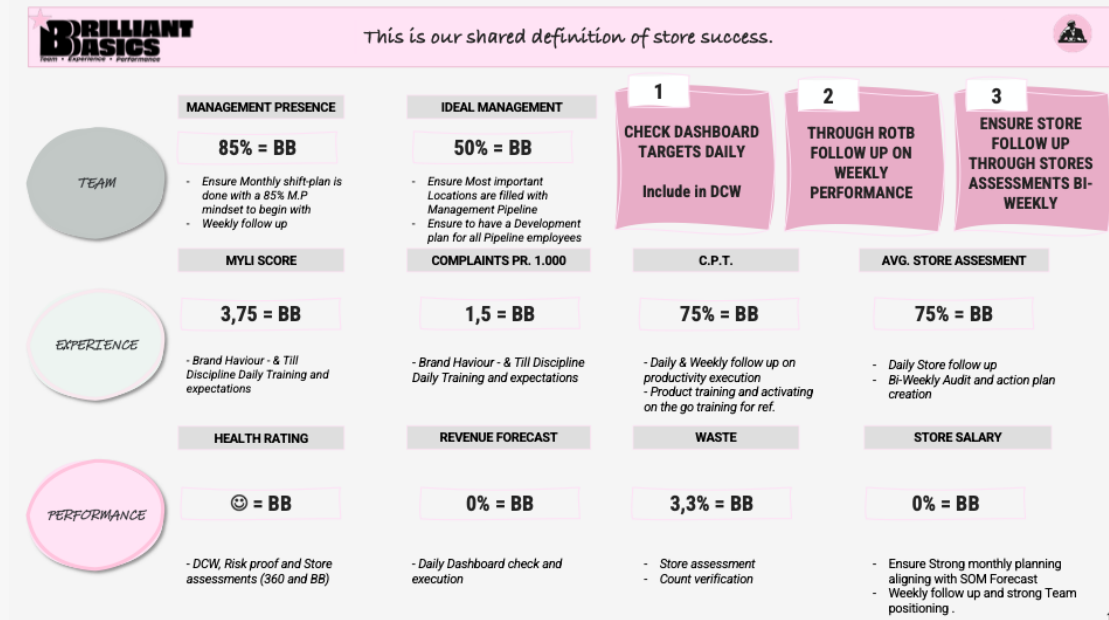
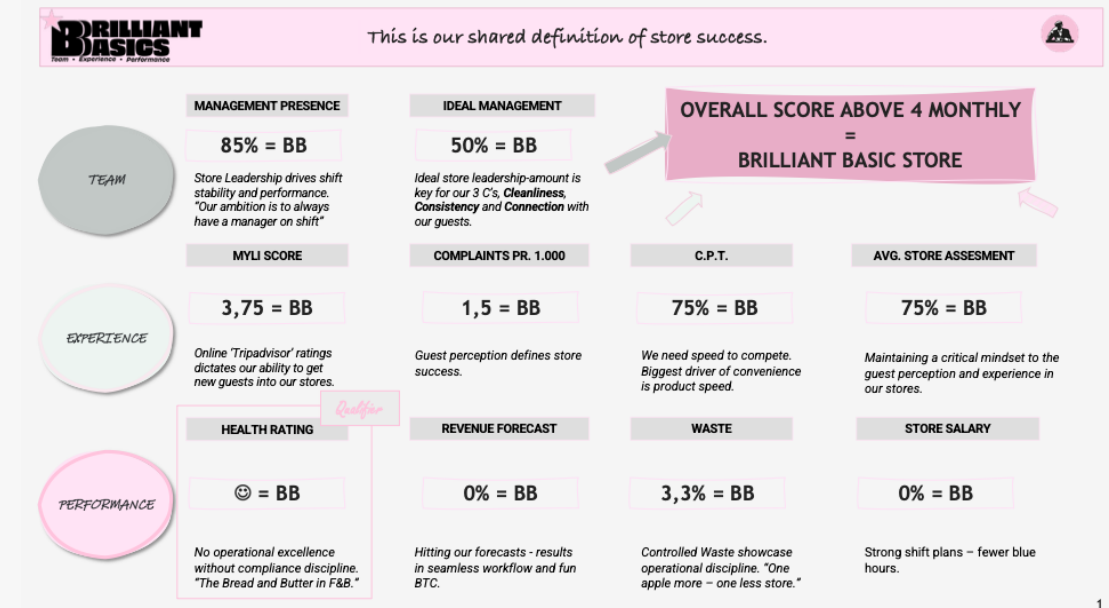
Practice where to put your actions first

IN GROUPS OF TWO

Imagine your Store have this (not so) Brilliant Basic score:

Team 1 / Experience 1 / Performance 1 / Total 1

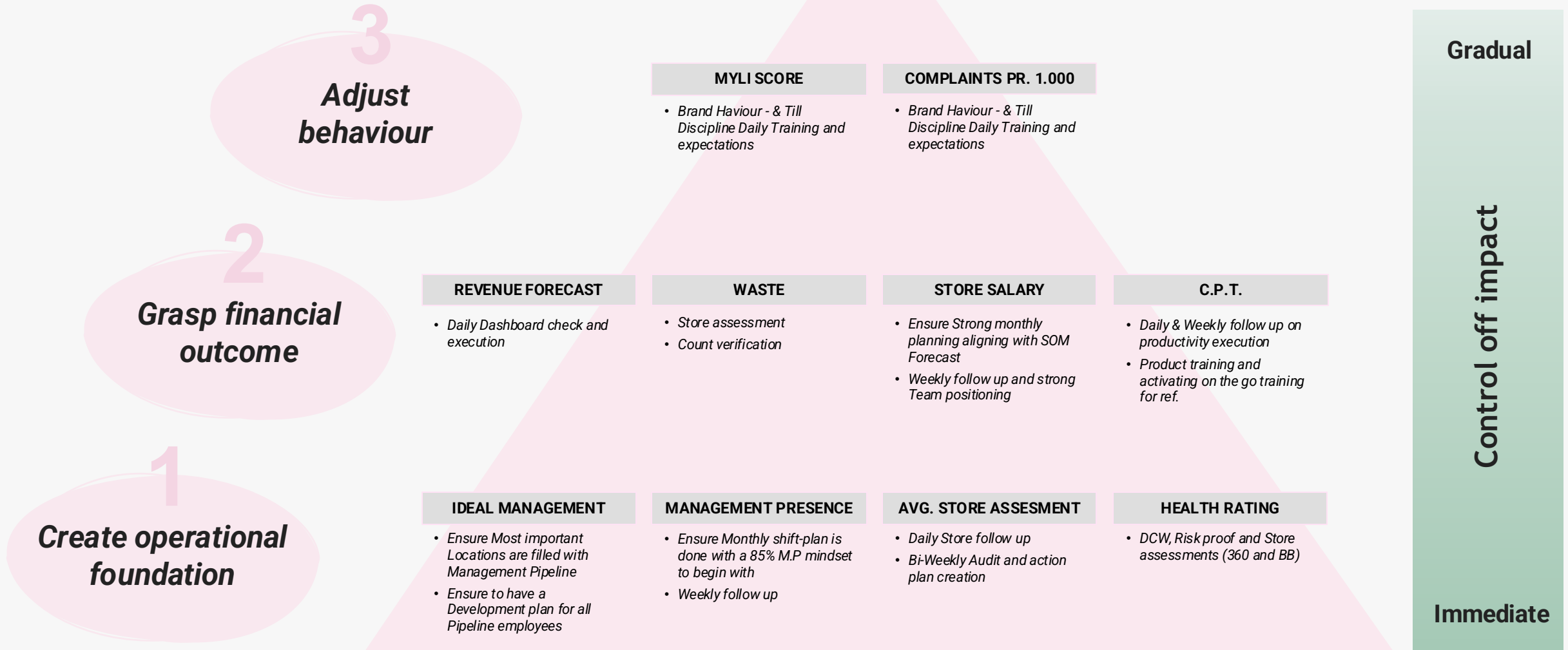
- 1 Consider which three Brilliant Basics elements you would start working on first
- 2 When the first three starts increasing due to your actions – which three are the next you will give focus





HOW TO PRIORITIZE YOUR FOCUS WHEN DEVELOPING BRILLIANT BASICS?

Take sustainable control of Brilliant Basics as KPI

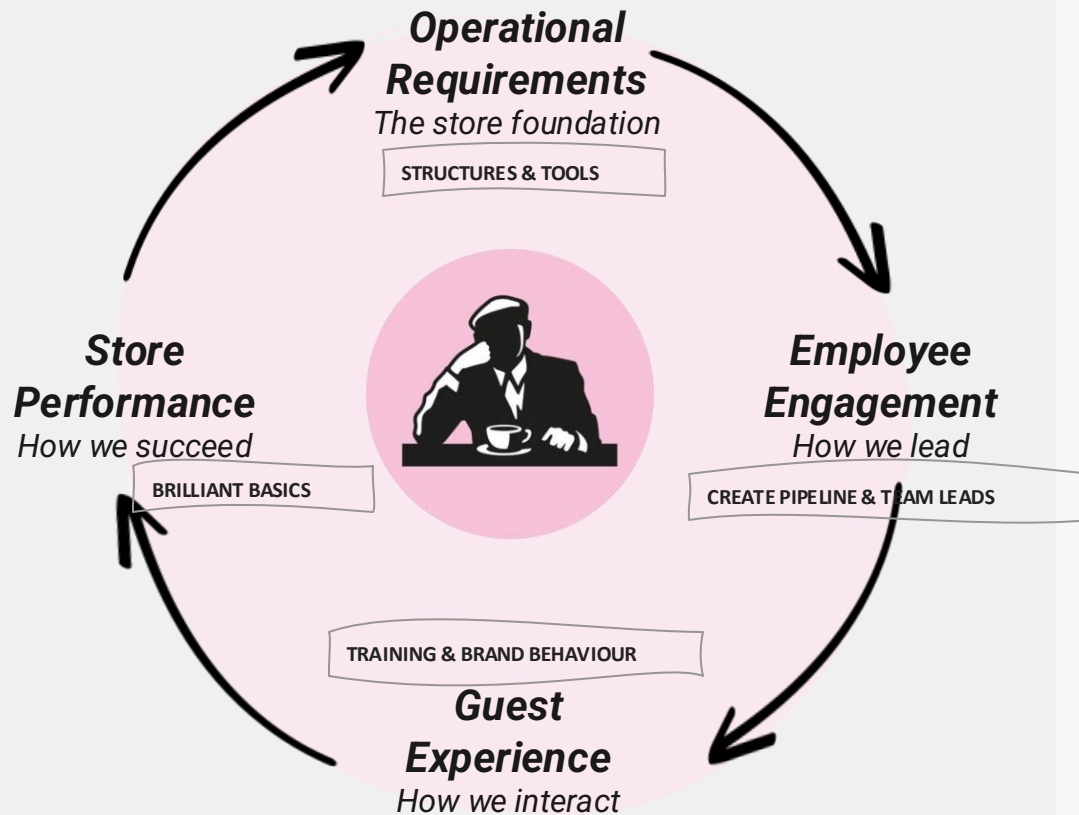




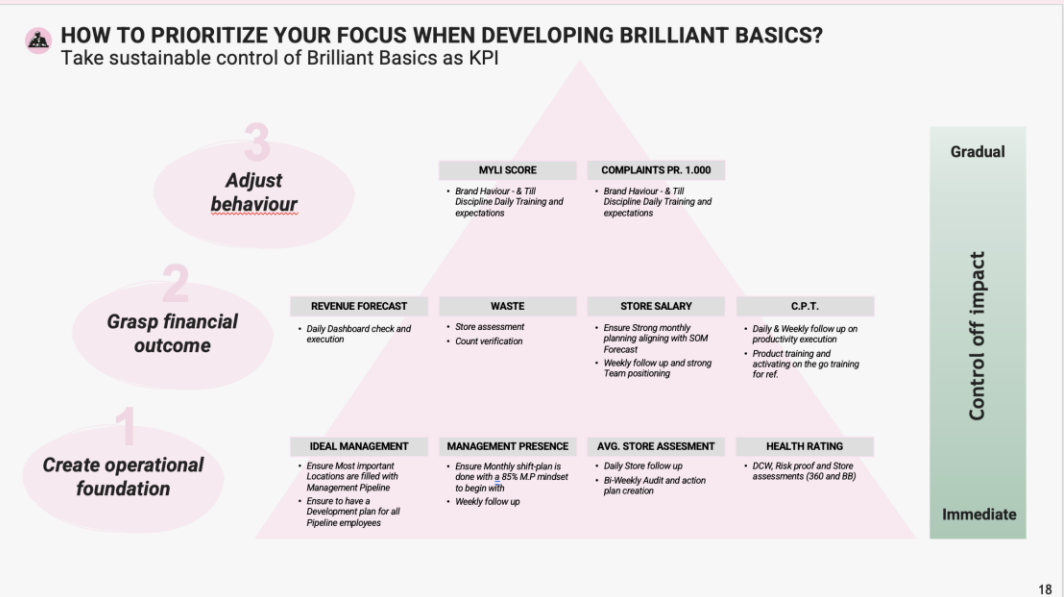
HOW TO PRIORITIZE YOUR FOCUS

Take sustainable control of YOUR STORE PERFORMANCE

CIRCLE OF OPERATIONAL EXCELLENCE



BRILLIANT BASIC PRIORITY SEQUENCE





HOW TO PRIORITIZE YOUR FOCUS

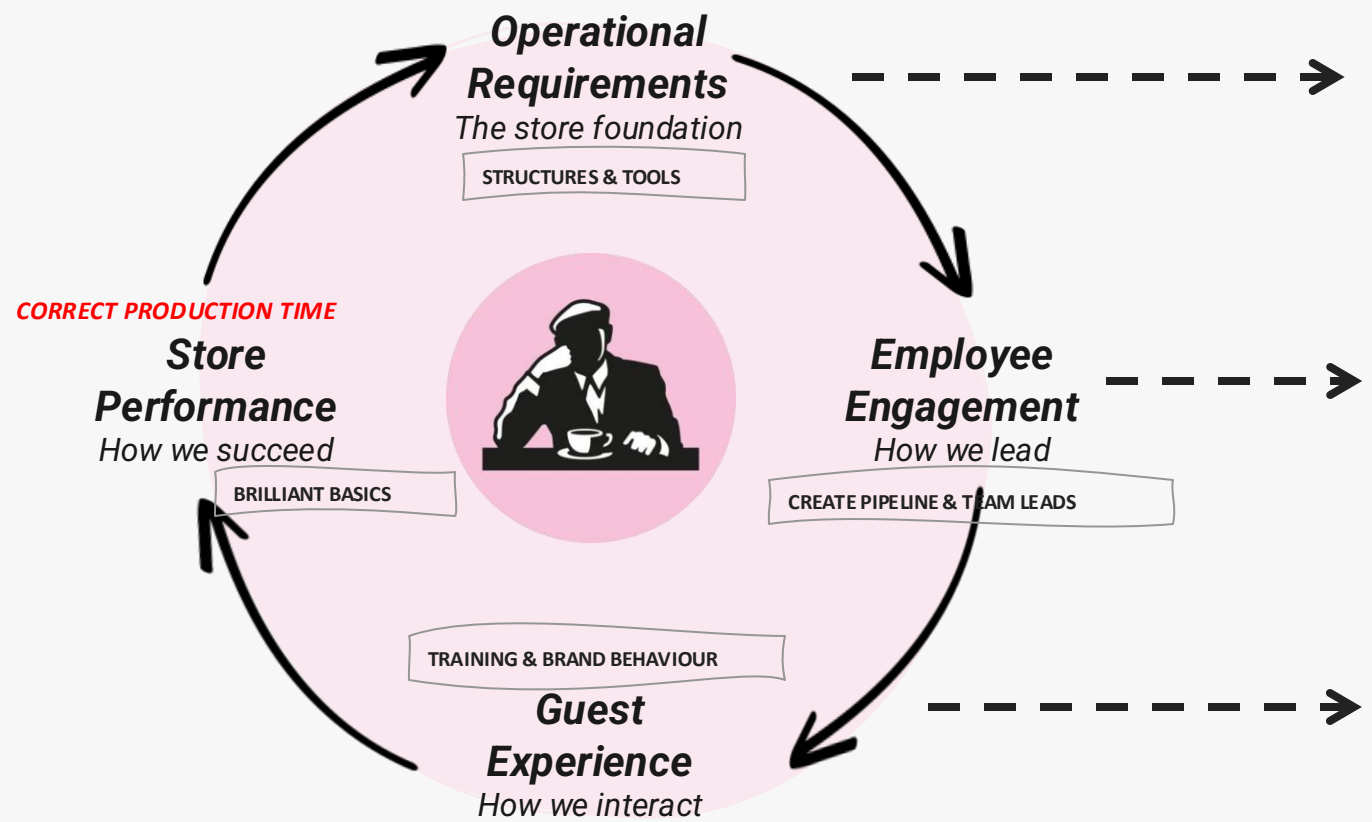
Take sustainable control of YOUR STORE PERFORMANCE

YOUR STORE HAS A PROBLEM WITH CORRECT PRODUCTION TIME – HOW TO NAVIGATE THE PRIORITY SEQUENCE & USE C.O.E.

CIRCLE OF OPERATIONAL EXCELLENCE

Ex. CORRECT PRODUCTION TIME (> BB)

SEQUENCE



- 1
 - Is the store lean and clean and uphold SOP structure Standards?
 - Is the DCW updated and being used actively?
 - Do we uphold Riskproof structures and execution?
 - Is the Whiteboards actively used for production and workflow delegation (Eld. Fl. M.)
- 2
 - Do we have full Ideal M. Coverage and 85%+ management presence? If not, make plan to get there.
 - Is the A.STM taking full accountability of the DCW and Staff training engagement?
 - Is the Management running the shift?
- 3
 - Is the staff trained in all Juicer level Modules, attensi training and validation aspects (95%+)
 - Is the communication strong during production hours?
 - Do they Move with a purpose – and activating on the go?
 - Is Show-Time being practised daily? (integrated culture)



How to work with Weekly reporting & structure

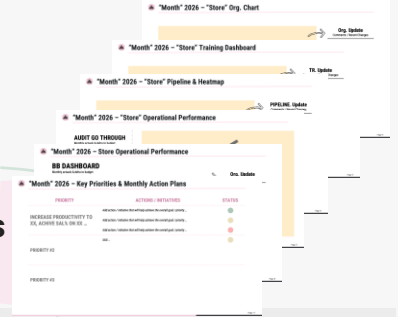
Moneyball 2.0 Leadership Training





THE STORE PERFORMANCE CYCLE

Building stronger and stronger Store Performance week by week, month by month



Weekly

Rhythm of the Business



Weekly

Rhythm of the Business



Weekly

Rhythm of the Business



Monthly

Monthly Business review

Your complete monthly reset – announced audit, full store check, and performance deep-dive. A dedicated session with your DM to celebrate progress, tackle challenges, and set direction.

Unannounced

Brilliant Basics Audit



Announced

Brilliant Basics Audit



Same day

Announced

360 Audit



Operational standards, Full store inspection, Compliance check

Keep your goals on track, your voice heard. A structured weekly tool to review performance, surface risks early, drive your accountability and actions while staying aligned with your DM on priorities in a weekly STM & DM catch-up

Support you staying sharp between monthly reviews – this audit follows the full guest journey, evaluating environment, team behaviours, operational flow, and product delivery. It identifies strengths and gaps, reinforces standards, and gives you and your DM clear coaching actions to carry forward directly into weekly Rhythm of the Business and Monthly Business review

WEEKLY



EXERCISE: HOW TO WORK WITH RHYTHM OF THE BUSINESS

Practice on the Rhythm of the Business of your Store

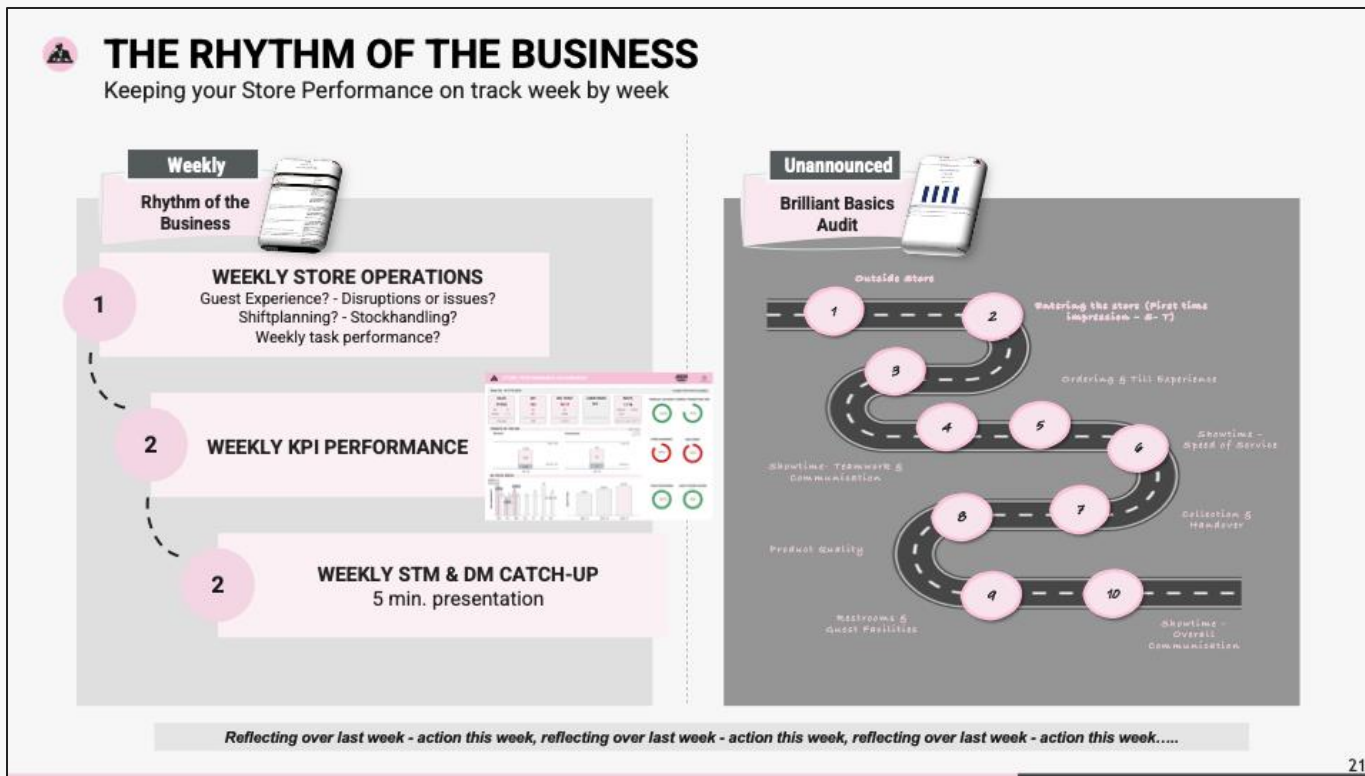
INDIVIDUALLY

Make your Rhythm of the business for your store - 10 min.

- 1 Check your latest Brilliant Basic Audit in GoAudits
- 2 Check you latest Store Performance Dashboard in WP2
- 3 Fill-out your Rhythm of the business in GoAudits

IN GROUPS OF TWO

- 1 Present your Rhythm of the business in 5 min.
- 2 Switch and present your Rhythm of the business in 5 min.





How to work with Monthly reporting & structure

Moneyball 2.0 Leadership Training

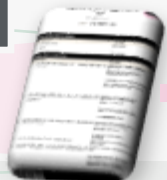





THE STORE PERFORMANCE CYCLE

Building stronger and stronger Store Performance week by week, month by month


Weekly
Rhythm of the Business



Weekly
Rhythm of the Business




Weekly
Rhythm of the Business



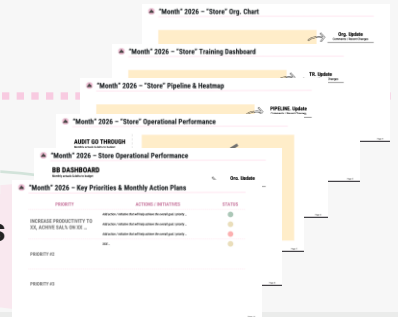
Keep your goals on track, your voice heard. A structured weekly tool to review performance, surface risks early, drive your accountability and actions while staying aligned with your DM on priorities in a weekly STM & DM catch-up

Unannounced
Brilliant Basics Audit




Support you staying sharp between monthly reviews – this audit follows the full guest journey, evaluating environment, team behaviours, operational flow, and product delivery. It identifies strengths and gaps, reinforces standards, and gives you and your DM clear coaching actions to carry forward directly into weekly Rhythm of the Business and Monthly Business review

Monthly
Monthly Business review




Your complete monthly reset – announced audit, full store check, and performance deep-dive. A dedicated session with your DM to celebrate progress, tackle challenges, and set direction.

Announced
Brilliant Basics Audit



Same day

Announced
360 Audit



Operational standards, Full store inspection, Compliance check

MONTHLY



THE MONTHLY BUSINESS REVIEW MEETING

Keeping your Store Performance on track month by month

"Month" 2026 - "Store" Org. Chart

"Month" 2026 - "Store" Training Dashboard

"Month" 2026 - "Store" Pipeline & Heatmap

"Month" 2026 - "Store" Operational Performance

"Month" 2026 - Key Priorities & Monthly Action Plans

PRIORITY	ACTIONS / INITIATIVES	STATUS
INCREASE PRODUCTIVITY TO XX, ACHIEVE SALES ON XX ...	Action/Initiative Description/Target/Update ...	●
	Action/Initiative Description/Target/Update ...	●
	Action/Initiative Description/Target/Update ...	●
PRIORITY #3	...	●
PRIORITY #3	...	●

Note! –Your Store Manager Exam will center around your Monthly Business Review Meeting



MAKE YOUR ACTIONS SMART BY USING THE FIVE W'S

Your manager wants to know and your Team wants to know your smart actions to feel “comfortable” to say yes

WHY?

Why is this Action important?

Ex. My analysis of ... shows, the gap vs. target/process, an opportunity...

WHAT?

What are the deliverables of the Action?

Ex. Training, Employee dev. talks, DOC report, Fewer on Shift...

WHO?

Who is responsible and involved in the Action?

Ex. Delegate to Liz, train Ben, talk with Zoe, put Lin on morning shift...

WHERE?

Where will the Action be implemented?

Ex. Your Bar, Zoes bar, Liz and Bens bar, customer area, coffee supplier...

WHEN?

When will the action be done?

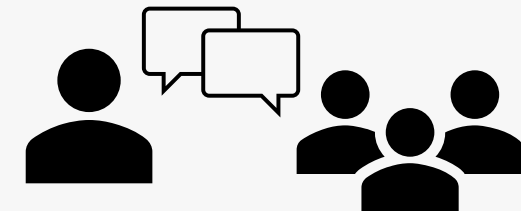
Ex. Starting Thursday 9.00 and finishing 12.00, Ben on Thursday 12.15...

Use to build or check your Smart Actions for Rhythm of the Business and Monthly Business Review



PRIORITY	ACTIONS / INITIATIVES	STATUS
INCREASE PRODUCTIVITY TO XX, ACHIEVE SALES ON XX ...	All actions / initiatives that will help achieve the overall goal / priority ...	●
	All actions / initiatives that will help achieve the overall goal / priority ...	●
PRIORITY #2	...	●
PRIORITY #3		

Use to communicate effectively with your manager and team





EXERCISE

IN GROUPS OF TWO

- 1** You have now prepared for the Monthly Business Review by analysing the five monthly areas
- Organisation
 - Training
 - Pipeline & Heatmap
 - Audits
 - Store Performance/BB dashb.

This leading to the 6 issues you see on the right

Choose two of the issues on the right and make a Smart Action for each that follows the Five Ws. Make sure that they are condensed into one sentence covering all five Ws.

(You can make assumptions for any missing data – the exercise is about making a Smart action)

Issue #1

Your Brilliant Basics **Team Score** is at 1.5

- Management Presence 1.00
- Ideal Management 2.00

Issue #3

Your **Daily App conversion** score is consistently running below target

Issue #5

Your training report shows **large gaps in Shiftmanager training** and at the same time training in general is below target

Issue #2

Your Brilliant Basics **Experience Score** is 3.3

- Myli Rating 5.0
- Complaints 3.0
- Production Time 1.0
- Store rating 4.0

Issue #4

Your latest **Audit** shows that 2onTill is very rarely activated

Issue #6

In the recent **Engagement survey** a number of comments is centered around lack of understanding of what is expected of the team

Smart Action approach

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April 2026 – Key Priorities & Monthly Action Plans

PRIORITY	ACTIONS / INITIATIVES	STATUS
BRILLIANT BASIC	<p>Issue #1 - Because Management Presence is at 1.0, I will adjust shift planning schedule to hit 85% Managers on shift, starting as soon as planning allows.</p> <p>Issue #1 - Because Ideal Management is at 2.0, I will start training JQ Mathilde as SM beginning the week after next.</p> <p>Issue #2 - Because Correct Production Time is critically low at 1.0, I will re-cap and enforce execution on every single shift of DCW daily checklists with each Manager on shift, starting from tomorrow's opening shift and tracked daily through end of month.</p> <p>Issue #4 - Because Audit shows 2onTill is rarely activated, indicating missed revenue opportunities during lunch rush, I will add the daily revenue target and a 2onTill activation trigger as a fixed daily task on the whiteboard, with the opening Manager on shift responsible for setting and briefing the target each morning, at the till area in our store, starting from tomorrow's opening brief.</p>	
COMMERCIAL	<p>Issue #3 - Because App conversion is consistently below target, costing us monthly revenue, I will delegate daily QR Code responsibility by assigning a target to each juicer on shift via the whiteboard, with the opening Manager on shift accountable for briefing and tracking, implemented from tomorrow's briefing and reviewed daily until we hit +5% conversion.</p>	
ENGAGEMENT / ORGANISATION	<p>Issue #5 - Because Shift Manager training completion has significant gaps and overall training is below target at 87% (WHY), I will drive a two-step training push to first bring SM completion to 90%+ and second the overall completion to 92% by prioritising planning and executing training personally, with all completions logged and validated by end of May.</p> <p>Issue #6 - Because the engagement survey shows the team lacks clarity on what is expected of them, I will execute Yellow development talks during shifts focussing on role expectations and need for support, all completed before end of month ahead of high season.</p>	



AGENDA

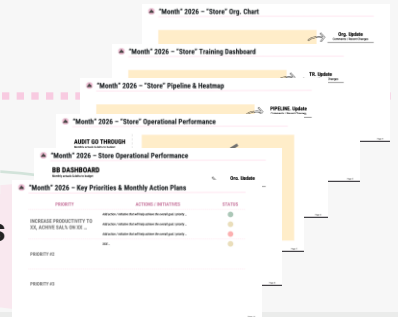
- 1 Why is Store Performance important?
- 2 How to lead Store Performance?
- 3 Your summary and responsibility**





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WEEKLY

MONTHLY



JOB DEFINITION

JOE & THE JUICE NORDIC TRAINING WEEKLY PLANNING

TASK OVERVIEW

UPDATED

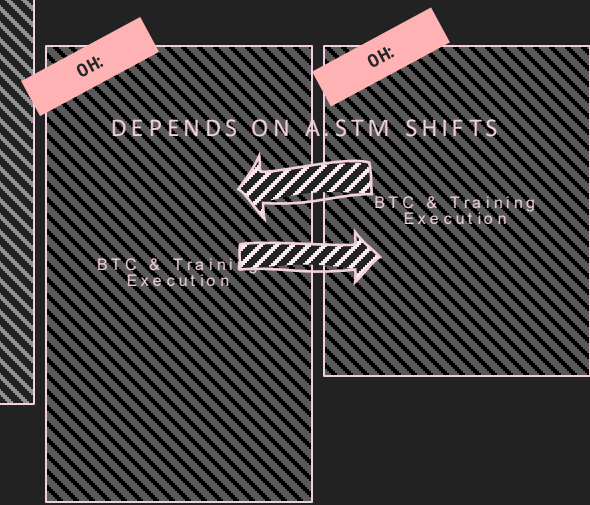
STORE
MANAGER

Capture the Morning

Show-Time

Evening Host

TIME	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
7.00 AM	WEEKLY ADMIN PLANNING 1. Weekly Risk proof 2. Shift-plan asm. & clock-in corrections 3. Facility Tracker 4. DCW & SOP Review 5. Count Veri. & Id.Adj. 6. Heatmap Overview 7. Myl & Complaints review 8. BB Dashboard Review 9. Weekly ROTB					GAME - DAYS	
7.30 AM							
8.00 AM							
8.30 AM							
9.00 AM		WEEKLY ADMIN PLANNING	Weekly District Meeting (ROTB & BB)	BTC & Training Execution	Shift plan assessment for ROW		
9.30 AM					Development Talks		
10.00 AM							
10.30 AM							
11.00 AM							
11.30 AM							
12.00 PM							
12.30 PM		BTC & Training Execution	BTC & Training Execution	BTC & Training Execution			
1.00 PM				Space for Monthly Tasks	BTC & Training Execution		
1.30 PM							
2.00 PM				In-Store Management Meeting & Plan for the next 2 weeks			
2.30 PM							
3.00 PM							
3.30 PM							
4.00 PM							
4.30 PM	Count						
5.00 PM							
5.30 PM	DEPENDS ON A.STM SHIFTS						
6.00 PM							
6.30 PM							
7.00 PM							
7.30 PM							
8.00 PM							





JOB DEFINITION

JOE & THE JUICE NORDIC TRAINING WEEKLY PLANNING

TASK OVERVIEW

UPDATED

DISTRICT MANAGER

Capture the Morning

Show-Time

Evening Host

TIME	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
7.00 AM	WEEKLY ADMIN PLANNING 1. Weekly Risk proof 2. Shift plan assessment & Team positioning 3. Facility Tracker 4. Talent Pipeline - Heatmap Overview 5. Myli & Complaints review 6. Compliance Tracker 7. Myli Score & Complaints 8. Weekly Sales Review 9. Weekly BB Review 10. Weekly ROTB					GAME - DAYS		
7.30 AM								
8.00 AM								
8.30 AM								
9.00 AM			Local Facility Manager Meeting	Weekly District Meeting (ROTB & BB)	Training Validation (SM, A, STM, STM)	BTC & Training Execution	Store Audit / Visit 5	
9.30 AM			WEEKLY ADMIN PLANNING					STM 1:1 Manager Coaching Targets & Planning Follow Up
10.00 AM					STM Training			
10.30 AM								
11.00 AM								
11.30 AM								
12.00 PM								
12.30 PM		Space for Urgent Tasks & SOW priorities	Weekly OM Meeting					
1.00 PM								
1.30 PM								
2.00 PM								
2.30 PM		Store Audit / Visit 1	Store Audit / Visit 2	Store Audit / Visit 4				
3.00 PM			STM 1:1 Manager Coaching Targets & Planning Follow Up	STM 1:1 Manager Coaching Targets & Planning Follow Up				
3.30 PM								
4.00 PM		STM 1:1 Manager Coaching Targets & Planning Follow Up	Store Audit / Visit 3	Space for Monthly tasks & STM Reviews				
4.30 PM			STM 1:1 Manager Coaching Targets & Planning Follow Up					
5.00 PM					Development Talks			
5.30 PM								
6.00 PM								
6.30 PM								
7.00 PM								
7.30 PM								
8.00 PM								





HOW TO APPLY INTO PRACTICE

From practical in-store skills to daily, weekly, and monthly habits

Assistant Store Manager	You assist in tracking performance metrics, implementing action plans, and supporting the Store Manager in achieving operational BB KPIs and commercial targets.
Store Manager	You analyse performance using store insights, audits, Weekly Rhythm of the business and Monthly Business Review. You create action plans to drive Brilliant Basics.
District Manager	You ensure financial targets, KPIs, and operational metrics are met across the district. You use performance reviews monthly, Rhythm of the business and data-driven insights to drive sustainable growth and BB excellence across the district.



MANAGER SPECIALIST SESSIONS

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