

DOMINO'S PIZZA

GENERAL MANAGER DEVELOPMENT ACTION PLAN

30 • 60 • 90 DAY SUCCESS PLAN

Store #: _____

General Manager: _____

Supervisor: _____

Plan Start Date: _____

30-Day Review: _____

60-Day Review: _____

90-Day Review: _____

PURPOSE

The purpose of this action plan is to establish clear expectations, develop leadership skills, improve operational execution, and create a culture of accountability that drives results.

Success will be measured through:

- ☐ Leadership Development
- ☐ Team Accountability
- ☐ Training Execution
- ☐ Labor Management
- ☐ Food Cost Control

☐ Customer Experience

☐ Service Metrics

☐ Sales Growth

☐ Profitability

☐ Store Culture

GM CAREER DEVELOPMENT

Where do you see yourself in the next 5 years?

What are your career goals?

What position do you ultimately want to achieve?

STORE GOALS

Current Average Weekly Sales:

\$_____

90-Day Sales Goal:

\$_____

Annual Sales Goal:

\$_____

How will you achieve these goals?

30 DAY ACTION PLAN

Stabilize Operations and Establish Standards

Focus Areas

- ☐ Attendance Accountability
- ☐ Documentation Compliance
- ☐ Labor Scheduling
- ☐ Food Cost Controls

- Scale Utilization
- Variance Tracking
- Uniform Compliance
- Drivosity Standards
- Delivery Experience Standards
- DSS Deliveries
- Phones Answered By Third Ring
- Big 4 Submission Compliance
- Daily Shift Accountability

Team Evaluation

Rank Team Members From Bottom Performer To Top Performer

1. ---

2. ---

3. ---

4. ---

5. ---

6. ---

7. ---

8. ---

9. ---

10. ---

Top Three Opportunities

1. ---

2. ---

3. ---

Action Steps

30 DAY REVIEW

Goals Achieved:

☐ Yes ☐ No

Comments:

Supervisor Comments:

GM Comments:

60 DAY ACTION PLAN

Develop Leaders and Strengthen Accountability

Focus Areas

- ☐ MIT Development
- ☐ Shift Runner Development
- ☐ Coaching Documentation
- ☐ Labor Goal Achievement
- ☐ Food Goal Achievement
- ☐ Service Improvement
- ☐ Driver Urgency

- ☐ Team Meetings
- ☐ New Hire Training
- ☐ Retention Improvement
- ☐ Store Culture Development

Future Leaders

Who are your future leaders?

1. ---

2. ---

3. ---

Development Plan:

Culture Evaluation

What is helping the store succeed?

What is preventing success?

Action Plan:

60 DAY REVIEW

Goals Achieved:

☐ Yes ☐ No

Comments:

Supervisor Comments:

GM Comments:

90 DAY ACTION PLAN

Sustain Results and Build Long-Term Success

Focus Areas

- ☐ Consistent Labor Performance
- ☐ Consistent Food Performance
- ☐ Service Goal Achievement
- ☐ DSS Goal Achievement
- ☐ Drivosity Goal Achievement
- ☐ Documentation Compliance
- ☐ Training Program Effectiveness
- ☐ Leadership Bench Development
- ☐ Store Culture Improvement
- ☐ Profitability Growth
- ☐ Business Share Maximization

Long-Term Store Vision

What does success look like for your store?

What systems must remain in place to maintain success?

What support do you need from your Supervisor?

LEADERSHIP DISCUSSION

How do you train your team from Day 1 to today?

What changes need to be made to improve training?

How do you recognize great performance?

How do you hold team members accountable?

SUPERVISOR EXPECTATIONS

As a General Manager, I do not expect perfection.

I expect leadership.

I expect accountability.

I expect consistency.

I expect urgency.

I expect standards.

I expect development of your people.

The stores that win are not the stores with the fewest problems. They are the stores that identify problems quickly, attack them aggressively, and maintain standards every day.

Train it.

Coach it.

Inspect it.

Recognize it.

Hold it Accountable.

Your team will only rise to the level of leadership they receive.

Success is built one shift, one day, and one period at a time.

GM Signature: _____

Date: _____

Supervisor Signature: _____

Date: _____