

Prototype Store Criteria



In choosing the prototype unit several factors are important:

- Leadership:** Look for strong leaders at the regional, district, and store levels. They need to be excited about the GJS and must be able to communicate and execute on the good jobs vision. Being influencers in the network is a plus. Look for a strong store manager with a strong senior leadership team who can execute the GJS changes and provide feedback and ideas during the prototype phase.
- Performance:** Performance at the prototype stores should be average on key metrics. It will be too hard to show impact for a star performer and will take too long to show improvement in a store that is struggling. Make sure the store has enough steady traffic so that improved service will have a noticeable impact.
- Representation:** In terms of size, location, and format, the prototype stores should be typical of most stores in the fleet.
- Stability:** The prototype stores can't be going through some other major change at the same time (e.g., construction).
- Proximity:** The stores need to be close enough to headquarters to allow frequent visits—but not so close that they are overwhelmed or given special treatment.