



- Research-Based Store Visit Evaluation Tool
- Customized Insights into Leadership Behaviors Post-RML Training
- Built to Reinforce and Measure RML Skills and Strategies in leading teams from a distance

Retail leadership doesn't stop at training—it continues with how effectively leaders apply new skills on the job. The **Store Visit Effectiveness Survey (SVES)** is a powerful follow-up tool designed to assess the impact of your Retail Multiunit Leadership (RML) training to determine ROI on your training investment. Conducted 120 days after multiunit leaders attend the RML workshop, SVES measures how well multiunit leaders are executing the leadership behaviors taught—especially during store visits and follow-up communications.

This confidential 360-style survey gives your organization a detailed look at what's working and where growth opportunities remain, through the lens of those who matter most—store leaders.



What's Included:

Leadership Impact Survey

- 23-question online survey sent directly to store leaders (multiunit leaders' direct reports)
- 21 quantitative questions + 2 open-ended qualitative questions
- Comment field on all questions for rich feedback
- Survey aligns with the RML model and core leadership behaviors

Comprehensive Reporting & Debriefing

- Results are aggregated, analyzed, and presented in a 3-hour executive debrief with key findings, themes, and recommendations
- Individual area reports are created for each district/region
- Facilitated group session with multiunit leaders to review results and connect the feedback to their RML training, transitioning feedback into change

Turn Feedback into Action

- Multiunit leaders are encouraged to share results with their teams and use RML strategies from the *Turning Feedback into Change* RML Advanced module
- Use survey insights to reinforce accountability, sharpen leadership behaviors, and strengthen store execution

Ongoing Measurement

- Repeat survey every 6–12 months to track behavior change and ongoing ROI of your training investment
- Optional 1:1 coaching follow-up with a certified MOHR Retail coach

DELIVERY OPTIONS: Virtual or Onsite Executive Debrief + Multiunit Team Debrief

COST: Starts at \$16,000 (based on the number of participants surveyed)

INCLUDES: Survey Development, Customization, Administration, Analysis, Executive Report, and Facilitated Sessions. (*a producer supports all virtual workshops to eliminate technical challenges, enhance participant learning and engagement to ensure a seamless experience*)

Let your leaders see the difference they're making—and where they can grow.

Contact us to learn how SVES can strengthen your RML investment.

Contact us to learn more: info@mohrretail.com 1-833-866-MOHR (6647) | [MOHRRetail.com](https://mohrretail.com)