

TUXEDO JUNCTION

SUIT WAREHOUSE

**ACCESSORIES &
BANQUET APPAREL****Retail Sales Mystery Shoppers Report****FORMALWEAR CONSULTANT**

Name _____

Total Score _____

City _____

Store _____

Day/Date _____

Time in _____ Time out _____

I. WHAT WAS CONSULTANT DOING/STORE APPEARANCE/COMMENTS

II. QUESTION OR INTEREST OF CUSTOMER (EVALUATOR)

III. DRESS CODE (5 pts): ☐ YES ☐ NO NAME BADGE: ☐ YES ☐ NO**IV. THE PRESENTATION****1. FACT FIND (15 pts)**

Yes No

- | | | | |
|----|--|--------------------------|--------------------------|
| A. | For what banquet apparel is needed? | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Where do you work? Asked for information for follow up | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | sale?Check for group discount. | <input type="checkbox"/> | <input type="checkbox"/> |

2. PRESENTATION (25 pts)

- | | | | |
|----|--|--------------------------|--------------------------|
| A. | New merchandise shown | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Concerned/interested | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | Presented choices and explained tailoring | <input type="checkbox"/> | <input type="checkbox"/> |
| D. | Features/benefits of new vs used | <input type="checkbox"/> | <input type="checkbox"/> |
| E. | Effort to sell additional items (shirts, stud, links, socks) | <input type="checkbox"/> | <input type="checkbox"/> |

3. CLOSE (25 pts)

- | | | | |
|----|------------------------|--------------------------|--------------------------|
| A. | Business Card | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Sale form completed | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | Thank you/walk to door | <input type="checkbox"/> | <input type="checkbox"/> |
| D. | Did you get a receipt? | <input type="checkbox"/> | <input type="checkbox"/> |

**V. GENERAL FEELING ABOUT THIS CONSULTANT (30 pts)
HIS/HER SALES KNOWLEDGE WAS...**

Retail Sales Mystery Shoppers Report

FORMALWEAR CONSULTANT

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II. QUESTION OR INTEREST OF CUSTOMER (EVALUATOR)

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IV. THE PRESENTATION

1. FACT FIND (15 pts)

- | | | | |
|----|---|--------------------------|--------------------------|
| A. | Gathered name of event or reason for purchasing? | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Asked politely for your name. | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | If tuxedo, asked how many times you wear a tuxedo a year. | <input type="checkbox"/> | <input type="checkbox"/> |

2. PRESENTATION (25 pts)

- | | | | |
|----|---|--------------------------|--------------------------|
| A. | New merchandise shown | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Concerned/interested | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | Presented choices and explained tailoring correctly | <input type="checkbox"/> | <input type="checkbox"/> |
| D. | Features/benefits of buying vs renting | <input type="checkbox"/> | <input type="checkbox"/> |
| E. | Effort to sell additional items (shoes, socks, jewelry, ties) | <input type="checkbox"/> | <input type="checkbox"/> |

3. CLOSE (25 pts)

- | | | | |
|----|------------------------|--------------------------|--------------------------|
| A. | Business Card | <input type="checkbox"/> | <input type="checkbox"/> |
| B. | Sale form completed | <input type="checkbox"/> | <input type="checkbox"/> |
| C. | Thank you/walk to door | <input type="checkbox"/> | <input type="checkbox"/> |
| D. | Did you get a receipt? | <input type="checkbox"/> | <input type="checkbox"/> |
| | | <input type="checkbox"/> | <input type="checkbox"/> |

V. GENERAL FEELING ABOUT THIS CONSULTANT (30 pts)
HIS/HER SALES KNOWLEDGE WAS...
