

NUMARK

RETAIL EXCELLENCE

Webinar

Post course commitment sheet

Post course commitments

Retail Excellence

To ensure you get the most from the webinar you attended, we recommend you take personal responsibility to implement your learning back into your pharmacy to achieve real benefit from attending. Think about what you have learnt, what you could do differently to improve things for yourself, your team and ultimately the business.

Your commitments

Please complete **ONE** of the commitments below **OR** if you have a specific action you would like to do that is not listed, then write your own personal commitment in the box below. Please ask the trainer for advice or support should you need it.

- ☐ **Review your space allocation:** Use the space allocation guides to help you calculate the number of shelves relevant to each category within your pharmacy and compare this with your current space breakdown.
- ☐ **Choose a test category:** Use the techniques learnt within the training presentation to adjust a single category (e.g first aid, or skin care). Think about the range within the category, and the merchandising techniques used to help improve the category such as beacon branding, brand blocking and product adjacencies.
- ☐ **Back to basics:** Does your pharmacy look ready and welcoming for customers? Follow the basic housekeeping tips and apply to your shop floor. Has it made a difference to your customers?
- ☐ **My personal commitment:**

Remember to review the commitment you put into action and see what you have learnt from it. Consider:

- o what went well
- o what you might have done differently
- o where you may need further support or advice

The learning log on the next page will allow you to record your learning.

Learning Log

Retail Excellence

What I did to complete my commitment

What I learned from this

The benefits I have seen

How I will use this in the future