

Run It Like You Own It.

Imagine the impact on your sales if your store managers ran their stores like they were their own business. This mindset shift makes a big difference to your store manager's approach, driving results with focused decision-making, ownership of challenges, and stronger day-to-day operations. At StoreForce, we have seen how this mindset transforms not just individual stores, but entire chains.

But how do you get there?

It starts with understanding the HOW and WHY

How to turn managers into leaders.

Start with the right tools, training, and approaches.

This is what we recommend:

Build business acumen. Business acumen isn't just about knowing the numbers, it's about understanding how the business works. Visibility into real-time metrics is the foundation of this skill. It helps store managers drive the KPIs you measure them on – conversion, UPT, ATV, and more. With better business acumen, store managers can more effectively coach their store team on driving results for today and this week as well as identifying trends and opportunities. When managers run their stores like they own them, their guidance drives results that makes each store better.

The StoreForce Sales Leadership Program

Equips store managers to drive performance during key segments while providing tools to monitor team performance in real-time.

Encourage autonomy. Give your managers the structure and guardrails they need to make confident decisions. StoreForce programs and reports like Sales Leadership and Missed Opportunities empower managers to learn, adapt, and take ownership, without waiting for direction. This confidence leads to better outcomes across the board. With these insights, managers can plan ahead, adapt on the fly, and coach their teams proactively.

Break goals into bite-sized actions. StoreForce features like At-A-Glance help managers plan their day, track their stores progress, and celebrate their wins – one segment, one goal, one team at a time. This ensures that the entire team is aligned, fully aware of progress and turns every achievement into a collective effort. This higher engagement leads to happier customers and higher conversion rates.

StoreForce Missed Opportunities Report

Identify missed opportunities by day of week and time of day. Change the conversation from 'what happened?' to 'what should we do?'

StoreForce At-A-Glance

Give managers a clear real-time view of their goals, progress, and team performance all in one place.

Data, Data, Data. StoreForce provides real-time data every half hour, replacing guesswork with precision. This level of visibility gives managers the confidence to make decisions rooted in fact, not assumptions. When decisions are backed by accurate, real-time data, stores see better performance along with a measurable impact on the bottom line.

Why the ownership mindset changes everything.

Ownership is a powerful driver of engagement and results. Here's why it matters:

Simple math: Engagement equals retention. According to the Society of Human Resource Management, employees stay 41% longer at companies with strong internal hiring practices. Think about the cost of high turnover – recruiting, onboarding, training – not to mention the loss of expertise and productivity. A 41% boost in retention doesn't just save money; it creates stability. This engagement reduces turnover, absenteeism, and boosts productivity across your teams.

Better decisions get made. Managers who 'own' their stores, approach decision with focus and accountability. These mindsets don't just improve outcomes, they build resilient teams and strong day-to-day operations.

Ownership leads to course correction. And course corrections make a tangible impact every day. When managers take ownership, they're empowered to spot challenges and address them quickly. Course correcting creates meaningful changes that keep the business moving forward every day.

Give your store managers ownership today.

When store managers act like business owners, they take stores—and results—to the next level. StoreForce provides easy-to-use, intuitive tools that create this mindset shift, helping managers make smarter decisions, inspire their teams, and consistently deliver strong performance.

Ownership starts with empowerment and empowerment start with StoreForce. Are you ready to help your managers run it like they own it?

