



NPA TIP OF THE MONTH FOR AUGUST

The year is coming to a close, so it's time to look at those two key indicators, retail revenue and work hours, to see if there is opportunity to move up a cell or two. These two indicators have the most potential to increase your PFP. Pull your July FPR (Financial Performance Report) and look to see what your YTD percent to plan is and where this puts you on the NPA scoring matrix. Do the math and see how many dollars of retail revenue or how many hours need to be reduced to move one or more cells. To maximize this opportunity, pull your August and September FPR and see if the plan for these two months is in line with what you have been achieving. When August ends pull the FPR again and see if you are still on target. The FPR is usually available about the 8th of the month after the month closes. It would be a shame to miss moving a cell or two by a small amount when you may be able to increase your PFP by a half a percent or more. You can easily see what it will take to move one cell in both Retail Revenue and TOE by going to your NPA report card on the Blue Page. Keep in mind that the NPA report card is posted as of June and is not current with July's information until after the 20th of the August.

Here is the path to see where you stand: Blue Page > NPA > NPA Reports. Scroll down on the REPORT column to **Improve Your Score**. Select the most recent month under the TIME column, select **Field** under TYPE and **Cluster** under ORG. LEVEL. For the AREA and UNIT columns, select your appropriate area and office. If you have questions, please contact your LEAGUE Leader for assistance.