



## DISTRICT MANAGER TRAINING

# Multi-Unit Leadership at Dollar General

## PARTICIPANT GUIDE

### Objectives

- Describe what makes Dollar General a leader in small-box retail.
- Explain Company initiatives.
- Examine characteristics for positive multi-unit leadership.

## How Do You Impact Dollar General?

## Multi-Unit Leadership Characteristics

### Be perceptive

- Keep an eye on the business.
- Learn about company and industry trends.
- Be a change agent.

### Believe in Store Managers

- Stay strong in your support of store managers, in good times and difficult times.

### Be particular, but don't be a jerk!

- Be tough on standards, but easy on people.

## Multi-Unit Leadership Characteristics

### Life-long learning

- To keep leading, you need to keep learning.

### Set the example for results

- Store managers can perform up, or down, to your expectations. Expect the best and you might get it.

## Notes

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