

S.M.A.R.T. GOALS WORKSHEET

INITIAL GOAL	Write the goal you have in mind INCREASE WHOLESALE PARTS BUSINESS
S SPECIFIC	What do you want to accomplish? Who needs to be included? When do you want to do this? Why is this a goal? I WOULD LIKE TO SEE IS SLIGHTLY INCREASE OUR PARTS BUSINESS IN A SMART, CONTROLLED WAY
M MEASURABLE	How can you measure progress and know if you've successfully met your goal? I WOULD LIKE TO WATCH OUR GP% BE AT 25% OR HIGHER FOR WHOLESALE WHILE MONTHLY LOOKING FOR A 5% INCREASE IN WHOLESALE SALES.
A ACHIEVABLE	Do you have the skills required to achieve the goal? If not, can you obtain them? What is the motivation for this goal? Is the amount of effort required on par with what the goal will achieve? OUR TEAM WOULD NEED INCREASED SALES TRAINING TO HANDLE ALL PARTS INQUIRIES. BUT THERE IS A MEASUREABLE NEED FOR IT IN OUR AREA. WE SPEND \$0 IN PARTS ADVERSIZING CURRENTLY. BUT WOULD NEED TO HAVE SET SALES PROCESSES AND INTERNAL PROCESSED IN PLACE BEFORE DOING SO
R RELEVANT	Why am I setting this goal now? Is it aligned with overall objectives? WE HAVE SPENT THE LAST 7 MONTHS GETTING OUR PARTS DEPARTMENT ORGIZNIED AND CORRECTLY INVENTORIED. NOW WE COULD TRY TO LEVEL UP THE DEPARTMENT.
T TIME-BOUND	What's the deadline and is it realistic? I THINK WE SHOULD SPEND THE NEXT 6 MONTHS OF OUR YEAR IN SALES TRAINING. WITH A PLAN TO START SPENDING MONEY ON ADVERTIZING JAN 1 2025. THEN SET OUR SIGHTS TO GROWN NBY 5% MoM.
SMART GOAL	Review what you have written, and craft a new goal statement based on what the answers to the questions above have revealed SPEND THE NEXT 6 MONTHS SALES TRAINING OUR PARTS STAFF. WITH A PLAN TO START ADVERZIING AND INCREASE WHOLESALE BUSINESS 5% MoM WITH A BASELINE OF 25% GP% ON WHOLESALE.

DISCLAIMER

Any articles, templates, or information provided by Smartsheet on the website

are for reference only. While we strive to keep the information up to date and correct, we make no representations or warranties of any kind, express or implied, about the completeness, accuracy, reliability, suitability, or availability with respect to the website or the information, articles, templates, or related graphics contained on the website. Any reliance you place on such information is therefore strictly at your own risk.