

Bradley Motley - Sales Manager
Place your Title Here

Today's Date: 11-9 Target Date: 12-17 Start Date: 11-9

Date Achieved: _____

Department: Sales Month: December Composite Page: _____ Column: _____ Line: _____

SMART GOAL

Specific: What exactly will you accomplish? KPI is 300 more gross per car. KPI will be 300. I will be able to accomplish 300 dollars more a car deal in gross.

Measurable: What reports / calculations will you use to measure your results?

Sales gross / sales for 2017 November
Sales gross / sales for 2018 November

Achievable: Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve this goal? If not, how will you get them?

Yes it is very achievable. It starts with building confidence in your team and setting up a culture between my team.

Relevant: Why is this goal significant to your dealership operations? To You?

It is significant to me the business more successful and a business that is open on gross car sales for Mch employees in better.

Timely: You answered "what" under specific. Now tell us BY WHEN.

End of year report by end of year 300 cars

