

Goal Setting with your Leadership Teams



It's a new year! It's time to set goals! Let's tap into our strongest assets (our team-members) by collaborating with our co-workers and employees.

It is so easy for people to accept the status quo. But, If we continue to accept the status quo for today and for the future it might not be enough to get you to you desired success for 2017.

It is to easy to let years pass by while continually doing things the same way - repetitively using the same techniques and strategies that have made us successful in the past.

Oftentimes, when we have a good year, we think: if we keep repeating this strategy, we will enjoy and recapture our desired success year after year. Can we not expect similar great results over and over? Possibly, but not likely!

Being very fortunate to work within many industries, I notice that there is a very strong connection between successful companies and management collaboration with their team members. Managers and owners of companies report that workload accountability and responsibility are continually increasing.

Let's work to achieve collaborative goals. Let's make your job easier and more efficient by collaborating with your team members to achieve these goals!

I encourage you to set a meeting schedule with your team to develop mutual goals and collaborative action plans in order to achieve desired successes. With conviction and a structured approach you will surely grow personally and your organization will also grow alongside. If there is only

individual effort and not a committed, or focused, collaborative effort in working towards goals, it generally results in a loss! We need to get all our team members working together toward the common goals.

Here are my suggestions for moving forward:

1. Take a look at your company from the outside looking in. Assess what worked well over the past year and what didn't.
2. Establish goals for areas requiring improvement within that list.
3. Prioritize the three main goals to focus on from this list.
4. Seek your team's feedback in establishing the action plan to reach those goals (collaborate).
5. As Management, show by example; however, appoint an employee to champion this strategy. Notice the barriers that may inhibit goal achievement. Create open collaboration in order to find solutions to overcoming possible barriers.
6. Write out your goals; agree collectively to the action plan.
7. Establish a follow-up date to assess and measure group performance.

Stick with it, until you get to where you want to be. Continued training and meetings are important to ensure that everyone has a voice and that various opinions are heard.

People generally like being involved in meetings if it has been prepared and if there is a willingness from leadership to have open discussion. Everyone needs to comprehend the importance of investing time in "the team". It is critical to strategize together as a team in order to ensure that we are all maximizing our potential for growth of the company.

Remember, this collaboration for continued improvement will benefit everyone internally within the company, but the true benefit will be for our customers!

Norm Rose and Excel Sales Consulting wants to work with you and your company to develop customized training solutions for your Leadership teams as well as your Sales and Customer Service staff.

Please watch our Leadership Training Video Brochure and contact us for further information about how we can help you reach your

goals this year.



**Store Managers Leadership
Training-HD**

[Visit our website!](#)

 [Forward to a Friend](#)

Norm Rose

President of Excel Sales Consulting

Contact us today!

P: 403.230.2330

Email: nrose@excelsalesconsulting.com