

Setting Your Goals

Know Your Team	<p>1.</p> <p>2.</p> <p>3.</p> <p>4.</p>
<ul style="list-style-type: none"> Rank Advocates based on Gross Adds On what elements of GTES does the Advocate need to focus? Be specific. <ul style="list-style-type: none"> Always be Questioning Always be Recommending Always be Closing How will you help? (Role play, observations, demo, etc.) 	

Motivation Tactics	Your Plan:
<p>How will you use:</p> <ul style="list-style-type: none"> Huddles Whiteboards Other 	<p>1.</p> <p>2.</p> <p>3.</p>

Coaching Tactics	<p>1.</p> <p>2.</p> <p>3.</p> <p>4.</p>
<p>Think about each Advocate you ranked above:</p> <ul style="list-style-type: none"> What coaching tactics can you use to keep your store focused on your goals? How will you use the Coaching Loop and DIRECT Feedback Model? 	

Measurement Tactics	Your Plan:
<p>Think about the forms we discussed.</p> <ul style="list-style-type: none"> How will you use the forms? When is your manager and/or ISE scheduled to observe the customer experience and Huddle? 	<p>1.</p> <p>2.</p>

Store Results review with MGR/ISE Feedback	Current Results	Store 30-Day Focus	30-Day Results	31+ Day New Goals