**Create**

Think about the goals you created in your journal for *Set Goals for Success* last week. What questions are you trying to answer by achieving those goals?

Documents:*What's at Stake?; Set SMART Goals*

***Click or tap each checkbox online as you complete the task.***

* Review the ***business goal*** you created last week. What "question" does this goal seek to answer? Who is the "customer" for this goal? Someone from another department? Someone from the public who needs your service? What "human problem" is it trying to solve? Make any changes that clarify the goal for you.
* Review the *What's at Stake?* document. What one thing could you do in the next week to move forward on this business goal?
* In your journal pages, write a SMART goal for this "one thing", making sure it really contributes to the overall goal you wrote last week.
* Review your ***personal development goal*** for the *SHIFT|Grow* program. What "question" does this goal seek to answer? Who is your "customer", your leader? Dealership customers? Your team? You? All of these? How will this goal help you answer their "question"?
* Consider what you need to do to execute on this goal and make any adjustments that clarify the goal for you.
  + How much time will you spend on it each week/day?
  + How often will you review the content and practice the skills?
  + What will you do better in 6 weeks, 3 months, 6 months? How will you know?
  + **What one thing** can you do this week to make progress on this goal?

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