

## 2<sup>nd</sup> Year Performance Goal and Self Evaluation

**2017-2018 Goal:** During my review with my Predecessor and previous Supervisor, I set myself a 2017 (August)- 2018 goal to achieve the following:

- 15 Clients total
- 50+ Associates on assignment
- Northern Colorado office

**Accomplishments:** We opened our Northern Colorado office on September 5<sup>th</sup> 2017. As of August 2018, I have developed 20 clients across Colorado in my 1.5 years in Business Development. I have successfully maintained partnerships with current clients that I acquired in my predecessor's absence while growing a trusting confidence in our company and company name. During CMG Denver's transition of management, I stepped in to assist with any internal conflicts and offer assistance throughout our team. This has continued as I have stepped more into a leadership role and will continue to assist our internal team (Colorado and Minnesota) to the best of my abilities. I developed partnerships offering both Temp to Perm and Direct Hire agreements. From August 2017-August 2018 I have personally attributed to \$23,749 of Direct Hire payments.

When asked of a fellow co-worker what she felt I contribute to CMG, she said the following: *"You bring a large amount of positivity to our team while not being afraid to be direct and honest. I've watched you set your mind to something and blow your goal out of the water, like starting Northern Colorado and taking over Lincoln's territory".*

### **2019 Goals:**

- 34 total clients by August 2019
- 300 Associates on Assignment (without on-site)
- On-site partnership
- Build CMG with national partnerships. Starting in Ohio with Forney Industries.
- Continue to grow CMG's profit margin

**2019 Plan of Action:** In order for me to obtain the goals I have set for 2019 I believe I need to implement the following in my monthly, weekly and daily tasks. First, I will need to increase and expand my daily reach-out goal to new prospects. Secondly, I will need to monitor my pipeline and projections while decreasing the length of time between introduction to agreement. Lastly, a new approach I would like to take is asking for referrals from current clients. This is a new concept for me but I believe it will be very successful as I've helped gain trusting partnerships with my clients.