



## Abbey, Peter L.

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 p.abbey@test.com  
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000.055 Halliday, Lisa K.  
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2012 31.12.2012  
 # 01.01.2012 - 31.12.2012 € £ Benson, Ron K.  
 04.01.2013

This has been a solid year in Peter's all round performance and development.

Compared to my reviews of a few years ago I now feel more in control and empowered. The process is clear and I am able to discuss freely with Ron at any time. My objectives were tough but fair.

Á	Meet agreed turnover figures	20,00%	0,00%
Á Á	Á Á Á Á	35,00%	90,00%
Á Á	Á Á	25,00%	150,00%
Á	Coaching and mentoring	20,00%	125,00%
			<b>94,00%</b>

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fl	£
14.11.2012	
<p>The metrics show a pleasing and positive result. The financial targets, broadly speaking, have all been met.</p> <p>With great support from my team we achieved the sales goals I was set. I can work on my core competencies more and hope to make this a priority for next year.</p>	
fl	£
01.02.2012	
..	
..	
fl	£
14.11.2012	Á

fl	£	Á	€	€	€	€	€	
<b>Meet agreed turnover figures (20,00%)</b>								<b>0,00%</b>
UK figures are £550K								
	550 000,00	GBP						
	500 000,00	Ç	Á	€	€	€	€	
	600 000,00	Ç	Á	€	€	€	€	
	239 500,00							

These figures do not reflect original expectations. We have put a plan in place to review what went wrong.



**ff \$žššı Ł**

										<b>90,00%</b>
Á	Á	Á	Á	Á	Á	Á	Á	Á	Á	Á
Á	Á	Á	Á	Á	Á	Á	Á	Á	Á	Á
25,00 customer complaints per months										
15,00 Ç										Áí €€€Á D
30,00 Ç										Áí €€€Á D
26,00										

Just missed out on achieving this objective but some improvement noticeable in the latter part of the year.

**fb) žššı Ł**

										<b>150,00%</b>
Ä	Á	Á	Á	Á	Á	Á	Á	Á	Á	Á
Ä	Á	Á	Á	Á	Á	Á	Á	Á	Á	Á
55 000 000,00 GBP										
50 000 000,00 Ç										Áí €€€Á D
60 000 000,00 Ç										Áí €€€Á D
60 569 000,00										

Evaluation of figures reveals momentum was carried forward through the year. All regions contributed to achieving this rigorous goal.

**fbšššı Ł**

**Coaching and mentoring (20,00%)** **125,00%**

To be judged by the feedback from mentees

	<b>ff) žššı Ł</b>
	High level of coaching ability shown
<b>X</b>	<b>ffššššı Ł</b>
	Good level of coaching shown
	<b>f) žššı Ł</b>
	Passable level of coaching shown
	<b>fb) žššı Ł</b>
	Low level of coaching shown
	<b>fšššı Ł</b>
	No aptitude for coaching shown

Has excelled in this task in the latter part of the year



On target	

07.03.2014

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