

WHY SET A 90-DAY GOAL?

Your first three months as a waiter or waitress are critical. Why? Because that's when you form the habits that shape your entire hospitality career.

Setting clear goals for these first 90 days gives you direction, confidence, and purpose. You won't just be “working shifts”—you'll be taking intentional steps towards your career dreams.

Step 1: Define Your Big Picture

Think about where you want to be three months from today:

- Do you want to feel confident talking to any guest?
- Are you aiming to handle busy shifts easily?
- Do you want recognition from your managers?
- Are you focused on earning better tips?

Your goal can be anything—but make it clear and specific.

Example:

“In 90 days, I want to confidently handle up to 10 tables during busy dinner shifts without stress or mistakes.”

Step 2: Make Your Goals SMART

SMART goals help you turn dreams into reality. SMART stands for:

Specific: Clear and precise.

Measurable: Trackable progress.

Achievable: Realistic and possible.

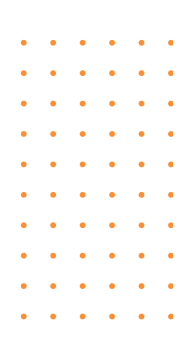
Rellevant: Important to your career.

Time-bound: Clear deadline.

SMART Goal Example:

❌ Not SMART: "I want to become a better waiter."

✅ SMART: "In 90 days, I'll master our full menu and confidently recommend dishes, increasing my average tip by 15%."



Step 3: Break Your Goal into Weekly Actions

Big goals can seem overwhelming. Make it easy by breaking your 90-day goal into smaller weekly tasks.

Example Goal:

“In 90 days, I'll confidently recommend dishes to guests and increase my average tips by 15%.”

Weekly Actions:

Week	Action
1.	Study menu thoroughly, daily for 20 min
2.	Practise recommendations with teammate
3.	Set a goal to recommend at least 3 dishes per shift
4.	Get feedback from managers on performance
5.	Continue tracking progress weekly

Step 4: Measure Your Progress

Don't guess—know exactly how you're doing. At the end of each week, quickly review your progress:

- What went well?
- What needs improvement?
- What's your next action?

Example Goal:

“In 90 days, I'll confidently recommend dishes to guests and increase my average tips by 15%.”

90-DAY WAITER GOAL TRACKER

Week	Achievement	Reflection
1.	Learned 5 menu items/day	Need more practice on specials
2.	Recommended dishes confidently	Tips slightly higher (+5%)
3.	Hit recommendation goal every shift	Guests loved suggestions

Step 5: Share Your Goal with Your Manager or Mentor

Sharing your goals makes you accountable. It also shows managers you're serious about your job. Ask for their advice—they'll appreciate your initiative and help you succeed.

Example Conversation:

"Hi Manager, I've set a 90-day goal to improve my table-side confidence and increase my average tips by 15%. Could you please give me feedback weekly on how I'm doing?"

Managers love proactive colleagues and will support your growth.

Reflection Activity

Take 5 minutes and do this now:

- Write your SMART 90-day goal clearly.
- List your first three weekly actions.

You've just taken your first real step towards hospitality greatness!

