

# Goal Setting Worksheet

## Start Reaching...

With your group review the helpful goal setting tips on this worksheet. Follow the steps to determine the proceeds your group needs to reach your goal and participate in your chosen activities.

## Keep Reaching ★★★

Participating in the product sale activity is a fun learning experience that will not only allow your group to do in some exciting activities, it will help each girl learn through Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics.

Have each girl identify a personal sales goal and a learning goal for the product sale. For example: I will sell 18 units. I would like to practice my people skills by rehearsing my sales pitch with my family, or I want to develop my goal setting skills by focusing on short term goals. I will contact three potential customers a day for a week. Print out personal copies of this goal chart by going to our website at [www.nutsforknowledge.com](http://www.nutsforknowledge.com).

## Charting your progress toward success ★★★

- ★ It is easier to see yourself reaching your goal if you break it down into manageable steps.
- ★ Start by writing your group goal in the "Our Girl Scout Goal" space at the top of the goal chart. This amount should be 100% of what the groups wants to earn.
- ★ Next, figure out the amount of money (or number of products) needed for each percentage represented in the stars on the goal chart. For example if your total group goal is \$1,000 then 10% of that total would be \$100. Write \$100 in the star that shows 10%, the \$200 in the star that shows 20%, etc.
- ★ Figuring out these benchmarks is a great way to develop your money management skills and reach your goal.

### Activity Ideas

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Write Ideas Here!

### Personal Sales Goals

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Midway through the sales activity, review your goals and see how well you are doing. Make adjustments or changes as needed. Keep "Reaching for the Stars".



## Budget Worksheet

Our Group proceeds per item are : \_\_\_\_\_ (Item A)

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Activities We Plan to Do:	Total Cost for this activity	Proceeds (Items A)	# of items Needed to Sell
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____

"Reach Out Activity"

$$\frac{\text{Total Items Needed to Sell (B)}}{\text{Total Number of girls in our group}} = \text{Per Girl Goal}$$

Add Total Number of items needed to sell \_\_\_\_ (B). This is your group goal. Write this number in the "Our Girl Scout Goal Star" on the Goal Chart.

## Personal Learning Goals

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Write Ideas Here!