**GOAL:** *I want to pay my bills in college by selling cotton candy at parks on the weekends.*

<table>
<thead>
<tr>
<th>Specific</th>
<th>I want to create a weekend business selling cotton candy at parks. This will bring in extra money to pay my bills during college. I will need a cotton candy machine, cotton candy mix, and a list of places where I am allowed to sell it. I may need to get some sort of special license to sell food. I’ll need to look into this before I buy any supplies.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measurable</td>
<td>I will keep track of how much I make each time I go out and sell cotton candy. I will divide my earnings by the hours spent to figure out my hourly average. My goal will be achieved once I earn $350 a week, which is what I need to pay my bills.</td>
</tr>
<tr>
<td>Achievable</td>
<td>In order to accomplish this goal, I must: 1. Research regulations on selling food/soliciting in public areas. 2. Find 3-5 places to sell cotton candy. 3. Buy the necessary equipment. 4. Create a nice sign promoting my cotton candy. 5. Actually go out and sell the cotton candy.</td>
</tr>
<tr>
<td>Relevant</td>
<td>This goal will be worthwhile if I earn at least $25/hr. If I end up earning less than this, it would be better for me to take a student job on campus. At $25/hr, I can earn $350 by working 7 hours on Saturday, and 7 hours on Sunday.</td>
</tr>
<tr>
<td>Time-Bound</td>
<td>One day to research the info on selling food in public places, find places to sell, and order the equipment. I’ll have to wait 1 week for the supplies to arrive. During that time I can make my promotional materials. So I’ll be ready to go sell in 8 days.</td>
</tr>
</tbody>
</table>

- What do I want to accomplish?
- Why do I want to accomplish this?
- What are the requirements?
- What are the constraints?

- How will I measure my progress?
- How will I know when the goal is accomplished?

- How can the goal be accomplished?
- What are the logical steps I should take?

- Is this a worthwhile goal?
- Is this the right time?
- Do I have the necessary resources to accomplish this goal?
- Is this goal in line with my long term objectives?

- How long will it take to accomplish this goal?
- When is the completion of this goal due?
- When am I going to work on this goal?
Types of Goals:
- Long-term goals - tend to be bigger goals, achieved some time in the future
- Short-term goals - smaller goals that tend to be accomplished along the way to reaching long-term goals

SMART Goals:

<table>
<thead>
<tr>
<th>Specific</th>
<th>Measureable</th>
<th>Achievable</th>
<th>Relevant/realistic</th>
<th>Time-Bound</th>
</tr>
</thead>
</table>
| - What do I want to accomplish? Why?  
- What are the requirements?  
- What are the constraints?  
A general goal is, "Get in shape." A specific goal is, "Join a gym and workout 3 days/week." | - How will I measure progress?  
- How will I know the goal is accomplished?  
When you measure progress, you stay on track, reach your target dates, and experience the achievement that helps you put forth the effort needed to reach your goal. | - What steps (or short term goals) can I take to accomplish this goal?  
- What resources will I need?  
Develop the attitudes, skills, financial capacity, and social support that you need to make goals that are important to you come true. | - Is this a worthwhile goal (aligned with long term goals and values)?  
- Is it the right time?  
A realistic goal must be an objective you are both willing and able to work toward, and one that you believe you can accomplish. | - How long will it take to accomplish?  
- When is the goal due?  
- When will you work on this goal? |

Adapted from: [http://www.umassd.edu/fycm/goalsetting/resources/smartgoals/](http://www.umassd.edu/fycm/goalsetting/resources/smartgoals/)