



What exactly do you want to achieve?

How will you know when you've achieved it?

How can the goal be accomplished?

Why is this goal important to you?

When do you want to achieve this goal?

I want to sell popcorn to earn my way to camp.

When I've sold enough popcorn to cover \$264 for a week long program at Magness.

I need to sell seven bags of popcorn with an average of \$35 a bag.

It's important for me to attend a great camp with my friends in the pack.

In the four week selling period.