

Help consultants identify their longer-term goals and create a concrete plan for achieving. **30 minutes**

Materials:

Handout - [What Are My Goals?](#) (1 per attendee)

Flip chart paper

Clock/timer

Advance Prep:

- Write these words in a column on a flip chart page:
Specific, Measurable, Attainable, Relevant, Time-bound

Activity Instructions:

Introduce the activity: *“Each year many of us make New Year’s resolutions only to discard them after a few weeks. That’s why today we’re going to think about our goals and how to have successful outcomes, not just wishes that don’t come true! So, how are we going to do that?”*

1. *“First, think about why you started your Pampered Chef business.”*
 - o Ask a couple of team members to share their initial reasons for joining.
2. (Hand out flyer) *“Now, look over this handout, circle 3-5 things that are important goals for you, whether or not they were part of why you joined Pampered Chef.”*
 - o Give your team 1-2 minutes.
 - o Ask them to share with a partner, or the entire group, if they’re comfortable.

Introduce S.M.A.R.T. Goals

1. *“A proven way to turn goals into reality is to make our goals S.M.A.R.T.—Specific, Measurable, Attainable, Relevant, and Time-bound.”*
2. *“Let’s work through an example together with the goal of buying a car.”* (Elicit ideas from the group, use the idea-starters if needed.)
3. Write their answers down on the flip chart.
 - o *“What would make it more **specific**?”* (Is the car new or used? Any particular model?)
 - o *“What would make it **measurable**?”* (Determine the cost.)
 - o *“What would make it **attainable**?”* (Put a large down payment on it by holding shows.)
 - o *“What would make it a **relevant** goal?”* (Perhaps it is more reliable, more fuel efficient, etc.)
 - o *“What would make it **time-bound**?”* (You want that car in your garage by _____ (date).)
4. *“Let’s see what you could accomplish in the next year. Start with your current show schedule.”*
5. *“For example, if you’re currently doing two shows a month, and your show average is \$450, that means your commission is approximately \$200 per month.”*
6. *“If you do 4-5 live shows per month, you’d boost your earnings to over \$500 per month. In only ten months you’ll have over \$5,000 toward your goal, and that’s just the basics!”*
7. *“By breaking a goal down into bite-sized pieces, you’ll accomplish what you desire.”*
8. *“Now it’s your turn. I’m going to give you 10 minutes to choose your top goal. First, go through the steps to make it a S.M.A.R.T. goal. Then start a plan to accomplish the goal. Work with a partner, or in groups of three.”*

Wrap-up:

- Ask several people to share their S.M.A.R.T. goal and how they plan to achieve it.
OR
- Ask each person to share their S.M.A.R.T. goal on the team Facebook® page; encourage them to support each other over the coming months.