

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

S	<b>Specific</b>	<ul style="list-style-type: none"> <li>• What do I want to accomplish?</li> <li>• Why do I want to accomplish this?</li> <li>• What are the requirements?</li> <li>• What are the constraints?</li> </ul>	<p><i>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.</i></p>
M	<b>Measurable</b>	<ul style="list-style-type: none"> <li>• How will I measure my progress?</li> <li>• How will I know when the goal is accomplished?</li> </ul>	<p><i>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.</i></p>
A	<b>Achievable</b>	<ul style="list-style-type: none"> <li>• How can the goal be accomplished?</li> <li>• What are the logical steps I should take?</li> </ul>	<p><i>In order to accomplish this goal, I must:</i></p> <ol style="list-style-type: none"> <li>1. <i>Research regulations on selling food/soliciting in public areas.</i></li> <li>2. <i>Find 3-5 places to sell cotton candy.</i></li> <li>3. <i>Buy the necessary equipment.</i></li> <li>4. <i>Create a nice sign promoting my cotton candy.</i></li> <li>5. <i>Actually go out and sell the cotton candy.</i></li> </ol>
R	<b>Relevant</b>	<ul style="list-style-type: none"> <li>• Is this a worthwhile goal?</li> <li>• Is this the right time?</li> <li>• Do I have the necessary resources to accomplish this goal?</li> <li>• Is this goal in line with my long term objectives?</li> </ul>	<p><i>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.</i></p>
T	<b>Time-Bound</b>	<ul style="list-style-type: none"> <li>• How long will it take to accomplish this goal?</li> <li>• When is the completion of this goal due?</li> <li>• When am I going to work on this goal?</li> </ul>	<p><i>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.</i></p>