

# GOAL ACTION PLANNER



**This Goal Action Planner will help you think through the steps of achieving the goals you have set for the Cookie Season.**

## PART A: COST ANALYSIS

How much money do you need to finance your goals?

**Step One:** First, determine the cost of your fun-and-learning goal. Complete the following section of the planner to estimate the cost. Fill in those components that apply to your goal. There are additional spaces where you can fill in cost components that are unique to your goal.

**Fun-and-Learning Goal:**

### TRANSPORTATION COSTS:

Mode of Transportation	Name of Company or Provider	Cost per Person	Total Cost

Total Estimated Transportation Costs:

### LODGING COSTS:

Place	Number of Units needed	Number of Nights	Cost per Night	Total Cost

Total Estimated Lodging Costs:

**FOOD COSTS:**

Type of Meal	Average Cost per person	Number of Meals Needed	Total Cost

Total Estimated Food Costs:

**TICKETS (ATTRACTIONS & ENTERTAINMENT):**

Description	Cost Per Person	Total Cost

Total Estimated Entertainment Costs:

**ADDITIONAL COSTS: (use as necessary)**

Description			Total Cost

Total Additional Costs:

**Use the totals above to estimate the total cost of your fun-and-learning goal:**

Transportation Costs	
Lodging Costs:	
Food Costs:	
Cost of Tickets:	
Additional Costs:	

TOTAL Estimated Cost of Fun-and-Learning Goal:

**Step Two:** Estimate the amount needed to fund your service project. Complete the table below by identifying the components involved in carrying out your service project and estimating the costs:

**Service Goal:**

Component	Cost

Total Estimated Cost of Service Project:

**Step Three:** Finally, complete the following table for the grand total:

Estimated Cost of Fun-and-Learning Goal	<input type="text"/>
Estimated Cost of Service Project	<input type="text"/>

**Grand Total Cost for Cookie Season Goals**

**PART B: INCOME PLANNING**

Working through this section will help your group set a package goal and determine how many packages each girl must sell to reach the goal.

**Step One:** First, complete this table to determine how much money you need to earn from the Cookie Sale.

A	What is the Grand Total Cost for your Cookie Season goals? (total from Part A)	<input type="text"/>
B	How much money do you already have?	<input type="text"/>
C	Subtract line B from line A.	<input type="text"/>
D	How much money do you anticipate to earn from an activity other than the Cookie Sale?	<input type="text"/>

E Subtract line D from line C. This is your dollar goal for the Cookie Sale.

**Step Two:** Now, complete this formula to determine how many packages your group needs to sell:

$$\begin{array}{ccccc} \$ \underline{\hspace{2cm}} & \div & \$ \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{Dollar goal for Cookie Sale} & & \text{Amount earned per package} & & \text{\# of packages} \end{array}$$

Next, complete this formula to determine how many each girl must sell to reach the goal:

$$\begin{array}{ccccc} \underline{\hspace{2cm}} & \div & \underline{\hspace{2cm}} & = & \underline{\hspace{2cm}} \\ \text{\# of packages} & & \text{\# of girls} & & \text{Average package goal} \end{array}$$

**Step Three:** Complete and sign this pledge to show your support for the Cookie Sale and your group's goals. Keep this pledge as a goal reminder as you sell cookies this year. Share it with your customers so they know why you're selling cookies!

### Cookie Season Goal Pledge

**This Cookie Season my group has set two kinds of goals:**

**A fun-and-learning goal:** \_\_\_\_\_

**And a service goal:** \_\_\_\_\_

**To achieve these goals, we need to raise \$\_\_\_\_\_ this Cookie Season.**

**So we need to sell \_\_\_\_\_ packages of Girl Scout Cookies.**

**To help the group reach this goal, I am committed to selling \_\_\_\_\_ packages.**

\_\_\_\_\_  
(signature)

\_\_\_\_\_  
(date)