

## 2011/2012 Goal Achiever Patch Program



Goal Setting is an important part of the Girl Scouting experience and a skill girls will use their entire lives. Girls that set and obtain goals develop a strong sense of self. Girls have confidence in themselves and their abilities, feel they are able to achieve their goals and form positive gender, social and cultural identities. Goals are great motivators. Goals give your Troop a starting point in which to measure their success. There are several types of goals, personal, group, short term and long term are just a few.

Definition - A goal is something a person works to accomplish. A goal may be any of the following:

- Something to do
- Someplace to go
- Something to have

Goal setting should be an integral part of the Girl Scout Program. Every Troop should set goals at the beginning of each program year. Girl Scout Daisies and Brownies should concentrate on short-term goals, while older girls may wish to have some short-term goals and a long-term goal. An example of a long-term goal would be a big project or trip a few years in the future. Girls in the Troop should all have input setting the Troop goals. Troop goals can be service projects, activities, trips or anything else the majority of the girls in the Troop would like to do. Troop goals should be monitored throughout the program year and adjustments made as necessary by the girls in the Troop.

Goals should be **SMART**—Specific, Manageable, Attainable, Realistic and Tangible.

In the goal-setting process, girls develop their concept of working as a group, working on one's own, the value of having an alternative plan and the value of cutting losses, the ability to avoid making value judgments too early in the planning process, and to appreciate rather than to discount "failure." The adviser's role, as coach, may not be to ensure that girls always succeed in attaining their goals—but to help them evaluate and appreciate their progress.

### Getting Started

- Have goal setting meeting(s)
  - Brainstorm with the girls in your Troop
    - What would they like to do this year?
    - Where would they like to go?
    - How would they like to do these things?
  - Record each girl's ideas onto a list
  - Once each girl has had a chance to add her suggestions to the list
    - Begin discussing each goal
      - Is it a short-term or a long-term goal?
      - How much would it cost?
      - Is this something the Troop could actually do? Is it realistic?
    - By voting, narrow down the Troops' suggestions to two or three goals
      - Girl Scout Daisies and Brownies should have goals that can be accomplished within the program year.
    - List each specific goal
    - Under each goal list
      - Time frame to accomplish the goal
      - Cost of the goal
      - Are there any additional skills required to complete the goal? If so, how does the Troop go about gaining these skills? Are there additional costs involved?
    - Determine the way to raise the funds to cover the total costs of the goals

- Participation in the Fall Product Sales Program will gain the Troop 15% (or 20% for Girl Scout Juniors through Ambassadors who choose the extra 5% proceeds in lieu of incentives).
- The Girl Scout Cookie Program will gain the Troop 60 to 75 cents per box (or 65 to 80 cents for Girl Scout Juniors through Ambassadors who choose the extra 5 cents per box proceeds in lieu of incentives).
- Calculate the dollar value of FPSP products the Troop needs to sell and the number of boxes of Cookies they need to sell to reach the Troop's goals
- Have girls create a poster for your Troop meeting place showing
  - Your goals
  - The amount needed to accomplish them
  - A way to show your progress toward the Troop goals (maybe a bar to color in to show amount raised to date toward the goals)

### Reaching Your Goals

- Share the Troop goals with everyone!
- Be sure girls fully understand and are able to communicate the Troop goals to parents/guardians, family, friends and their customers
- Have girls practice telling others about the Troop's goals
  - In person
  - On FPSP order cards and Cookie order cards
  - Use your goal poster at Cookie Booths
  - Through social media tools

### Monitoring Your Troop's Progress

- Check your progress frequently and mark it on your goal poster
  - Mark your progress half way through and at the end of the FPSP
  - Mark your progress each week during the Cookie Program
- Display the goal poster at each meeting
  - This way girls and parents/guardians are reminded of the Troop's goals and are aware of the Troop's progress.
- Have discussions with the girls
  - Are we on target to meet or surpass our goals?
  - If not, what do we need to do?
    - Modify our goals?
      - Add another Cookie Booth?
      - Do some neighborhood tailgating?
      - Do a Clean Up Cookie Booth?
    - Work harder to reach them?

### Cashing in on the Troop's Efforts

- The Troop should reach it's goals by the end of the 2012 Cookie Program.
  - If it has, **congratulations!**
  - Put your plans into action.
- If the Troop has not reached it's goals, they need to reevaluate and prioritize their goals. Have the girls work as a team to determine what to do.
  - Is there a way to accomplish the goals with less money? How?
  - Which goal is more important to the Troop?
  - How will we use the resources we have wisely?
- If the Troop has a long term goal that money has been raised toward, be sure to set those funds aside to be used at a later date. Also be sure to include that long-term goal again in the next program year's planning.

#### To receive Goal Achiever Patches for the girls in the Troop

1. The girls in the Troop must discuss and set goals for the 2011/2012 Girl Scout program year.
2. Complete the Goal Achiever Patch Program Worksheet and Patch Order Form and turn it into your Service Unit at the Cookie Program Kick Off. (or another date as set by the SU)
3. Participate in the 2011 Fall Product Sales Program with at least \$50 in sales.
4. Participate in the 2012 Cookie Program.