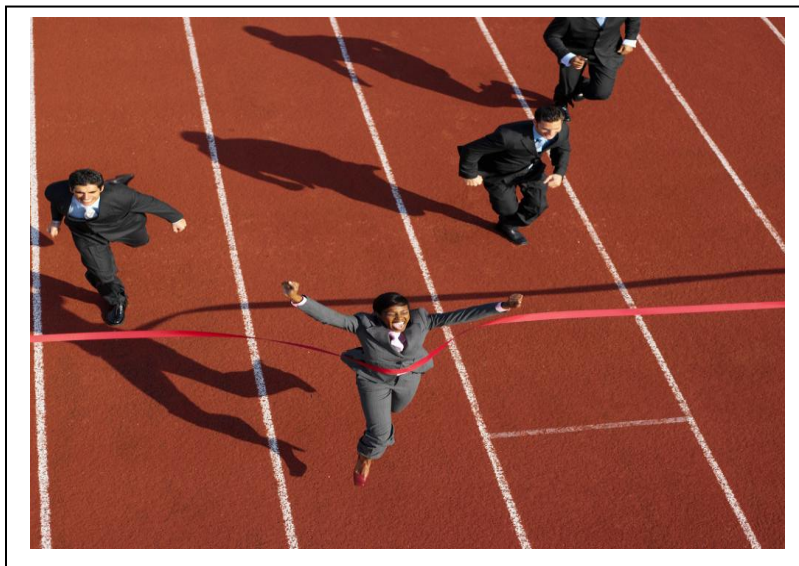


Standard 1: The student will describe the importance of earning an income and explain how to manage personal income using a budget.

Goal-Setting



Paris is concerned. Her parents own a business in town where she works every day. They are excited that Paris is learning the business, and they are making plans for her to get the education she needs to follow in their footsteps.

There is only one problem: Paris does not want to take over the family business. She wants to be a model or a fashion designer. She wants to take art classes in school, but her parents want her to take business classes. She wants to spend the summer in the city with her cousins to get a job at the mall, but they want her to stay home.

Paris feels trapped. She has her dreams and her parents have their dreams for her. Unfortunately, the two dreams are very different.

What should Paris do?

Lesson Objectives

- ⇒ Explain the reasons for setting goals.
- ⇒ Differentiate between short-term, medium-term, and long-term goals.

Personal Financial Literacy Vocabulary

Goal: A statement about what a person wants to be, do, or have, accomplished by taking certain steps; provides direction to a plan of action.

Goal setting: The process used to determine what an individual wants to be, do, or have (i.e., what a person wants to accomplish).

Introduction



Everyone has personal dreams.

One person may want to be a doctor or a lawyer, while another may want to play in the NFL. Another person may want to be a teacher, while yet another may want to be a stay-at-home Mom.

Some may want to own a home on the beach, and some may want to take annual trips to the mountains to snowboard. Our personal dreams give us hope and may provide the incentive to stay in school or work harder to improve our grades.

Whatever our dreams, we can only accomplish them if we have a plan to do it.

Lesson

Dreams will remain fantasies until we take steps to make them real. The difference between dreams and goals is the level of commitment. Setting goals enables us to identify what is really important to us so we can prioritize our behaviors. It helps us to concentrate our time and energy on what is important, keeping us from distractions that consume our scarce resources.

To transition from dreams to goals, most experts recommend writing them down. Once written, they give us a sense of control and hope for the future. At that point, our goals give us purpose and start to shape our choices—today and tomorrow. The more we believe in our goals, the more determined we are to achieve them. Goals become a source of motivation and confidence.

Short-Term and Long-Term Goals

Short-term goals are more immediate. They can be reached in a few months. Examples may be making an A in your math class, getting the lead role in the class play or helping Dad clean out the garage. **Medium-term goals** take a little longer, generally about one to three years. That may include buying a car or graduating from high school. **Long-term goals** take five years or more to accomplish, and may be more difficult because they are further away. Long-term goals may be graduating from college, owning a home, being a grandparent running a marathon.

When setting goals, it is recommended that you start with at least one long-term goal. Shorter goals have little meaning or purpose unless they are leading to some kind of long-term objective. Smaller, short-term goals can keep you working everyday

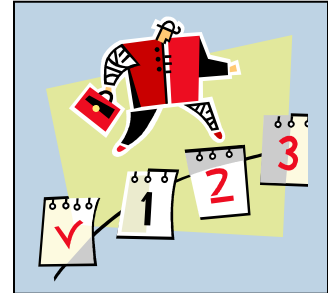
on a consistent basis towards your main goal. When a goal is far away, it is often easier to forget about it or get discouraged. Those short-term goals, however, are frequent reminders of what we want to achieve.

Following are some rules for setting goals:

1. Be specific. If you want to own your own business by age 25, then say so.
2. Write down your goals on a piece of paper. That makes them real.
3. Post your goals where you can see them. Seeing them on a regular basis will remind you what is important.
4. Think outside the box. Your goals are yours – not someone else's.
5. Stay positive. Even when things get rough or seem impossible, a positive state of mind will keep you going.
6. Stay focused on the outcome. You may have to take a step back or a step sidewise, but you can get back on track if you focus on the desired result instead of the problem.
7. Believe in yourself. Others may doubt you, but only you know your ability to succeed.
8. See roadblocks as learning opportunities. Sometimes we learn more when things do not go our way! Take those lessons learned and use them to your advantage.
9. Remember, we all make mistakes. It only proves you are human. The secret is how you deal with it.
10. Celebrate your successes. When things do go right, take time to enjoy it.
11. Be good to yourself. No one will take better care of you than you!
12. Review your goals. Priorities will change throughout your life, and it is okay to change your mind about what you want. That does not mean you have failed; it means you have grown.

And finally . . .

13. Establish short-term, medium-term and long-term goals.



Goal-Setting Practice

Practice some goal-setting exercises using the following goals. Remember to use the rules for setting goals when working through each situation.

Goal #1: Help a new kid in school feel included.

Goal #2: Get a good summer job.

Goal #3: Stop violence on the school grounds.

Goal #4: Earn enough money to buy a new bicycle.

Goal #5: Raise money to buy a new computer for the school library.



Which of the above goals are short-term? Medium-term? Long-term? Explain your answers to this question.

In the box below, list some of your short-term, medium-term and long-term goals.

Short-term Goals	Medium-term Goals	Long-term Goals

Will your short-term goals help you meet your long-term goals?

If not, you might want to take the time to modify your goals.

Setting goals impacts all areas of your life, not just jobs and careers or finances. Start now to make plans for your future!



COMPLETE: Setting Goals for Life – Activity 1.3.1
Ask your teacher to review your answers before continuing with the lesson.

What did you learn from this activity?

Did it change your perspective on goal-setting?

Conclusion

There's an old saying that goes like this: *"If we do not know where we are going, it does not matter how we get there."* Having goals will help us know where we are going – and how to get there. Each day, we can take small steps toward meeting lifelong dreams if we set goals and stay focused on them. Whether personal or financial, goals help make our dreams come true.

Paris is in a very difficult position. Her parents want her to pursue a career path that she does not want.

Perhaps they think her dreams are unrealistic or too risky. Or, maybe she has not taken the time to put her goals on paper to show her parents she is serious about her career choice.

Most parents want their children to be happy and successful. And, most parents will respect their children's career goals when the children are serious about their plans.

Knowing how to set personal goals will help someone like Paris or any one who has dreams to establish a plan of action to reach their dreams.

Name: _____ Class Period: _____

Goal-Setting Lesson 1.3 Review

Answer the following questions and give the completed lesson to your teacher to review.

1. Explain the reason for setting goals.

2. Match the terms related to goal setting with its definition.

- a. Goal
- b. Goal Setting
- c. Short-Term Goals
- d. Medium-Term Goals
- e. Long-Term Goals

- _____ 1. The process used to determine what an individual wants to be, do, or have, i.e., what a person wants to accomplish.
- _____ 2. Goals that could take five years or more to accomplish.
- _____ 3. A statement about what a person wants to be, do, or have, accomplished by taking certain steps; provides direction to a plan of action.
- _____ 4. Goals that are met between two and three years.
- _____ 5. Goals that are obtained more immediately.

Name: _____ Class Period: _____

Setting Goals for Life – Activity 1.3.1

Under each category list a short-term and long-term goal that will relate to each category.

Personal – goals relating to character development and personal growth.

Short-Term	
Long -Term	

Health – goals relating to exercise, appearance, diet, and overall well-being.

Short-Term	
Long-Term	

Recreation – goals relating to relaxation, hobbies, vacations, and fun activities.

Short-Term	
Long-Term	

Family – goals relating to your parents, siblings, and relatives.

Short-Term	
Long-Term	

Friends – goals such as expanding your circle of friends and enriching existing relationships.

Short-Term	
Long-Term	

Community – goals involving a commitment to serving others through your time, talents, heart, and possessions.

Short-Term	
Long-Term	

Career – goals relating to school grades, skill development, and future ambitions.

Short-Term	
Long-Term	

Financial – goals relating to earnings, savings, and understanding the value and purpose of money.

Short-Term	
Long-Term	

Household – goals relating to household chores and your contribution to building a happy home life.

Short-Term	
Long-Term	

