**What is a goal?**
To illustrate the concept of goal setting, ask each girl to draw a picture of something she wishes she could do. Suggest examples such as: learn to do a cartwheel, make a soccer goal, read a new book, make a new friend or help out with chores at home. Invite girls to sit in a circle and share their pictures and talk about what each girl can do to reach her goal. If a girl would like to make a new friend, for example, she could reach her goal by practicing meeting a new friend with her Girl Scout friends.

**What is your cookie goal?**
Now, guide girls in an activity that teaches them how to set goals as a team. Encourage the girls to set two types of goals:
- What can we do with our cookie money to help others?
- What can we do with our cookie money for fun and learning?

**YOU WILL NEED:**
- Paper cups
- Candies or similar small items
**HOW TO DO IT:**
1. Ask the girls what they want to do with their cookie money and label each paper cup with a different idea using words and/or pictures. Keep adding new cups until all ideas are exhausted. Discuss all ideas.
2. Give each girl three candies. Invite her to "vote" for her favorite ideas by dropping one or more candies into the cups she favors.
3. With a volunteer’s help, girls can count the number of candies in each cup and determine their top few ideas. Suggest that girls select one goal that helps others and one goal that leads to fun and learning for them. Guide the girls in arriving at consensus on goals.
4. Finally, invite girls to create a poster illustrating their goals.

**How will you reach your cookie goal?**
In this simple activity, girls can work together to discover how many cookies everyone must sell to reach the group’s goal.

**YOU WILL NEED:**
- String
- Plastic beads
**HOW TO DO IT:**
1. A volunteer figures the number of boxes each girl will need to sell for the group to reach its goal.
2. Give each girl a length of string tied with a bead at the end, plus enough beads to equal the number of boxes she needs to sell.
3. The girls string the beads onto the string, and the volunteer helps them tie it to form a bracelet. Depending on the number of boxes that need to be sold, the girls can make multiple bracelets.
4. As a group, have the girls count the beads on their bracelets so that each girl knows how many boxes she needs to sell to reach the goal. The bracelet can be a reminder throughout her cookie season.