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What Are Your Dreams?

Write down 3 dreams.

- Examples:*
- 1. I dream of owning my own home.*
 - 2. I dream of visiting the village in Germany where my grandmother was born.*
 - 3. I dream of starting my own business and being my own boss.*

Dream 1

Dream 2

Dream 3

What Are Your Talents?

Dreams may be easier to achieve if you match them with your talents.
Identify at least 3 of your talents.

- Examples:*
- 1. I am good at working with children.*
 - 2. I write good letters.*
 - 3. I am good at car maintenance.*

Talent 1

Talent 2

Talent 3

What Are Your Values?

Dreams may be easier to achieve if you match them with your talents and with your values. Identify at least 3 of your values.

- Examples:*
- 1. I value the time I spend with my family.*
 - 2. I value my good reputation.*
 - 3. I value the opportunity to get an education.*

Value 1

Value 2

Value 3

And now on the next pages the real work begins.

You are going to set at least 3 long-term goals.

Then you will set more than 3 short-term goals. Some of the short-term goals will help meet the long-term goals. Some of the short-term goals will be complete in themselves.

Then you will set more than 3 immediate goals. Some of the immediate goals will help meet the short-term goals. Some of the immediate goals will be complete in themselves.

Remember the tape defined an immediate goal as one you could meet in a day, a week, or a month.

The tape defined a short-term goal as one you could meet in 6 months or a year.

The tape defined a long-term goal as one that would take longer than a year to meet.

Your IDA account goal is one good example of a long-term goal.

And because you are enrolled in this program and are making deposits to your IDA savings account, you have already put one short-term goal into action.

Long Term Goals

Apply the **SMART** test to each goal. Ask yourself, “Is this goal **S**imple, **M**easurable, **A**ccountable, **R**ealistic, **T**imely?”

Goal 1 S _____ M _____ A _____ R _____ T _____	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
Goal 2 S _____ M _____ A _____ R _____ T _____	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
Goal 3 S _____ M _____ A _____ R _____ T _____	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>

Now turn to the next page and create some short term goals to help meet these long-term goals.

Short Term Goals

<p>Long Term Goal 1</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p><u>Short Term Goal</u> _____</p> <hr/> <hr/> <p><u>Short Term Goal</u> _____</p> <hr/> <hr/>
<p>Long Term Goal 2</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p><u>Short Term Goal</u> _____</p> <hr/> <hr/> <p><u>Short Term Goal</u> _____</p> <hr/> <hr/>
<p>Long Term Goal 3</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p>Short Term Goal _____</p> <hr/> <hr/> <p>Short Term Goal _____</p> <hr/> <hr/>

And now set 2 short-term goals that are complete in themselves. Remember a short-term goal is one you can reach in 6 months to a year.

<p>Goal 1</p>	<hr/> <hr/>
<p>Goal 2</p>	<hr/> <hr/>

Immediate Goals

<p>Short Term Goal 1</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p><u>Immediate Goal</u> _____</p> <hr/> <hr/> <p><u>Immediate Goal</u> _____</p> <hr/> <hr/>
<p>Short Term Goal 2</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p><u>Immediate Goal</u> _____</p> <hr/> <hr/> <p><u>Immediate Goal</u> _____</p> <hr/> <hr/>
<p>Short Term Goal 3</p> <hr/> <hr/> <hr/> <hr/> <hr/>	<p>Immediate Goal _____</p> <hr/> <hr/> <p>Immediate Goal _____</p> <hr/> <hr/>

And now set 2 immediate goals that are complete in themselves.
Remember an immediate goal is one you can reach in a day, week, or month.

<p>Goal 1</p>	<hr/> <hr/>
<p>Goal 2</p>	<hr/> <hr/>

Goal Setting Quiz

1. What are goals?
2. How do goals give you direction?
3. Why are personal dreams important to consider when setting goals?
4. What should be considered when prioritizing goals?
5. Name 3 types of goals.
6. What are values?
7. Why should goals be written?
8. What does SMART stand for?
9. When should goals be re-evaluated?
10. Where should written goals be placed?

Barriers to Reaching Your Goals

Can anyone prevent you from reaching your goals. Sure they can. And the person most likely to interfere with your success is you.

So what can you do about you so you won't become your own worst enemy.

You can take care of yourself. You can get enough sleep, exercise and eat right. Then you will have the health and energy to help yourself obtain your goals.

You can hang out with positive people. Seek the company of others who are upbeat. Seek the company of other people striving for their own goals. You can be a support system for one another.

Avoid negative people. You have enough hard work ahead of you as you reach toward your goals. You don't need the added burden of cheering up and supporting negative people. This one could be tough. This may mean altering or ending some relationships.

Set small daily goals for yourself. Then reward yourself when you reach them. Do a 30-minute workout. Clean a closet. Wash the car. Read 30 pages of your boring textbook. Then reward yourself with a nap or a bubble bath or a long phone conversation with a good friend.

Go barefoot.

Sing off key.

Walk away when someone hurts your feelings.

Laugh loudly.

Blow bubbles.

Make a daisy chain and wear it.

Take care of you.

You are not being selfish.

You are reaching your goals.

Goal Setting and Debt Reduction

We are going to tie together some of the skills we have acquired in this class. Let us directly apply goal setting to getting rid of some of your present debt.

Debt Tracker Worksheet

We have talked about budgeting and credit and loans. You probably already have some personal debt. Your personal financial goals need to include a strategy for paying off your debt (i.e. installment credit, such as car loans) require a set monthly payment that will need to be a part of your spending plan. Other types of debt allow you to pay a minimum payment each month (i.e. revolving credit, such as a credit care). Try to repay more than the minimum payment each month.

Example: If you owe \$1,500 on your credit card and are paying 19 percent annual interest, your minimum payment is probably around \$30 a month. At this rate it will take you more than eight years to pay off your debt. In addition to your \$1,500 original debt, you will pay \$1,495 in interest payments. The total cost will be \$2,995.

If you increase your monthly payment from \$30 to \$50 each month, it will only take three and a half years (versus eight years). In addition to your \$1,500 original debt, you will pay \$550.89 in interest payments. This means

Goal Setting

that by putting aside an extra \$20 a month to pay off your debt, you save \$944 in interest payments.

List your debt on the following chart. Record the minimum payment required each month as well as the amount you can afford to repay.

Credit Card Loans/ Credit with Local Businesses	Total Amount Owed	Annual Interest Rate	Minimum Payment Required	Amount You Can Pay Each Month
Example: VISA	\$1,500	19%	\$30/month	\$50/month

Material Adapted from Building Native Communities Financial Skills for Families

Wipe Out Those Debts One At a Time

Let's us another goal setting strategy and funds management strategy to get rid of those debts. Perhaps you decided you could afford to allocate an additional \$20 each month to clean up your debts. What is the most effective way to use that \$20? Should you pay \$5 extra a month on 4 different bills? Should you put the entire \$20 toward one bill each month? If so, which one?

Here is a strategy. I call it Wipe Out Those Debts One at a Time.

In my example I'm going to say you have four debts outstanding.

This is what they are:

Credit Card/ Loans or Credit with Local Businesses	Total Amount Owed	Annual Interest Rate	Minimum Monthly Payment Required	Amount You Can Pay Each Month
MasterCard	\$1,200	19%	\$30/mo	\$35/mo
Discover	\$890	18%	\$20/mo	\$25/ mo
City Clinic	\$680	18%	\$25/mo	\$30/mo
Quality Plumbing	\$325	18%	\$40/mo	\$45/mo
		Total	\$115/mo	\$135/mo

How should you proceed?

You could do as listed above and pay an extra \$5 on each per month. Or you could tackle the one with the highest interest first and pay it off fastest.

But I suggest a third strategy. Put the entire \$20 payment each month on the lowest balance account. Pay that one off. Then move up the line and tackle the second lowest. Then you would not only have the \$20 extra, but in our illustration would have the \$40 you are paying Quality Plumbing.

Now that you see how it works, set up your own worksheet and apply this principal to wiping out your own debts.

Wiping Out Your Own Debts

Credit Card/ Loans or Credit with Local Businesses	Total Amount Owed	Annual Interest	Minimum Monthly Payments	Amount You Can Pay Each Month