## S.M.A.R.T. Goals And Define Your WHY

| S.M.A.R.T          | EXAMPLE   | PERSONAL (write yours here) |
|--------------------|---|-----------------------------|
| <b>S</b> pecific   | Increase the amount of disposable   |                             |
|                    | household income by using our baking  |                             |
|                    | skills and creating "Bake to Go" campaign.  |                             |
| <b>M</b> easurable | Increase the amount of disposable   |                             |
|                    | household income by <mark>\$700 per month</mark> by                                 |                             |
|                    | using our baking skills and creating a  |                             |
|                    | "Bake to Go" campaign with service 4 days   |                             |
|                    | <mark>a week</mark> .   |                             |
| <b>A</b> chievable | Increase the amount of disposable   |                             |
|                    | household income by \$700 per month by  |                             |
|                    | using our baking skills and creating a  |                             |
|                    | "Bake to Go" campaign with service <mark>2 days</mark>                              |                             |
|                    | <mark>a week</mark> .   |                             |
|                    |   |                             |
|                    | *4 days a week may be aggressive if one   |                             |
|                    | has a full-time job, kids, other  |                             |
|                    | responsibilities.   |                             |
| Relevant           | Increase the amount of disposable   |                             |
|                    | household income by \$700 per month by  |                             |
|                    | using our baking skills and creating a<br>"Bake to Go" campaign with service 2 days |                             |
|                    | a week. Because quick and easy pickup   |                             |
|                    | appeals to customers, they will be more   |                             |
|                    | willing to buy, which increases disposable  |                             |
|                    | income.   |                             |
|                    |   |                             |
| Time-based         | Increase the amount of disposable   |                             |
|                    | household income by \$700 per month by  |                             |
|                    | Q3 of 2023. This will be done by using our  |                             |
|                    | baking skills and creating a "Bake to Go"   |                             |
|                    | campaign beginning in February 2023 on  |                             |
|                    | Tuesdays and Saturdays. Because quick   |                             |
|                    | and easy pickup appeals to customers,   |                             |
|                    | they will be more willing to buy, which   |                             |
|                    | increases disposable income.  |                             |
|                    |   |                             |

**"Why" is this goal being set? Example**: Achieving this goal will help our family generate money for the 2024 vacation fund that will help us create happy memories!

My personal "why":