



Goal and Budget Steps

Set your troop goals and budget using the following steps and check them off as you go. Use the sample troop budget below to help set your budget and goals.

- ☐ 1. Make a list of the ways your troop will use its cookie money.
- ☐ 2. Vote on your choices.
- ☐ 3. Determine the cost of each choice.
- ☐ 4. Create a budget.
- ☐ 5. Calculate your package goal based on the troop proceeds set by your council and your budget.
- ☐ 6. Set your individual sales goal to support your troop goal.
- ☐ 7. Adjust your plan as needed. Being willing to adapt is a key skill!

Total goal cost divided by troop proceeds per package = Cookie package goal

Sample troop budget:

Goal cost: \$1,000

Troop proceeds per package: .65 (proceeds vary by council)

\$1,000 divided by .65 = 1,538 packages troop needs to sell