



MODULE EIGHT

workbook

Setting Goals - Let's make it happen

A close-up photograph of a pen drawing a target on a lightbulb. The lightbulb is lying on its side, and the pen is in the process of drawing a bullseye on its base. The background is dark and out of focus.

SETTING GOALS LET'S MAKE IT HAPPEN

We finish up the course by setting some targets.

We divide what needs to be done into two categories, tasks and goals. Tasks take generally less than an hour and can be fit into your normal work program. Goals are bigger targets, they might have multiple steps, and require a bigger commitment of time and or money.

Try not to bite off more than you can chew. Think about what your biggest limitations are (time, money, space, motivation) focus on making changes that address these limitations first.

Think back to the last module. Working on a shared goal or project can have great benefits for your whole farm family team. To start with, choose something that is easily achievable rather than a project that could be a source of potential conflict.

The time savings, motivation and money saved will then provide the returns you need to move onto your next set of goals in a few months.

A green circle containing the text 'Value progress over perfection' in a white, cursive font.

*Value
progress
over
perfection*



RECAP SMALL TASKS AND IDEAS

Review your notes, workbook and memory and get all the small tasks and ideas down in one place.

Look back to
your Farm
Admin Schedule
for inspiration



LONG TERM PROJECTS

Some things might have to wait. Plan out the bigger projects if you have to .

THIS YEAR

NEXT YEAR

THE YEAR
AFTER THAT



SMART GOALS

SETTING REALISTIC AND ACHIEVABLE OUTCOMES

My goal is:

S

SPECIFIC

What do I want to happen?

M

MEASURABLE

How will I know when I have achieved my goal?

A

ATTAINABLE

Is the goal realistic and how will I accomplish it?

R

RELEVANT

Why is my goal important to me?

T

TIMELY

What is my deadline for this goal?



GOAL TRACKER

STICK THIS ON THE WALL!

GOAL

BENEFIT OF MY ACTION

PRIORITY

START AND FINISH DATES

ACTION
STEPS

☐☐☐☐☐☐☐☐

GOAL
ATTAINMENT
SCALE

Level 1

Level 2

Level 3

Level 4

PROGRESS

DATE

ACHIEVEMENT



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GREAT IDEAS



ABOUT US

AGRIFOFOCUSED

AgriFocused are a training and mentoring business focused on the ag industry. We are focused on personalised, specific training that supports individuals and businesses to capitalise on opportunities and overcome challenges.

AgriFocused
training + communications + mentoring

CARMEN QUADE

Carmen has worked as a University lecturer in Accounting and Agribusiness and enjoys working with people to improve their business skills. She also has extensive experience in Local Government, both in economic and community development as well as corporate governance.

Together with her husband and other family members, she is a partner in a mixed farming business at Tallimba, in the Northern Riverina. She holds a Bachelor of Business (Agricultural Commerce), a Master of Professional Accounting and a Cert IV in Training Small Groups.

Check out our other courses online