

# Lesson Eight: Placing Value on Your Goal

## Small Steps to Health and Wealth Lesson Plan

### Learning Objectives

Participants will:

- \* Understand the definition of risk and the importance of taking calculated risks when attempting to reach their goals.
- \* Be familiar with the value of automated plans to help them achieve their goals.

### Introduction

There are risks involved in making changes to improve one's health and wealth, but there are **more** risks related to **not** changing one's behaviors. **Placing Value on Your Goal** involves thinking about the risks of inaction. What will happen if you do not save enough for retirement or continue poor eating habits? Two simple strategies are included to help participants avoid long-term risks to their health or wealth. The first is to automate behaviors such as saving through payroll deduction or meeting a friend on a set schedule (e.g., Tuesday and Thursday at 6 a.m.) to walk. The second is to set milestones for change along the way to change based on the power of ten, using 10 or multiples of ten as a reference point.



**Estimated Time:**

60 minutes

### Behavioral Objectives

Participants will:

- \* Take one calculated risk that they have thought out in advance.
- \* Enroll in an automated savings and/or investment plan.

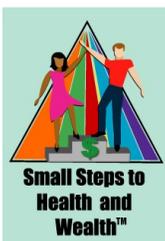
### Content and Background

Read the relevant sections of the SSW Handbook for background information:

*Health and Wealth Risk-Taking Worksheet (17)* - With calculated risk, people know where they want to be and have a roadmap planned out to help them get there. People who take calculated risks have confidence that they can succeed, but also accept the possibility that they could fail since they realize that mistakes or bad luck are a fact of life.

*Automated Health and Wealth Strategies (15)* - Automation is helpful for procrastinators because it reduces the number of decisions they need to make. People take a positive step such as enrolling in a savings plan and then they don't have to continually make decisions to meet their goals. The system provides the "discipline" that people may lack.

*The Power of 10: Healthy Practices Worksheet (16)* - The number "10" can help people use the "small-steps approach" to behavior change. It is an easy number to multiply, divide, and remember. In many contexts, the number 10 is small enough not to discourage people from taking action; and large enough to make an impact over time.



Portions of this lesson were adapted and excerpted from the following book: O'Neill, B. and Ensle, K. (2006). *Small Steps to Health and Wealth*. Ithaca, NY: NRAES. For additional information about purchasing *Small Steps to Health and Wealth*, visit [www.nraes.org](http://www.nraes.org).

## Pre-Class Preparation

Read through the lessons and strategies.  
Be familiar with the worksheets.

## Materials Needed

- Workbook for participants
- Copies of worksheets that can be filled in during class
- Dry erase board or flip chart to record ideas generated by discussion
- Markers

## Discussion and Debriefing

- Health and Wealth Risk-Taking Worksheet
- Automated Health and Wealth Strategies
- The Power of 10: Healthy Practices Worksheet

## Activities (Choose at least 2)

- Health and Wealth Risk-Taking
- Automated Health and Wealth Strategies
- The Power of 10: Healthy Practice

## Health and Wealth Risk-Taking

Have the participants write down a health and wealth goal on the worksheet and then fill out the responses pertaining to each of their goals. Remind them that they will be considering what happens if they do or don't take a particular risk in order to achieve their goals, as well as their fears related to the risks they identify.

## Automated Health and Wealth Strategies

Participants will choose health and/or wealth goals they can attain through up to three automated strategies/programs. Once a certain program has been established it will create a routine that helps make the participant accountable. If they choose to enroll in a yoga class that meets every week, the instructor and other people in the class will know if they don't show up. This may be an encouragement for them to go each week, especially if they pre-pay for a number of classes. Many automated financial goals require a one-time decision, like enrolling in your employer's 401(k) plan. Then, they just keep track of Their investment without having to continually make investment decisions. Have participants list one or more automated strategies they will commit to do.

## The Power of 10: Healthy Practices

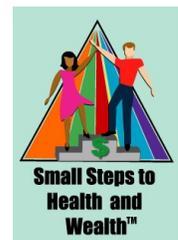
Have the participants use the power of 10 to establish specific benchmarks for their goals. Remind them to choose attainable goals.

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“Anything  
worth doing is  
worth doing  
well.”

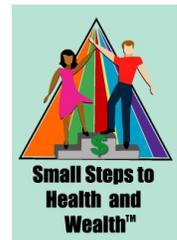
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# *Health and Wealth Risk-Taking Worksheet*

	Health Goal	Wealth Goal
State your goal in one short sentence.		
List up to three calculated risks that could help you achieve your goal.		
Choose one of these risks and write down what you think will happen if you take that risk to achieve your goals.		
Looking at the same risk, what will happen if you <i>don't</i> take this risk to achieve your goals?		
What are your fears about taking this risk to achieve your goals?		
How can you overcome your fears?		



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# Automated Health and Wealth Strategies

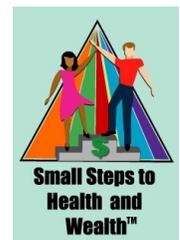
Health Goal:	Wealth Goal :
1.	1.
2.	2.
3.	3.

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“The secret of your future is hidden in your daily routine.”

- Mike Murdock

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# The Power of 10: Healthy Practices Worksheet

Once you set health or wealth goals that you would like to achieve, The Power of 10 can help you determine the numerical value of a given goal. This could be to increase your savings up to 10% of your total income, lose 10% of your body weight in 12 months, or to increase your exercise to 150 minutes per week by a set date. List some ways to use The Power of 10 to improve your health practices. Two samples are provided.

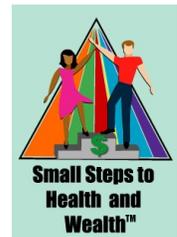
Healthy Strategy	Description
Burn off an additional 100 calories per day	Burn off 100 calories daily on a treadmill instead of doing no exercise
Eat 100 fewer calories per day	Skip the 100 calorie snack bags you have been eating every afternoon

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“Divide each difficulty into as many parts as is feasible and necessary to resolve it..”

- Rene Descartes

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