



EXTRACT **YOUR** **GOALS** **EBOOK 1**

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Foreword

WHO IS THIS MEANT FOR?

For people who have unfinished projects and mental clutter. WHOEVER ELSE wants to take this course is welcome too.

These sessions last between 40 minutes and 2 hours each depending on the discussions that follow.

SESSION 1

Inventor Alert

Small business's AI needs:

Supply Chain Data Analytics with AI

CRM

Scheduling for labour

Providing customers with help that is available 24/7

Better cybersecurity

Better data privacy

Indicators: market, trading,

News of disruptions caused by natural and human events

Emergency donations (water, food, blankets, etc.)

Games for older people

Fertility app

Investment apps for laypeople

AI that alerts drivers to any danger ahead (riots, wild animals, fallen trees, car accidents, etc.)

SESSION 2

Idea to Product

Step 1. Do the Goldman Sachs 10k women Courses. This will help your business as you take an in-depth look at your business activities

here: <https://www.coursera.org/collections/goldman-sachs-10000-women>

Step 2. Join a network and find a mentor

- <https://www.linkedin.com/company/schoolofscale/>
- <https://www.startupmzansi.app/>
- <https://www.mentorshipchallenge.co.za/business-mentoring-programme>
- <https://startwise.co.za/>
- <https://www.micromentor.org/>

Step 3: Read or listen to these:

- <https://www.businessnewsdaily.com/8773-turn-your-idea-into-a-product.html>
- <https://www.entrepreneur.com/starting-a-business/5-steps-for-turning-your-invention-idea-into-a-product/299456>
- <https://www.startupsfortherestofus.com/archives>

Step 4: Create and work on your product. Start with a landing page and social media presence. This will help you experiment with product to market fit. If you don't have a product or service yet then start today with inventing a few ideas then narrowing it down to what you really want to work on.

Step 5: Prepare mentally daily. Get up earlier than usual. Get your focus on what you want in life. Do NOT internalise negative remarks just let kick them out of your head like a football. Brace yourself for snarky and rude comments on social media.

SESSION 3

Do you have your product or service idea?

Are you getting up early to read and participate in online courses regarding your business?

Are you energised yet? Or did the mini MBA course in Step 1, Session 1 get you down? Don't worry you have plenty of time to try again.

Checking up on you!

How are you doing?

Let me know on LinkedIn or WhatsApp how its been going.

[LinkedIn](#)

[WhatsApp](#)

SESSION 4

KEEP GOING

<https://youtu.be/ug8iQVwDghU>

SESSION 5

Bonus Session on WTP & WTS in Business

WTP or Willingness To Pay is one of the factors that can make or break your efforts. After creating your product or service you need to think about how much people are willing to pay you. WTS Willingness To Supply is when you can sell a good quantity at a much higher price than the cost from the supplier and this is when the supplier is more willing to sell to you.

Willingness to pay.

Read from Harvard Business School Online [here](#).

Willingness to supply.

Willingness to supply refers to the producer's willingness to sell the good or service at a given price. If a seller can sell a good at a significantly higher price than what that good costs to obtain or produce, they will be more willing to sell that good. " Read more from the source [Quantity Supplied Overview & Examples – Study.com](#)

SESSION 6 DECLUTTERING STARTS HERE

Who are you? Where are you now? Who and where do you want to be?

Requirements for Session 1:

Imagine we are on the beach

Find a quiet time

Pen & paper

Truthful answers

Digging deep

“KNOW THYSELF”

Who are YOU?

Before you answer these questions make sure you are up early enough or late enough not to be disturbed. If you have a fear of water let me know and tell me where you are always relaxed. Perhaps it is more relaxing for you in your garden or on the roof?

Do you see yourself as a winner or as a loser?

Or are you somewhere in between knowing you want out of this losing streak?

Did you drop out of your studies?

Do you want to have a title?

Do you have a title but don't realise what good you can do with it?

Go on. Write down these answers and tell me via your phone what you're thinking.

Where are you NOW?

At this moment in time did you achieve what you wanted to in life? If you did you don't need to read further

unless something else is on your mind. Write that down and contact me about it.

If you did not achieve that big dream then how do feel about new goals that are easier to reach?

Are you so busy doing what you were taught are your daily duties while your dreams just feel impossible to reach? It's not impossible to have your goals reached. You gotta let go of the past and move on! Come on I am taking you by the hand and slapping you awake with my prayers for you!

You already have a title called human being. So be a kind and decent one. This is where you start. Today. This moment.

WHO and WHERE do you want to be?

Which title do you want that you know is burning inside?

Some of you can't see which title you really want because you feel sad or bad about this topic. Forget the doctors, lawyers and celebrities in your proximity.

Which titles are available that you want? Do you want to be called a chef or author or singer coach or programmer or CEO?

One of you is thinking titles are NOT everything in life. Of course not. The world has seen titles being abused to harm others. You have seen titles being abused to make you feel like shit. What if you could change that? What if you could be both a decent human being with the RESPONSIBILITY and the MOTIVATION of a title, your title? Take a title and MAKE IT YOURS!

FUN FACT! Did you know that the title of janitor actually means superhero because we would all be dead of

bacteria and viruses if janitors did not do their work for us to enjoy hygienic conditions.

Go ahead write down all the top titles you wanted before, the titles you did NOT want that others wanted for you and the titles you can be from new goals. Be crazy. Be extravagant. Nobody can stop you from writing down your deepest desires. Go on and write!

Let's talk.

[WhatsApp](#)

SESSION 7

SMART GOALS

"SMART goals

are Specific, Measurable, Achievable, Relevant, and Time-bound." Read more from the source here if you have never heard of this concept before.

I want you to set goals that will take you to your good destiny. This is your time to stop believing in doom and gloom. This is your chance to ditch the self-sabotage. Time to take back your power. Let's adapt your SMART goals to your dreams and your dreams to your daily takssks.

<https://youtu.be/OSa-iuxnMMg>

<https://youtu.be/lkqOZgVLC88>

SESSION 8

Separate the wheat from the chaff. Toxic people and our own negative thoughts.

This is a mentoring session where you are free to text me or send a voice note. I will listen and respond.

https://youtu.be/JHbE_wgErjI

SESSION 9

Your Cluttered Old Roadmap

Use folders. Start today with 5 minutes, 6-10 minutes send your images. When you reach 30 minutes of work send your images. Where to go look for help in your projects.

Text me with how it's going. Are you ready to clean up and align your gift to your clearer goals?

<https://youtu.be/HdPeIk8R26o>

SESSION 10

**Evaluate your SMART goals according to your gift.
Let's adjust your daily schedule.**