

# EXECUTE YOUR WINS EBOOK 2

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## **Foreword**

### **Who is this meant for?**

**This program is meant to help you get your first big win executed. Execution here means your daily efforts towards an outcome. Think of your business goals as a staircase with Step 1 as your first step.**

**You are required to divide your goal into 40 days of actions. If you find that you don't have a consistent record add 20 days and go harder towards completing your series of tasks and actions towards your big win.**

**Get up from inactive days and start from where you left off each time you fall off the schedule at the end of this ebook. Tell yourself, " I am getting up and I am doing this task from today onward until I reach my first big win.**

**You may want to print this out as a hard copy to fill in your notes.**

## DAY 1 SESSION 1

**For people who have business and entrepreneurship goals.**

**Here is a list of beneficial podcasts, newsletters and other links to bookmark on your entrepreneurship journey:**

<https://www.startupsfortherestofus.com/>

<https://www.linkedin.com/in/eajene/>

<https://www.linkedin.com/newsletters/the-geeky-daredevil-7062841752415518721/>

<https://www.youtube.com/@MyFirstMillionPod>

<https://www.youtube.com/@MicroConf>

<https://www.goldmansachs.com/citizenship/10000women/growth-fellowship/>

Need motivation from public speakers?

<https://vusithembekwayo.com/>

<https://www.linkedin.com/in/nickyverd/>

<https://youtu.be/IC9edOQIKG8>

<https://thingstoknow.com.ng/top-10-best-public-speakers-in-africa/>

## DAY 2 SESSION 2

**Find yourself today!**

<https://youtu.be/dIM7E8e9JKY>

<https://youtu.be/08MsTMzURto>

[https://youtu.be/\\_1z- VuImVg](https://youtu.be/_1z-VuImVg)

## **DAY 3 SESSION 3**

### **Product Monetization Don'ts**

#### **Steering clear of danger zones**

**While it is important to learn the right pricing fit for your market it is good to avoid the wrong pricing which will kill your startup. It is an urgent matter to learn and understand product monetization from the get go. We tend to get so excited about starting on our business idea(s) that we overlook reckless tactics like getting down to the nitty gritty of things. Getting to do the boring side or the mundane side of the startup venture.**

**We cover this topic of product monetization in our eBook which goes with our paid coaching and mentoring course called "Unbozza Your Goals!" In the meantime here is a list of monetization advices to help you.**

#### **List of Sources**

<https://www.zuora.com/guides/4-product-monetization-fails-avoid/>

<https://uservoice.com/blog/product-management-and-monetization>

<https://www.fastcompany.com/3032341/this-startup-had-over-5-million-users-and-a-great-product-then-it-folde>

## Day 4 SESSION 4

### What is Data Monetization?

**“Data monetization is the process of converting raw data into valuable insights, products, or services that can be sold or utilized for business growth.” Read more from this source: <https://www.veezoo.com/blog/data-monetization/>**

**<https://www.analytics8.com/blog/data-monetization-how-to-do-it-so-you-can-get-more-value-out-of-your-data/>**

**<https://revelate.co/blog/data-monetization-examples/>**

**[https://www.cdomagazine.tech/cdo\\_magazine/topics/opinion/a-product-management-approach-to-data-monetization/article\\_e6db9266-4970-11ed-8f6d-8727f84e7d30.html](https://www.cdomagazine.tech/cdo_magazine/topics/opinion/a-product-management-approach-to-data-monetization/article_e6db9266-4970-11ed-8f6d-8727f84e7d30.html)**

## **Day 5 SESSION 5**

### **Bonus Session: How to Start a Vertical SaaS (A Brief Summary)**

- 1. Niche and narrow market**
- 2. Software that solves a problem for the user**
- 3. User Login**
- 4. Payment model**

#### **Customer Loyalty Features**

- 5. Easy to use**
- 6. Easy to access**
- 7. Data Privacy**
- 8. Easy for the user to delete their account**
- 9. Doesn't clog up phone memory**

#### **Accelerating your business growth**

- 10. Good relationships with clients**
- 11. Solve problems fast with feedback**
- 12. Social media friendliness**
- 13. Take care of yourself so you can be energetic**



**Day 6 (i)Small win**

**This section is meant FOR YOU to start and to take the first step.**

### **STEP 1**

**Choose 1 goal and break it up into sections. Set a due date 40 days from now.**

**(i)Small win: Draft/Plan. Do a task for 5-20 minutes on Day 6.**

**(ii) Medium-sized win. Introduction, headings and sub-headings. Repeat small wins from Day 7 increasing by 5 minutes daily until Day 13.**

**(iii) Big win. Fill in the body. Execute consistency until completion from Day 14 until Day 40.**

**Example: you want to write an ebook.**

**Make a mindmap of how your ebook will solve a problem**

**Or**

- **Make a PowerPoint of what your ebook will contain.**
- **Start with the Title.**
- **Type a new idea per slide with sub headings**
- **Make it as simple as you can**
- **Use 5- 10 slides**

**NOTE**

**This is Day 1. Start small for 5 minutes on your goal. You are proving to yourself that you can do at least 5 minutes of something new that scares you.**

**Day 7- Day 13 (ii) Medium-sized win**

**Step 2 This section is to repeat small wins from Day 7 increasing by 5 minutes daily until Day 13.**

**Introduction, headings and sub-headings.**

**Day 14- Day 40(iii) Big win.**

**Your big win is consistency until completion.**

**Step 3: Finish what you started with to reach this point of a big win.**

**Fill in the body. Execute consistency until completion from Day 14 until Day 40.**

**It is important to reach 80%-100% of it during the time frame set out.**

### CHECK UP ON YOURSELF

**Write down your willingness to act on your goals. Over the next 2 months you will learn your consistency level. The aim is to improve on your last record until you get to working on your designated days.**

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1. Day 6

2. Day 7

3. **Day 8**

4. **Day 9**

5. **Day 10**

6. **Day 11**

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7. **Day 12**

8. **Day 13**

9. **Day 14**

10. **Day 15**

11. **Day 16**

12. **Day 17**

13. **Day 18**

14. **Day 19**

15. **Day 20**

16. **Day 21**

17. **Day 22**

18. **Day 23**

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19. **Day 24**

20. **Day 25**

21. **Day 26**

22. **Day 27**

23. **Day 28**

24. **Day 29**

25. **Day 30**

26. **Day 31**

27. **Day 32**

28. **Day 33**

29. **Day 34**

30. **Day 35**

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31. **Day 36**

32. **Day 37**

33. **Day 38**

34. **Day 39**

35. **Day 40**

36. **Day 41**

37. **Day 42**

38. **Day 43**

39. **Day 44**

40. **Day 45**

41. **Day 46**

42. **Day 47**

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43. **Day 48**

44. **Day 49**

45. **Day 50**

46. **Day 51**

47. **Day 52**

48. **Day 53**

49. **Day 54**

50. **Day 55**

51. **Day 56**

52. **Day 57**

53. **Day 58**

54. **Day 59**

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**Congratulations!**

**You are a winner! You have achieved your first big win so keep going and design your own daily program that suits your needs and lifestyle.**

**Remember that consistency leads to your big wins and that you simply must get up after a fall to continue towards what you want to achieve. Keep the momentum going until you reach more big wins.**

**Tell yourself often, “ I am not perfect but I AM a winner this time. Nothing will stop me not even my down days!”**