

GET M.O.R.E.

MINDSET | OPPORTUNITIES | ROAD MAP | EXECUTE



#GOALS

WORKBOOK

ALLISON WALSH CONSULTING

WWW.ALLISONWALSHCONSULTING.COM

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Welcome beautiful!

I love that you are here and I am so excited for you to get started! You investing time and energy in yourself means there is a fire burning within you to accomplish your goals and you're willing to do the work to make it happen!

Here's my promise to you: these exercises will work if you do. I can show you the way but you have to execute.

Over the last 10+ years, I've helped hundreds of motivated women accomplish INCREDIBLE things as they've chased their dreams.

If what you want to accomplish is worth it to you, you can make it happen! No dream is too big.

Please remember I am always here for you. It is my mission to make you abundantly successful!

It's your time to shine! Let's do this!

XO,
Alicia

MEET YOUR COACH

Allison Walsh

Allison Walsh, JD is an author, speaker, successful entrepreneur, impactful philanthropist and an all-around dynamic #boss lady. From an early age, Allison achieved a special kind of fulfillment by setting the bar high for herself and working hard to achieve nothing less than success.

As a teenager, Allison founded her own 501c3 non-profit organization, Helping Other People Eat, and over the course of the last 16+ years, she has helped to raise more than \$2 million dollars for various eating disorder organizations. In addition, she created national outreach campaigns including three educational programs that were distributed to over 12,000 schools and an app on iTunes and Google Play.



Moving into adulthood, Allison set her sights on a larger platform from which to inspire people to become the best versions of themselves. With hard work and steadfast determination, she captured the coveted Miss Florida crown in 2006, representing the Sunshine State at Miss America and logging more than 80,000 miles and 250 public appearances in just one year. She's had the honor of being featured in national media outlets including FOX News, Huff Post Live, and programs by Lifetime, PBS and NBC. Further, she has been featured in nonfiction memoirs such as Diane Keaton's *Then Again* and Johanna Kandel's *Life Beyond Your Eating Disorder*.

As a professional, Allison has served as the CEO of two other successful coaching companies during which time she managed the personal and professional development for more than 200 clients in over a dozen states across the country and helped them achieve success on a local, national and international level. In addition, she's also spearheaded the marketing and business development departments of a cutting-edge, industry leader in the behavioral healthcare space. As the Vice President of Business Development and Branding, Allison has been instrumental in building worldwide brand recognition for the company and also oversees the organization's national sales team, generating seven figures in revenue monthly. In 2017, Allison launched Savvy Girl, an online community dedicated to helping millennial women prepare for successful careers. In addition to creating several online training programs, she's also published *The Savvy Girl's Guide for Post-Grad Success* and *Get Clear, Get Confident, Get Crowned*, both of which are available for purchase on Amazon. In 2020 she released *The She Believed She Could* Podcast and enjoys sharing motivation and inspiration to her audience.

Recognizing an unshakable passion for helping others achieve their dreams, Allison is committed to using her vast array of experiences to help other women become the go-getters, and movers and shakers of tomorrow. Through her unique curriculum focused on personal branding and professional development, Allison seeks to equip leading ladies with the skills needed to set their own bars high, while consistently reaping the rewards of hard work. To learn more, visit www.AllisonWalshConsulting.com.



Helpful Reminders

- Sign up for updates on www.AllisonWalshConsulting.com. Make sure all emails from @AllisonWalshConsulting.com are on the "safe" list in your inbox.
- Follow @AllisonWalshConsulting on Instagram for daily motivation!
- Subscribe to The She Believed She Could Podcast on your favorite podcast platform. If you would like to be a guest, please apply on the AWC site!
- Schedule time to complete this lesson "distraction free".
Immediately take action upon completion of each lesson while everything is fresh in your mind.
- If you run into challenges, or need additional assistance, email Info@AllisonWalshConsulting.com for help.
- If you are interested in personalized coaching or any of our programs, please email our Client Success Team at Info@AllisonWalshConsulting.com.



#GOALS

“

*The goal is free. The hustle is sold
separately. Let's get to work!*

In this lesson you will...

- Identify what is motivating you
- Articulate your goals
- Work through your fears
- Identify barriers
- Commit to your intentions
- Develop an Action Plan

“ The whole point of being alive is to evolve into the complete person you were intended to be. ”

- Oprah Winfrey

Clear your beautiful mind...

Write down all of the things that are running through your mind at the moment so that you can completely focus on this exercise.

Let's get clear...

Before we dive into this exercise, we need to get really focused on two very important questions:

Why are you doing this and what do you want to gain?

When you complete the next page, I strongly encourage you to hang it up so that you will see it each day. Tape it to the mirror. Post it on the fridge. Make multiple copies and place them in various areas to be reminders as you work toward your goals. I also suggest writing them on a business card size piece of paper, laminating them and keeping them in your wallet.

Constant reinforcement of the benefits that are on the horizon can be a game changer.

You can have everything you dream of, but you need to be clear on why you are doing this and what you truly want out of it.

Your "WHY" will be the fuel for you on this journey and your "WHAT" will keep you focused on the goals you're trying to achieve!

Write down at least 3 very honest and specific reasons why you want to pursue this next step and what you will gain from it.

<i>I want to...</i>
<i>so that I can...</i>
<i>I want to...</i>
<i>so that I can...</i>
<i>I want to...</i>
<i>so that I can...</i>

SOUL SEARCHING

What fires you up and brings you joy? What talents do you have that you want to share with the world? What are your areas of expertise? What skills come naturally to you that you enjoy doing?

What makes you feel empowered, motivated and fulfilled?

What motivates you? For example: *Financial freedom; the ability to travel whenever I want; building my influence so I can have paid promotional partnerships; being seen as the "expert" in my industry; winning awards, etc.*

What discourages you or makes you want to give up?
How do you rebound or build yourself back up?

Are there any excuses or barriers that you need to eliminate in order to go for your goals? Be honest!

PERSONAL & PROFESSIONAL GOALS

It's critically important to set long-term and short-term goals in order to set yourself up for success in life.

When writing your goals, make sure they are SMART Goals:

Specific, Measurable, Achievable, Relevant, and Time-bound.

Examples:

"I want to launch my online coaching business and have 3 paying clients within the next 90 days."

"I want to launch my personal brand via Instagram, Facebook and my new personal website within the next 30 days."

"I want to scale my personal brand by increasing my social media followers from 1,000 to 5,000 over the next 6 months."

"I want to increase my gross revenue to \$20,000/month by the end of the year."

"I want to launch my podcast within 90 days and have at least 100 downloads per episode within 6 months of the launch."

"I want to save \$5,000 within the next 6 months so we can take a family vacation."

PERSONAL & PROFESSIONAL GOALS

What are 3 short term goals that you want to accomplish?

(NOTE: Short term is anything within the next 3-6 months)

SHORT TERM GOALS

1

2

3

It's one thing to have a goal, it's another thing to take the necessary action steps to accomplish it. Below, write down what you need to do in order to accomplish your goals. Make sure to include if you need help to get you to the next step.

SHORT TERM GOAL 1 - ACTION STEPS

SHORT TERM GOAL 2 - ACTION STEPS

SHORT TERM GOAL 3 - ACTION STEPS

Were there any areas that you were unsure about? Do you need to do more research or schedule time with someone who knows what steps to take?

PERSONAL & PROFESSIONAL GOALS

Now that you've identified your short-term goals, what are 3 long-term goals that you want to accomplish?

(NOTE: Long term is anything greater than 6 months)

LONG TERM GOALS

1

2

3

Write down the necessary action steps to accomplish your long term goals. Like before, make sure to include if you need help to get you to the next step.

LONG TERM GOAL 1 - ACTION STEPS

LONG TERM GOAL 2 - ACTION STEPS

LONG TERM GOAL 3 - ACTION STEPS

Were there any areas that you were unsure about? Do you need to do more research or schedule time with someone who knows what steps to take?

BRINGING IT ALL TOGETHER

Don't be afraid to be intentional. You are 42% more likely to accomplish a goal you write down. Let's go ahead and solidify what you're working toward. Remember to prioritize and focus. When you dilute your focus, you dilute your results.

FILL IN THE BLANKS!

My intention is to _____.

Accomplishing this goal will allow me to

_____, _____ and

_____ . I am open to receiving guidance,

*surrounding myself with positive people, upleveling my
mindset and perspective and challenging myself to be 1%
better each and every day.*

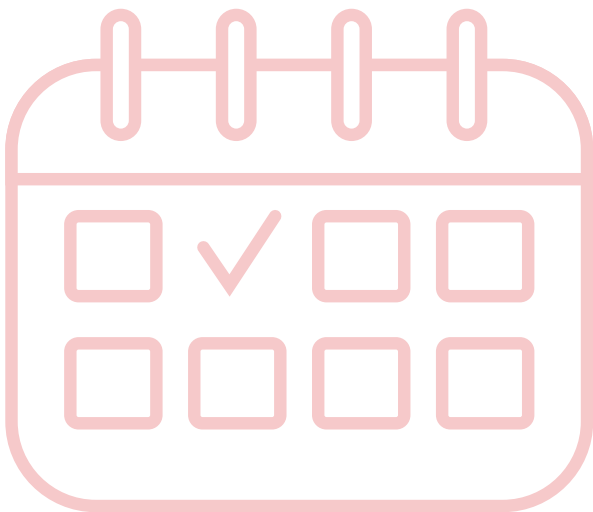
TIME BLOCKING

Now that you have your goals written down and the steps you need to take them, it's time to write down your commitment to YOU!

One of the main things I see clients do is schedule everyone else before themselves. I live by the concept that if it's not scheduled it won't happen. Not only will there be "time leaks" throughout the week, you'll end up prioritizing other things other than what's in your heart and calling you toward a greater purpose or goal.

It's time to put a stop to that, so let's make a promise that you will put yourself first!

How much time per day of the week can you commit to your goals?

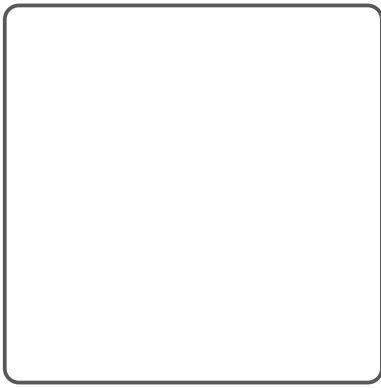


“Stop cancelling on yourself.
Your goals and dreams
deserve to be a priority!”

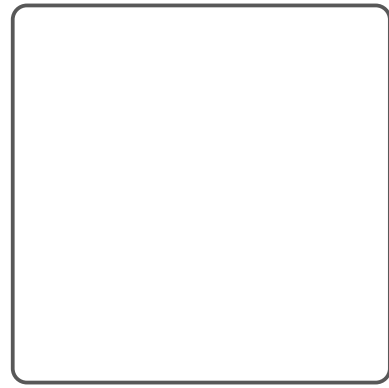
TIME BLOCKING

Write down the time you have during each day to work on your goals. Once you've defined the time blocks, add them to your calendar as "non-negotiable" blocks. You deserve the time you need to work on your goals. It doesn't happen overnight but consistent, intentional action compounds and success is the result.

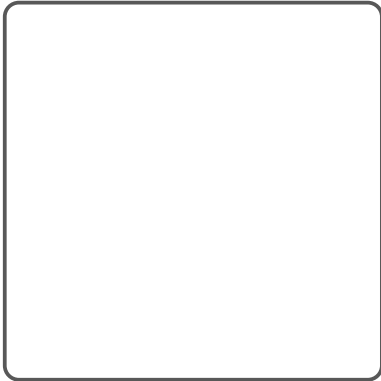
MONDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Monday.

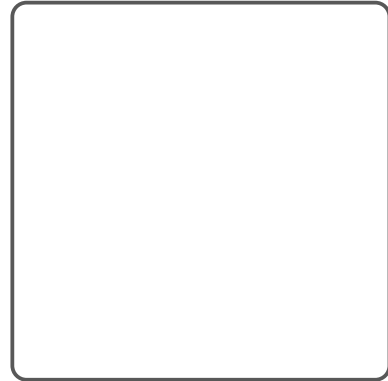
TUESDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Tuesday.

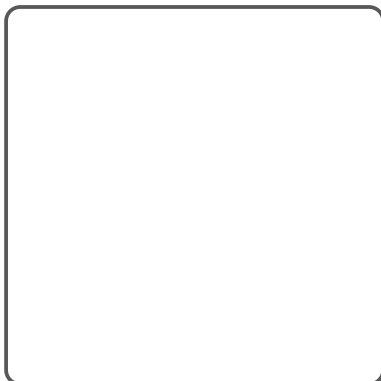
WEDNESDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Wednesday.

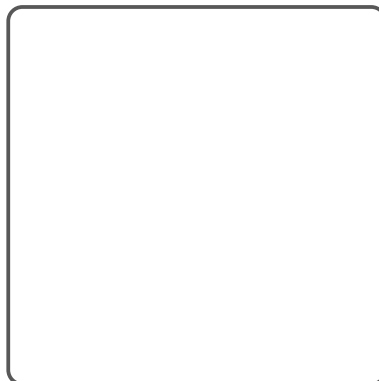
THURSDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Thursday.

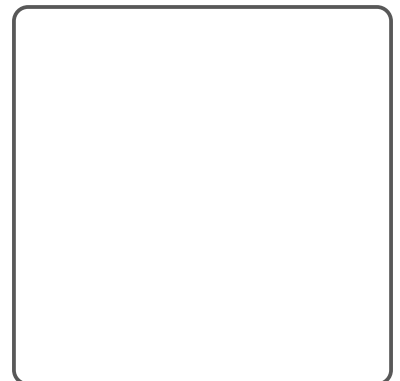
FRIDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Friday.

SATURDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Saturday.

SUNDAY

A large, empty rectangular box with a thin black border, intended for writing down time blocks for Sunday.

WHAT ARE YOUR FEARS?

Fear can be debilitating. It's my job to help you through it and help you not allow them to impact your mindset or ability to execute.

What fears are holding you back or causing you to worry?

What would you do if you had no fear?

Are your goals impacted by fear in any way? Are you holding yourself back or limiting yourself because you are afraid of failure? If you are, why?

What are three things that you would do if you knew you could not fail?

1.

2.

3.

What do you need to do to prepare yourself better and eliminate your fears?

BRINGING IT ALL TOGETHER

Based on the information you provided above, what stands out the most?
Are there any trends or things that you notice are more prevalent than others?

Have any other fears surfaced through this process? What do you need to do to address and eliminate them so that you can accomplish your goals?

SOUL SEARCHING

Let's fast forward to your FUTURE - If you accomplish the goals you've identified, what would your life look and feel like?

Write a thank you note to yourself as though they already happened.

FOR EXAMPLE:

Dear self,

*Thank you for taking the leap of faith you did in ____ 20____.
As a result of your inspired action and commitment to
accomplishing _____, _____, and _____, I
am now considered an expert in my industry. I have incredible
clients who I love working with and I've accomplished my
financial goals. The best part is that I am HAPPY and living my
truth and I am able to show up for my loved ones the way I've
always wanted to. My nerves and uncertainties are no longer
there and I am even more confident to go after my next dream.*

*Thank you for believing in yourself and refusing to playing
small. It was 1000% worth it.*

xo,

Me

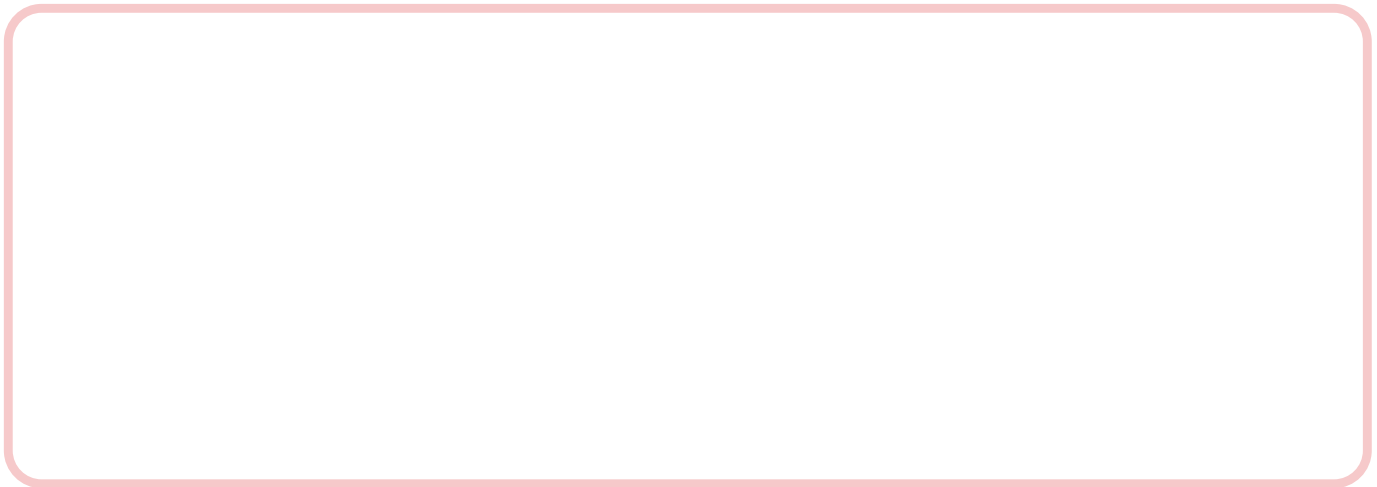
Dear self,

ACCOUNTABILITY IS NECESSARY

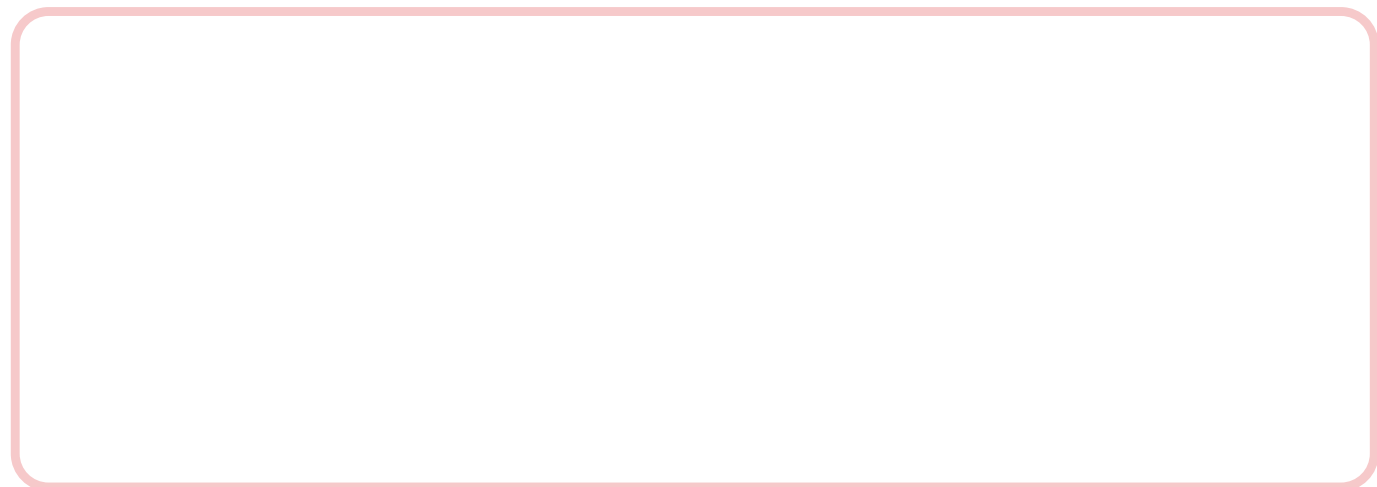
Now that you know what you want to do, you must create a plan.

How will you hold yourself accountable?

Are you willing to commit to your plan?



Do you need extra support or motivation to get to the next step? If so, do you need additional training or support to do so? Do you need to take a course, hire a coach, find a mentor or go back to school in order to make this dream a reality?



CHECKLIST FOR SUCCESS

- ☐ *Complete the lesson!*
- ☐ *Identify what is motivating you*
- ☐ *Articulate your goals*
- ☐ *Work through your fears*
- ☐ *Identify barriers*
- ☐ *Articulate how you will hold yourself accountable and your action plan*
- ☐ *Invest in YOU*
- ☐ *Prepare for greatness!*

You can do it!



Hello beautiful,

You are truly amazing! I sincerely hope this workbook helped you gain clarity around your goals and what you are hoping to accomplish.

Remember no dream is too big and no goal is unattainable. Hard work, dedication and perseverance make a major difference. If you commit to the process, you will be thrilled with the outcome.

Investing in who you are and the fire burning within you will pay dividends. There is no better time than now to make things happen for yourself and your future.

I would love for you to join us as we Get M.O.R.E.! The community of support you will have at AWC is truly phenomenal.

Please remember that I believe in you 1000% and my goal is that you do too! Thank you for letting me be a part of your journey!

Now, let's get to work! Blinders on, and mindset strong!

XO,
Alicia

Testimonials

READ WHAT ALLISON'S CLIENTS ARE SAYING!



Allison's continued success has shown me and others what it means to be dedicated entirely to achieving one's goals. Allison's uplifting positive attitude and openness to innovative ideas only complements her unwavering sense of forward direction. I am a better person because of the positive impact that Allison has made on my life.

~ Jillian Tapper



Allison is truly one-of-a-kind. She is a consummate professional. She is a boss babe, servant leader, and strategist. Everything she puts her mind to turns to gold. I am constantly learning and growing from her work ethic and example!

~ Michaela McLean



I signed up for coaching for an initiative I wanted to get off the ground, but with Allison's contagious enthusiasm, I left with vastly more than I planned for. Allison's direction and feedback on improvements and tools and resources for my website made a significant impact on my initiative, which grew my email list and increased traffic to my blog. The structure and format always left me feeling capable and confident in my direction and mission. She is remarkable, to say the least! A special project I had been considering for years was just an idea until Allison's direction not only brought it to life but made it more relevant to the current business climate we currently find our world in. I trust Allison to get me past challenges and to remind me of the value of my ideas, my unique story, and what I believe is possible, which is the aspect that makes her priceless to me. With Allison on your team, ANYTHING you want to achieve is possible!

~ Leila Sabet

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JOIN US FOR...

A 12-WEEK
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PROGRAM DESIGNED
TO HELP YOU LAUNCH
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PERSONAL BRAND!

“*Because you deserve
everything and more! It's
time to make your dreams
come true!* - Allison Walsh

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