

Course 1 Workbook: Module 3

Module 3: Setting Goals & Developing a Success Mindset

Lesson 3.1: Overcoming Fear and Building Confidence at 45+

In this lesson, you will identify fears that might be holding you back from starting a business and create actionable steps to build confidence.

Exercise: Mapping Your Fears and Building Confidence

Instructions:

1. Write down three fears you have about starting a business.
2. For each fear, write one actionable step to address or overcome it.
3. Reflect on a time when you overcame a challenge and how this can boost your confidence now.

Action Step: Take a Confidence-Building Task

Choose one small task (e.g., setting up a social media account or reaching out to a potential customer) and complete it this week to build your confidence.

Supplementary Resources

1. Article: 'How to Overcome Fear in Entrepreneurship'.
2. Video: 'Confidence Tips for Entrepreneurs Over 45'.

Lesson 3.2: SMART Goal Setting for Entrepreneurs

In this lesson, you will set actionable, measurable goals using the SMART framework to ensure your business progress is clearly defined.

Exercise: Setting SMART Goals for Your Business

Instructions:

1. Write one long-term SMART goal for your business. Make sure it is Specific, Measurable,

Achievable, Relevant, and Time-bound.

2. Write two short-term SMART goals that support your long-term goal.

Action Step: Commit to a Short-Term Goal

Choose one of your short-term goals and set a deadline to complete it within 30 days. Write down the steps you will take to achieve it.

Supplementary Resources

1. SMART Goal Setting Templates (link).
2. Tools: Trello, Asana for goal tracking (links).

Lesson 3.3: Developing a Resilient Entrepreneurial Mindset

In this lesson, you will learn how to build resilience by reflecting on past challenges and adopting habits that support a strong entrepreneurial mindset.

Exercise: Strengthening Your Resilience

Instructions:

1. Reflect on a time when you faced adversity and overcame it. Write a brief reflection on what helped you stay resilient.
2. Identify one habit that you will adopt to build resilience (e.g., daily journaling, mindfulness practice).
3. Write down three actions you will take when faced with a challenge in your business.

Action Step: Practice Resilience for 14 Days

Commit to practicing your resilience-building habit for the next 14 days and track your progress.

Supplementary Resources

1. Podcast: 'Building Resilience as an Entrepreneur'.
2. Book: 'Mindset' by Carol Dweck (link).