

Quick Tip #30 Answer These Questions To Plot Out Your Next M...

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SPEAKERS

Jessica Lauren

- J** Jessica Lauren 00:00
hey it's the girl Jessica Lauren and i am here with this week's quick tip all right grab your phone or your calendar or your planner and take a look at today okay today is wednesday march 31 2021 which means baby boy baby girl allah that we are at the cusp of ending the first quarter of the year congratulations you have made it 90 days through this thing and whenever there's a beginning of a new week a new month a new quarter that is really a good time to sit down and reflect what's been working in my life what isn't working how can i change things right and so because a new quarter is coming up which means it's a new set of 90 days for me it feels like an invitation to reset regroup get my act together and try again let me save this before we even get into today's episode it is okay if you jacked up it is okay if you didn't scratch off everything off of your to do list it is okay if you didn't reach every single goal that you set out because half the time we bite off way more than we can chew and it takes more time and dedication and resources it is okay take a minute now before you start going down there all should have coulda woulda trap and just forgive yourself and give yourself some grace and remind yourself we are still in the midst of a pandemic but regardless of a pandemic pandemic or not we are not machines there you know isn't always space for us to be grinding and hustling and achieving and accomplishing every 24 seven you know period of our lives there are some seasons where you won't be super duper productive and then there are some seasons when you're not gonna want to do nothing or you can't do anything or you're stuck or you

know you just got a lot going on so if you are in that season where your dad perform high you know like you want it to we're expected to give yourself some grace and forgive yourself the beautiful thing about life is that every day that we wake up with new breath in our bodies right and a new day on our calendar that is an opportunity to try again and here's the thing about trying again trying again doesn't mean okay well i messed up that last quarter let me try to do everything today no every tiny miniscule miniature you know mustardseed step of faith that you take towards that dream of yours that goal of yours that vision is progress do not negate small steps do not negate humble beginnings that is all a part of your story and it is all moving the needle for small action is still action okay so don't discredit the small steps that you've got the small sales that you got the small amount of followers that you have don't discredit that that is good and what i want you to do right now is to congratulate yourself for even making it that far but getting one more sales add more followers like to us it doesn't seem like a lot right but that was more than what you had when you started off with it right so before we start talking about okay what are my next steps what are my goals from april through june i want all of us to take some time and make a list a mental list of written down lists a pinterest list a shoe owl no milla note trello pen and paper list of what all you've done right that you consider an accomplishment every single thing that you're proud of right it could be as small as listen i know i said i wanted to save \$10,000 you know in 90 days the hell i saved 2000 that is more than i've ever saved in my life write that down and take a second and be proud of that right if your goal was like listen i really wanted to drink eight you know glasses of water every day and when i look back over my tractor i saw that i did that 70% of the time you ain't perfect but you did make progress celebrate that i feel applied to your dream school if you apply to jobs if you you know made the podcast or started the youtube channel or or put in applications for houses whatever the case may be however small or big it is i want you to take some time to celebrate that and list it see it on a sheet of paper because we forget and a really good tool for you to use a beautiful literally sitting there and be like i can't even do nothing go back and look at them instagram stories okay we always talk about you know people only post a highlight reel well yeah go back and look at your own highlight reel your instagram stories archives will tell all your business you have made it far right you stop spit overspending you've got out that situation ship that was toxic you made some healthy boundaries and your relationships and your relationships improved you took that spanish class and now you're good you know hold a conversation with the best of them you are making progress even if it is small and before we start talking about you know what all we want to do in this upcoming 90 days celebrate that so grab your sheet of paper right and just write down make a list of every single thing you're proud of or accomplished from january first through march 31 right before you start moving forward it is okay to look back and reflect just to see how far you come right sometimes we get so tunnel vision right without realizing dang if i turned around this tunnel was pretty big i dug all of that you know what let me give myself a pat

on the back and that sometimes gives you the incentive to keep going so before we get too caught up in the future go back look back at it and make a list of all the things that you are proud of or that you accomplished i took swimming lessons i got a puppy you know i strengthened my boundaries because i was putting in some situations where i had to i've been able to save more money we bought a house you know like it's a lot going on that i glossed over because i'm trying to get to the next thing and you know i heard this on oprah's the path made clear book i'll be sure to link it in the show notes she's one of the people she was interviewing was just like what you appreciate appreciates right and we think appreciation is just like oh you know i appreciate you as giving gratitude or thanks but appreciation is actually adding in value is an addition to thing right just like they say when you buy a car as soon as it comes off the lot the value depreciates what if you stop and take a minute to appreciate how far you've come and really be grateful and give thanks to god and thanks to yourself and treat yourself the more you invite more of that abundance and growth and miracles or whatever you whatever you invite more of that into your life so make that list be grateful for it do not despise humble beginnings do not despise or are just may you know \$100 oh i just got three sales we're not doing that you better celebrate that three as if it were 3000 and it is in that action where you actually gets to the 3000 right so start small make that list of what you are proud of after that i want you to figure out what did you do to make that happen how did you say that \$2,000 you know how did you become the freelance photographer that you always want it to be what did you do to make that happen did you get flood gates and stuff to other folks you know if you scaled your business did you hire someone in to save your money did you set up digit did you ask your best friend a year ago my password can transfer \$50 every two two weeks to my account what did you do that worked and i want you to take note of that because if it ain't broke don't fix it if this if something is working in your life baby girl keep the momentum going keep let it keep working for you right so write that down was waking up earlier beneficial to you or was taking a nap in the middle of the day and staying up later so you could go over your flashcards and study harder harder or take that real estate class what did you do that worked was it you know i need to take a walk in the morning i need to meditate was it simply writing stuff down i have a friend who's i can remember everything is in my master she'll write nothing down and she misses meetings she uses important stuff all the time something as simple as you know i just put it in my google calendar that really worked for me whatever it is i want you to notate it because it can possibly work out for you again okay so then after you've reviewed you know you thought about what made you proud what have you accomplished what were the things that got you to where you are now i want you to sit back and think for a second about what didn't work for you what are the things that actually held you back for me what held me back is a whole list of things right well some of those things were me not eating healthily right Try you know dinner for me is always pretty much healthy but that breakfast and lunch and some snacks they may it is hit or miss especially because I have

to be at work so early. So it's nothing for me to stop stop at Dunkin Donuts you know, I mean, I get my little Sue orders the hashbrowns my medium for four and I might get everything bagel with some cream cheese. And then I wonder why am I so lethargic? Why am I cranky? Girl, you ain't feeding itself not all vitamins, right? That isn't working for me to be my most productive, highest self, that myself that enjoys my life and is happy to be up and not cranky. I need some more nutrients in my life. Right? So me doing that Dunkin donut stop every morning does not work for me. So I'm not bringing that into the next 90 days, right? You have to be aware of what does work for you and what doesn't so that you get don't get stuck in the same cycle right so that you can make more progress, right? What didn't work? What were some things that held you back for me is my phone. For me. It's my belief that I'm still not worthy of making a buttload of money. God has been blessing me with so many ideas that I can see clear as day that can help my audience help my customers help, you know, establish me as an expert, help us some money in my pocket, and I'll start doing it but then I'll procrastinate or out, you know, self sabotage. I tweeted this the other day. It's so funny how self sabotage work. I was sitting here putting the final touches on this course I've been working on forever, right? that I know will help other creatives out there level up in their brand and in their field. Like I already know, God gave me the idea and I know how to implement it and took a class you know, like is is good. I got rehired my girl, Brittany to be my virtual assistant and have her help me out. All the bricks are laid, but his foundation for things to work as I'm seeing her working. You know, I was like, Oh, you know what? I think the puppies crate is a little bit dirty. Let me go clean that out. Right right quick. Then I you know, clean his crate out. You know, as I'm doing it. I'm like, Girl, you are sabotaging yourself. But it was like No, no, I'm busy right now. Right? There is a thing called productive procrastination. And that is you essentially giving yourself busy work so that you avoid doing the meaningful dream work right? And you still get to check something off the yo yo list, right? Like I cleaned the puppy scrape so that some endorphins go off and you feel like you don't do something good. Which is true. Okay, it needed to be cleaned out. But did it move the needle in your business? Did it propel you closer to the life you want to leave? Absolutely, Matt, especially when I can do that later. Right. So, for me, what hasn't been working for me? how I've been holding myself back as being distracted right? After you know, I clean out his crate I come and sit down and you know, it might be time for me to record the video on our record a little bit. I'm like, Oh my god, I'm doing good. I'm doing this. I'm you know, I'm seeing the things start the puzzle pieces fit together. But then I get scared. Subconsciously I'm like, Whoa, this makes too much sense. You know what I mean? Like this? Oh my god, you're stepping out of your comfort zone. Oh my goodness, this can make you money. Oh my goodness, this could help other people. Then I grab my phone. I'm like, Okay, let me go on Twitter for a few minutes. Then it's like, oh, yeah, I never finished a YouTube video about some scammed or Oh, you know what, now I need to cook girl You ain't even hungry. Right? So what doesn't work for me informs me of how I can move for right? So for me, it's like

Jessica, you are so self aware of how you self sabotage yourself. For the next 90 days. What can you do to help you not go down that whole self sabotaging spiral? Well, here's the thing when I work, put my phone in my bedroom in my in table drawer. You don't I mean, get it away from me so that I don't have that distraction. When I'm busy. And you know, the puppy is an easy excuse. Tell my back my boo bear? Can you deal with the puppy? I can't do it. Right. So as much as you want to spend time figuring out what are worked for you figure out what didn't work. What for you? What conversations were you having that did not work for you? Who was you around that drain the living daylights out of you. Right, who are you around that? Just chapter drains down short, right? You tell them something and they like Girl, you know, it's a recession. My daddy tried to do that. And then where do you remember you said you all of that is information that you can take into the next 90 days and you can figure out okay, that wasn't serving me. What can I do that will serve me so you know, as you're trying to figure out how do I want to show up in these next 90 days. Ask yourself what has hold you back. And what didn't work for you? Okay, number um, I didn't say any numbers, but this is number four. In case you're following along because I showing, you know, is there a new approach that you want to try? So you know, maybe you've been like, you know, I write everything down, that works out well for me, but sometimes I don't have my notebook with me, right? And let's say I'm at the salon, and I have to wait for 30 minutes. Goodness, I wish I had, you know, something here that I could work on. Maybe your new approach could be, you know, what, even though I write everything down, let me also put it in Trello, or my Google Calendar, is there a new app you want to try? If you're a night, owl, and you're like, Oh, my God, I work great at night, but I've been getting, you know, I still got to be at work at six in the morning, I'm tired. Is there a way that maybe on your lunch break? You can do the dream work so that you're not staying up all night? Is there a new approach that you can take to your business to your dream work to your life, that maybe you've been sleeping? All right, maybe instead of driving into work unit, I mean, you could hop on a train so that you have a solid hour where you could just zone out and do your own thing? Is there a different approach? figure that out? Right? Is there a better way of doing things? Can you delegate it somehow? Can you ask for help? Can you do a little bit more research? What are you doing that you're like, there might be a better way, figure that out? And if it is start doing that thing. So once you figured out, okay, what was working for me that that that that made my stuff happen? What are those things I want to keep? What held me back or didn't work? Is there a new approach that I can try? The next question I want you to answer is what is one project that I can focus on over the course of the next 12 weeks, and I did a whole episode about how to crush one major goal. Over the course of the next 12 weeks is episode number 31. I'll be sure to link it in the show notes, the show notes are at the Sunday jumpstart.com. Just click on today's quick tip, everything that I mentioned will be there. But what's one thing that you can focus on that you could commit yourself to and really give your all I say one project. This whole idea of getting stuff done in 12 weeks

comes from a book that I read called the 12 week, year, and they suggest to really only focus on one to three projects at a time. You see what we tend to do is be like, Okay, this is what I need to do with my money, my spiritual, my health, my dad's my dad. And it's nothing wrong with that. But we are not the best multitaskers, right? We just aren't. So it's better if you can really get focused on what are the three principles? What are my three pillars? What are my three concentrations, my three focuses my three projects that I really want to focus on just for 12 weeks, just for 90 days, right? What is that for you? For me? It's like, Okay, I need to get this ecourse out. Okay, I need to start this group training program. Yeah, no, I had to go get her sessions. And that was really doing well pre pandemic, but it's a high ticket items. And I know people, you know, everybody ain't got them like that no more. You know what I mean? If you do, you're blessed. And that's awesome. And if you still want to work one on one, maybe we can but guys been put on my heart make that a group coaching program, okay, that's something I can focus on in 90 days. What is that for you? Once you figure that out, write it down, and then start doing the work to make that happen, but only commit to one to three things because we are no longer overextending ourselves no longer burning ourselves out. We're focusing on the things that fulfill us, right? First of all, let it be something that fulfills you That feels good in your business that feels good in your life. Number two, something that can bless other people, right? If you come out with a service, how can I help somebody else out? How can I help move them forward in some form of fashion, right, the art that you create? And what message Are you trying to get out there that can help somebody else come to terms with something or grow from something right? What do you want to focus on? figure that out first, and then you can find out your next steps. But it's hard to know your next steps if you don't tackle these first questions. Now for bonuses, right? Those were all kind of focused on dream work and work and goals. But here are some additional questions that you can start to ask yourself that doesn't necessarily involve goals, right, but can also just show you, you know what direction you should be taking. All right. In this step I say is good for yourself. Number one, how did you show up for yourself? In this past season? What did you do? Did you Speak up during that meeting and say, that was my idea. Let me elaborate on it a little more. How did you show up by yourself? You know, my good girlfriend, Mary Lou, she did a YouTube video every single day. She called it Mary Lou's March Madness. She was like, I just want to stretch my creativity muscles. I want to strengthen them. So I'm gonna go live every day on YouTube and show my tutorials and all of that. How can you show up for yourself? Is it on social media? Is it in your life? Is it Jonathan every day? I figured that out? answering that question can show you your next steps. Number two, where did you play small? Did you backtrack on some boundaries that you say? Listen, if you don't do X, Y, and Z, I'm gonna do X, Y, Z. You know what I mean? Did you renege on yourself and not follow through which you said was a boundary? Where did you play small? Did you not go for the promotion? Did you not? You know into your art into that exhibit? How did you play small is tough as to recognize those things and really get

acquainted with how it felt to play slow so that you can stop playing small. I will always talk about this book because it really changed my life. And I try to read it a couple times a year was called playing bid by Tara Moore. And she talks Oh my god, it's a phenomenal book. And it really will help you quit it and tell you the reasons why we play small and how you can stop. Alright, number three, what's been inspiring you lately? What songs were art? What? What music? What? movies? Hold it? Who are you watching on Instagram? Is it the new plant lady? Or is it somebody that's been cooking a tail off of somebody that's been working out? What has been inspiring you? dig a little deeper into that? Right? Number Five? What do you need work for? Rather? What do you need more of right? Do you need more beauty? Do you need more rest? Do you need more love? Do you need more romance? What do you need more of in your life? Do you need more financial stability? Alright, cool. Maybe that man? You can go to Marshall's home goods and target every Saturday right? What do you need? More of? Do you need more beauty girl softball while goes to the museum with your mask on the stay six feet away from people right? answer that question. How have you made space for fun? That's where I am in my life. It's like, you know what? I'm so tired of hustling and grinding and going to work. And just repeating that. How can I have more fun? What is spawn to me? What does that even mean? Right? So I'm signing up for swimming classes. There's this stripper robot class, I'm gonna take in a couple of weeks. I just want to get back to play and having fun and being carefree and doing things that don't got nothing to do with my brand and monetize. And how can I make an ecourse from that? I just want to have fun life is too big and too fragile. to just be bound to work all the time. And I refuse to live my life like that. I've done that for the past six years. I've done that since since I graduated high school. Just really focus. I've always been super goal oriented. And I'm burnt out you know me, I and the way to combat that is to infuse my life with fun. Where can I schedule her in? What is fun for me figure that out? How can I be more intentional about myself care? What brings me joy? Where do I need to be more boundaries in my relationships? What gives me energy? What drains me? Who's had my back? How can I show them? My gratitude and appreciation? Right? start asking yourself these vital questions, right? And that will be your compass of where you need to move in the next 90 days. Right? You have to review where you've been. And then you got to take some time and you know, fill out how do I want to feel? What's next for me? What am I excited about? What turns me on spiritually, mentally, physically, like what what gets me going, and then from there, you can decide, okay, these are my goals for the next 90 days. It can be absolutely, you know, work business related, you know, or it could be just like, Listen, my goal for the next 90 days is really to get in touch with myself to fall back in love with me to deepen my relationship with God, my children, my husband, it could be you know, I really want to make my house a home. Whatever that is. It doesn't always have to be super business. You know, Gary Vee in productivity. Where in your life do you want to expand? Right? Where do you want to invite more abundance? Where do you want to have more love and more peace and more joy? Ask yourself these questions.

All right. Okay, cool. So here's the deal. I rambled off a ton of questions right? And that's not fair. You probably drive me probably in the shower. Listen to me. Don't worry. In today's show notes I will have a downloadable pdf of these journal prompts that you can download and break out your journal and just answer some of them do you have to answer them all at once no you can answer one a day just to help jog that part of you less like okay what do I want next it's okay if you don't know that but some of these questions will help spark some creativity or some inspiration on what the heck you want a lot of times we don't know because we get bombarded by so many other people's ideas of what they want and what they you know what I mean and it's hard to connect with yourself when connecting with yourself is hard yeah me like you got to come face to face with yourself and your decisions and your past and all of that but just know in that you don't I mean connecting with yourself is such a beautiful journey and it can be scary but at the end of the day the one relationship that you're gonna be here for the rest of your entire life is the relationship that you have with you and you can't keep running away from it right you deserve to to have fun and to be loved and to be explored and treasured and all of that and you can give yourself that gift right so take some time out today to ask yourself these questions before we embark on another 90 days right so again check out the Sunday Jumpstart Calm and click on today's episode you'll have a downloadable so you can ask yourself these questions it is okay to not have all the answers but to try to seek them out right I love journal prompts for that and again like I've always said if you're not a journaler that's okay break out your camera phone I do that all the time press play on that video and record yourself answer as some of these days wherever I play is small how can I show up for myself what would I do if I were brave who do I want to spend more time with who inspires me what inspires me what does fun look like for me what do I do for fun I wanted to get a bike maybe your goal is to go purchase a bike okay what do I need to do to purchase a bike day \$1,000 okay start saving right these questions will help inform your next moves right so thank you so much for listening I'm so proud of you for making it through the first 90 days of the year no matter how things shaped up for you you being here is enough reason to celebrate right so take some time today to pat yourself on the back and I look forward to seeing what else y'all come up with don't be afraid to slide in my dms over on Instagram the handle is the Sunday Jumpstart and let me know what you got cracking what's what's going on in your life that you're really excited for in the next 90 days you can always email me the email address is high at the Sunday Jumpstart that calm I'd love to just learn more about what you're doing and just know I'm always praying for you I am rooting for you I pray that God gives you your dreams back if you've lost them or I hope you know bless you with resources and connects all the dots so that you can get it done right I said something the other day on Twitter and I think it was something along the lines of like your wildest dreams can still come true they still can even if you messed up even if you're 20 530-545-5565 there is still room enough for you to have a beautiful rich full life right and the beautiful part of it is that you get to co create

that life you know what i mean like you get to set these things in motions simply by asking yourself some questions and start taking action i'm so excited for you i love you i will be back this sunday with a full length episode this sunday we'll be starting our so you'll wanna series and basically for the next four weeks i'm gonna have some powerhouses come on the show and help guide you through some of the things that you want to do so i have kendra barnes she's going to be coming on she's on the episode call so you want to purchase your first income property she has built wealth for her and her family by investing in rental properties and and she's retired from her job from the government by simply owning rental properties right we got treasure mallory from nikki and mallory she's coming on the episode call so you want to be a full time creative entrepreneur she is the creator of mickey and mallory bags and her story is phenomenal about how just our whole creative journey is so inspiring and now she's at a point where she don't have to work a nine to five and she can just really focus on her passion so that's the episode we got so you want to be a full time social media influencer with Michelle times she's going to break down all things on how you can make money on Instagram and and make a sustainable living from there. And then we have so you want to open your own brick and mortar that is with the share Whitaker. She is the owner of love paradox. She went from being an online boutique, owning her own brick and mortar on downtown Chicago, which is not easy to do, especially as a black woman. So y'all Stay tuned, this series is gonna be awesome. And then i'm gonna do one cause that you want to be a podcaster where i just talk about how to get your podcast up and running. So i'm excited about that. i'll be back here this Sunday with a full length episode. If you could do me a favor, be sure to leave a rate and review in Apple podcasts that really does help get our make ish happen. message out there and if you'd like to grow what you could do is take a screenshot of yourself listening to this episode, upload it on his stories tag at the Sunday jumpstart. That is also another great way to share our message i love you sorry that this quick tip was 30 minutes honey. But i figured it was a really good way to dive into how to build your next steps for the next quarter. So you know, it is what it is. Alright, i love you and i will see you soon. Bye