

A blue trophy cup is centered in the background, rendered in a 3D style with soft shadows. The background is a solid teal color. The text is overlaid on this background.

BORN

WITH THE POWER

TO

WIN

FREE

WORKBOOK

AYO OLASEINDE

Welcome



Welcome To Your Action Plan Workbook

I want to thank you for taking the time to read this book and to start your journey of discovery. You are **Born With The Power To Win**.

I have created two workbook options

1. You can print out this workbook and use a pen to complete your answers.

2. Scan the QR code on the right. You can complete this option on your phone/tablet or computer. Once it has been completed you will be emailed a copy of your fully completed workbook – you can also go back and make edits and updates at any time using this QR version. Whichever option you prefer they are both used in conjunction with the book **Born With The Power To Win**.



Why a workbook?

When you take the ideas, plans and goals you have in your mind, and you put it on paper / log them on the app your chance of success is greatly increased.

Personally I believe that when you set goals & make plans for your future the best way to do this is to write everything down using a pen and paper.

This allows you to look at everything written down in front of you.

(If you decide to use the app to make your plans then please print it when completed)

You can focus 100% on what is important to you: Do what you LOVE and LOVE what you do.

Once you have a clear focus then everything you have planned and completed using this workbook will go back into your mind as a fully formed plan that you can now clearly visualise and focus on, but most importantly you can take action on your plans.

I believe that if you read the book and complete this workbook in detail side by side you will be a new you, empowered to know where exactly you want to go in life and how you will get there.

You may have setbacks, and you may get knocked back, that is normal and to be expected - in fact plan for setbacks, that way, when they come, you are not thrown by them.

**Focus 100%
on what is
important to
you: Do what
you LOVE and
LOVE what
you do.**

My vision is that once you complete this workbook you will become an ambassador of change and you will want to share it with others, so they too can find what is important to them – their ‘why’ in life and the key to success.

I started from humble beginnings: slicing bread in a factory and today I am honoured to be the president of a global sales organisation which operates in over 60 countries worldwide.

The way I achieved my success was by following the steps outlined in this book you are reading. This book gets to the heart of why you may be struggling to succeed and how you can change that for the better.



My Name is Ayo Olaseinde, I am on a mission to empower people to take action in life and become the best version of themselves that they can be, so you can also empower others.

Ayo Olaseinde

www.ayo-olaseinde.com

ayoolaseinde



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version of the
workbook



➔
Scan this QR
code to subscribe
to my monthly
motivational
newsletter



All the answers you give in this workbook are for your eyes only, be honest with your answers, there are no right or wrong answers. Some questions might look the same, please answer all of them

Accept who you are and where you are today as your beginning and not your end

Exercise 1

We need to make a positive assessment of who we are and what we have achieved so far in life to date from birth to today, big, or small

Make a list of:

1. What are your good habits?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

2. Good points about your personality (What do you like about yourself?)

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

3. What are the good points about you physically, health etc?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

4. What is your status today at work, at home, and in life in general? if you were to

describe yourself in a positive way, how would you describe yourself?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

5. What positive and ethical principles do you have?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

6. What are your best achievements in life so far? (As a child, teenager, and adult)

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

7. What are you very good at?

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

8. What do you own materially that you are proud of?

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

9. What have you wanted so badly and eventually got it?

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

10. What are you proud of?

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

11. What do you do that gives you your greatest satisfaction?

a.....	d.....
.....
b.....	e.....
.....
c.....	f.....
.....

12. What makes you happy?

a.....	d.....
b.....	e.....
c.....	f.....

13. What kind-hearted deeds have you done in your life to date that you are proud of?

a.....	d.....
b.....	e.....
c.....	f.....

14. Any other positives about yourself that make you feel good?

a.....	d.....
b.....	e.....
c.....	f.....

15. How would your best friend describe you?

a.....	d.....
b.....	e.....
c.....	f.....

16. How would you describe yourself? If you were to describe yourself in a positive way, how would you describe yourself?

a.....	d.....
b.....	e.....
c.....	f.....

Exercise **2a**

Make a list of all the things you don't like about yourself

Accept who you are and where you are today as your beginning and not your end

1. What don't you like about yourself physically?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

2. What bad habits have you got?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

3. What bad and negative thoughts do you have of yourself?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

4. What relationships do you have that make you negative and feel bad about yourself?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

5. What negative feelings did you have as a child growing up and as an adult today?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

6. What things have you done that you regret?

- a..... d.....
-
- b..... e.....
-
- c..... f.....
-

7. If your best friend had to describe any bad or negative points about you, what would they be?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

Exercise **2b**

Go back over exercise 2a and add the following

Put a ✓ by the things you can change

Put a ? by the ones maybe you can't change, but will review later

Put an ✘ by the ones you know you definitely cannot change

Exercise **3**

Make a list of the things you don't like about yourself but you can change if you really Wanted to

Accept who you are and where you are today as your beginning and not your end.

I can change the following:

- a.....
- b.....
- c.....
- d.....
- e.....
- f.....
- g.....
- h.....
- i.....
- j.....
- k.....

Exercise 4

Positive Affirmations - I Accept Me - I Am Enough

Accept who you are and where you are today as your beginning and not your end

You need to take all the items from exercise 2b with an (x) by the side, which you have identified you cannot change and rewrite them as a positive affirmation, using the following text:

Example: I accept _____ as being part of the unique me and only me, and that's why I'm special and I approve of myself

- a
- b
- c
- d
- e
- f
- g
- h
- i
- j
- k

Exercise 5

What is life all about - what is my purpose in life?

Establish areas in your life that you are great at

1. What do you do that gives you your greatest satisfaction?

- | | |
|--------|--------|
| a..... | d..... |
| | |
| b..... | e..... |
| | |
| c..... | f..... |
| | |

How does that make you feel?

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

2. What have people told you that you are good or excellent at?

- a.....
-
- b.....
-
- c.....
-
- d.....
-
- e.....
-
- f.....
-

How does that make you feel?

.....

.....

.....

.....

.....

.....

.....

.....

.....

3. What skills do you have that you are good at?

- a.....
-
- b.....
-
- c.....
-
- d.....
-
- e.....
-
- f.....
-

How does that make you feel?

.....

.....

.....

.....

.....

.....

.....

.....

4. What skills in life do you have?

- a.....
-
- b.....
-
- c.....
-
- d.....
-
- e.....
-
- f.....
-

5. How do you feel, now you have answered the above questions?

.....

.....

.....

.....

.....

.....

.....

.....

Exercise 6

What's life all about and what is my purpose in life?

Meditate – find somewhere quiet and peaceful where you will not be disturbed for about 30 minutes. Get a pen and pad and have it by your side. Also, have a clock so you can see the time.

A) Sit in a comfortable position and relax. Clear your mind and take deep breaths in and out. Count to 50. As you exhale, say the words; 'Relax, I am at peace with myself, I am open to the universe' (They do not need to be said in order). Write the words out on a piece of paper so you can see them written down. You must be quiet and still.

B) As you start counting your mind will drift, when you can feel it drifting, let thoughts go, clear your mind, and repeat the same words again until you have a clear mind.

Counting until you get to 50. You need 30 minutes on this stage.

C) Now focus on your future. Yes, your future, what is the rest of your life going to be about? What do you want to do, achieve, change etc.? Focus on your career, family, spiritual, material and health. What legacy would you like to leave?

D) Pick up your pen and paper and write your list about:

(Please, when doing this exercise, just go with the flow and put down what comes to mind first, then review and this will give you an honest reflection of your thoughts and beliefs are)

Q1. Do you believe in a God, a higher power, a force in the universe etc.? Yes, or No?

Yes: (What is your belief and why?) Why?

.....
.....
.....
.....
.....
.....
.....
.....

No: (What is your belief and why?) Why?

.....
.....
.....
.....
.....
.....

Not Sure: Why?

.....
.....
.....
.....
.....
.....
.....
.....

Q2. How do these beliefs influence your actions on a day-to-day basis?

.....
.....
.....
.....
.....
.....
.....
.....

Q3. What is your life about? What gives your life meaning? What is your purpose?

Career

.....
.....
.....

Personal

.....
.....
.....

Family

.....
.....
.....

Spiritual

.....
.....
.....

Material

.....
.....
.....

Health

.....
.....
.....

Q4. How do I see my role in this world?

.....
.....
.....
.....
.....
.....

Q5. Are you content with your life?

Yes: Why?

.....
.....
.....
.....
.....
.....

No: Why?

.....
.....
.....
.....
.....

Q6. What is my plan and purpose in life over the coming months and years? What do I want to achieve?

3-6 Months:

.....
.....
.....
.....
.....
.....
.....

12 Months:

.....
.....
.....
.....
.....
.....
.....

3 Years:

.....
.....
.....
.....
.....
.....
.....

5 Years:

.....
.....
.....
.....
.....

10+ Years:

.....
.....
.....
.....
.....

Q7. What legacy would you like to leave behind? So, your family, friends and the world can say; this is what your life was about

.....
.....
.....
.....
.....

*Please repeat this exercise as many times as it takes to get clarity on what your life is all about and its purpose.

Determine What Your Goals in Life Are!

Exercise 7a

List all your family goals and describe them in detail e.g., holidays, children's education, help for your family, buying a house etc.

Goal	Date achieved by	Y or N?
1.	<input type="text"/>	<input type="checkbox"/>
2.	<input type="text"/>	<input type="checkbox"/>
3.	<input type="text"/>	<input type="checkbox"/>
4.	<input type="text"/>	<input type="checkbox"/>
5.	<input type="text"/>	<input type="checkbox"/>
6.	<input type="text"/>	<input type="checkbox"/>
7.	<input type="text"/>	<input type="checkbox"/>
8.	<input type="text"/>	<input type="checkbox"/>

Exercise 7b

List and describe in detail, all your personal goals that you would like to achieve. e.g., climbing a mountain, improving your fitness level, or running a marathon, personal health goals etc.

Goal	Date achieved by	Y or N?
1.	<input type="text"/>	<input type="checkbox"/>
2.	<input type="text"/>	<input type="checkbox"/>
3.	<input type="text"/>	<input type="checkbox"/>
4.	<input type="text"/>	<input type="checkbox"/>
5.	<input type="text"/>	<input type="checkbox"/>
6.	<input type="text"/>	<input type="checkbox"/>
7.	<input type="text"/>	<input type="checkbox"/>
8.	<input type="text"/>	<input type="checkbox"/>

Exercise 7c

Make a list and describe in detail, any skills, career, and business goals you have.

Goal	Date achieved by	Y or N?
1.	<input type="text"/>	<input type="checkbox"/>
2.	<input type="text"/>	<input type="checkbox"/>
3.	<input type="text"/>	<input type="checkbox"/>
4.	<input type="text"/>	<input type="checkbox"/>
5.	<input type="text"/>	<input type="checkbox"/>
6.	<input type="text"/>	<input type="checkbox"/>
7.	<input type="text"/>	<input type="checkbox"/>
8.	<input type="text"/>	<input type="checkbox"/>

Exercise 7b

Make a list of all your self-improvement goals

Clearly describe the type of person you would like to be, for example, your personality, figure, and health habits you would like. In fact, if you look at Exercise 1, it will give you some clues.

What parts of your personality would you like to improve, and what areas of your health do you need to work on?

Goal	Date achieved by	Y or N?
1.	<input type="text"/>	<input type="checkbox"/>
2.	<input type="text"/>	<input type="checkbox"/>
3.	<input type="text"/>	<input type="checkbox"/>
4.	<input type="text"/>	<input type="checkbox"/>
5.	<input type="text"/>	<input type="checkbox"/>
6.	<input type="text"/>	<input type="checkbox"/>
7.	<input type="text"/>	<input type="checkbox"/>
8.	<input type="text"/>	<input type="checkbox"/>

Exercise **7e**

Please go back to 7a – 7d and enter the date next to each goal of when you would want to have achieved the goal by.

Exercise **7f**

Go back again to 7a – 7d and review your goals again and again and ask yourself, do they have a 50/50 chance? Put a Y for Yes and an N for No by the side of the goal

Exercise **7g**

Go over each goal and question, do you really desire this goal, is it important to you?

How would you benefit from it? Are you prepared to come out of your comfort zone for this goal?

You will only work towards a goal that has a meaning to you, that you desire. The rest are all wishes

The ones that you truly desire please put a 'D' by them and then rewrite your new master goal list (Exercise 8) with the ones you desire

Exercise **8**

Must Achieve Goals

Determine what your important / must-achieve goals are in life are!

Make a new list of the goals you desire. Rewrite your new master goal list of the goals you desire in the below categories:

Family Goals

1.
.....
2.
.....
3.
.....
4.
.....

Personal Goals

1.
.....
2.
.....
3.
.....
4.
.....

Spiritual Goals

1.
.....

2.

3.

4.

Career / Business Goals

1.

2.

3.

4.

Self-Improvement

1.

2.

3.

4.

Exercise **9**

Giving Back / Caring Goals

Make a list and describe in detail; any spiritual or caring goals you have, such as visiting a sacred place, choosing a charity to support, to start going to church, someone you would like to help, any selfless act you would like to do etc.

1.

2.

3.

4.

5.

6.

7.

8.

Exercise **10**

Other Goals

Make a list and describe in detail any other goals you may have

- 1.....
.....
- 2.....
.....
- 3.....
.....
- 4.....
.....
- 5.....
.....
- 6.....
.....
- 7.....
.....
- 8.....
.....

Exercise **11**

If I Couldn't Fail Goal

What goal(s) would you strive to achieve if you knew you could not fail?
Describe in detail:

- 1.....
.....
- 2.....
.....
- 3.....
.....
- 4.....
.....
- 5.....
.....
- 6.....
.....
- 7.....
.....
- 8.....
.....

Exercise 12

One Major Goal

Pick one major goal that if you achieve it, will automatically take care of some of your other, smaller goals. e.g., I want a new car, clothes, holiday etc. Well, if you chased an income level, you would be able to realise these things.

1. Go to exercise 8 and choose one major goal (Family)

.....

2. Go to exercise 8 and choose one major goal (Personal)

.....

3. Go to exercise 8 and choose one major goal (Career)

.....

4. Go to exercise 8 and choose one major goal (Self-improvement)

.....

5. Go to exercise 8 and choose one major goal (Self-improvement)

.....

6. Go to exercise 10 and choose one major goal

.....

7. Go to exercise 11 and choose one major goal

.....

These above goals are your Top Major Goals in Life. These goals will create the - blueprint to plan the rest of your life

Write them out every morning and evening, and read them several times a day.

Exercise 13

Establish the help and support you need to achieve your goals

Pick one major goal that if you achieve it, will automatically take care of some of your other, smaller goals. e.g., I want a new car, clothes, holiday etc. Well, if you chased an income level, you would be able to realise these things.

1. Make a list of the people whose help and support you are going to need to help you reach your goals e.g., your spouse, partner, parents, friends, businesspeople etc

1.....

2.....

3.....

4.....

5.....

6.....

7.....

8.....

2. Make a list of the organisations and establishments you need to contact to give you some expertise on what help you need e.g., financial advisor, bank manager, library, internet etc

1.....

2.....

3.....

4.....

5.....

6.....

7.....

8.....

3. Make a list of books, audio, videos, films, podcasts, and academic/ vocational courses that you will need to help focus and educate you to achieve your goals

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

4. Allocate time in your week to listen, study and talk to successful people.

Exercise 14

Believe in yourself and your goals – List your goals

List your main goals to be achieved:

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

Exercise 15

Believe In Yourself And Your Goals – Why, What & How...

Why are these goals important to you?

What will you achieve by meeting these goals?

How will you feel as a person once you have achieved your goals?

Why:

What:

How:

Exercise **17**

Believe in yourself and your goals – make a list of your beliefs

1. Make a list of your beliefs on what type of person you are today, the one you want to be tomorrow, and how you see yourself

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....

2. Make a list of your beliefs on how you see yourself physically e.g., good-looking, overweight, don't like your nose, etc.

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....

3. Go back to the above list and ask yourself, where have these beliefs/thoughts come from?

4. Go back to the above list and ask yourself, which ones are limiting beliefs?

Exercise **18**

Believe in yourself and your goals – make a list of positive beliefs

1. Make a list of all the positive beliefs you have

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

2. Take your limiting beliefs and rewrite them as a positive affirmation e.g. I'm hopeless at cooking, change this to 'I can cook' and start believing it

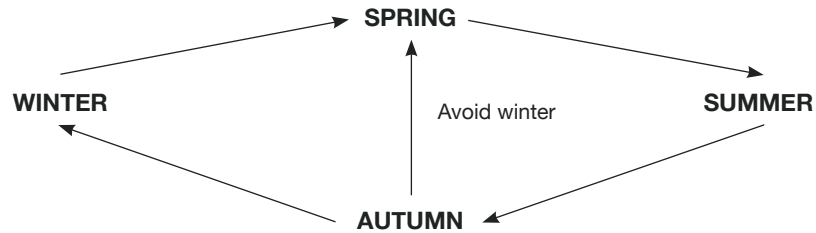
- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

Exercise 19

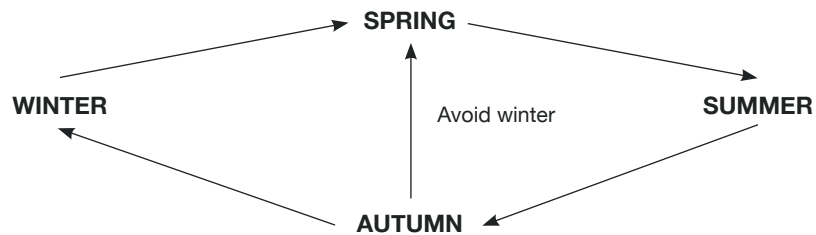
Believe in yourself and your goals – make a list of positive beliefs

1. Circle what season you are in now

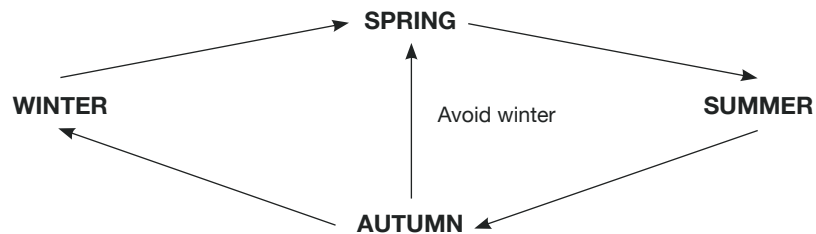
THE FOUR SEASONS OF LIFE



THE FOUR SEASONS OF LOVE



THE FOUR SEASONS OF CAREER



2. What course of action are you going to take to avoid winter and get back into spring?

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....
- 9.....

3. What season are you in right now in your: Life – Love - Career

- Life:**.....
-
- Love:**.....
-
- Career:**.....
-

Exercise **20a**

Make a list of options

How can you achieve your goals? Make a list of your options to achieve your goals. This list will become your action plan.

- 1.....
- 2.....
- 3.....
- 4.....

Exercise **20b**

Take all your goals and make a Plan of Action

Choose your Plan of Action and write it down in detail

- 1.....
- 2.....
- 3.....
- 4.....

Exercise **21**

What is the worst possible outcome?

21a. What are your worries and concerns in your life at the moment?

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....
- 9.....
- 10.....

21b. What are the worst possible outcomes to occur from what you are worried about?

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....
- 9.....
- 10.....

Accept the worst possible outcome - Is this the end or the beginning?
90% of all we worry about never happens

Exercise 22

Make a Plan of Action to avoid the worst from happening

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....
- 9.....
- 10.....

Exercise 23

Establish your Quitability Point – Never, Never Quit

Make a list of your beliefs on what type of person you are today and how you see yourself

Goal 1:

.....

.....

Quitability Point (At what point will I give up on this goal)

.....

.....

Goal 2:

.....

.....

Quitability Point (At what point will I give up on this goal)

.....

.....

Goal 3:

.....

.....

Quitability Point (At what point will I give up on this goal)

.....

.....

Goal 4:

Quitability Point (At what point will I give up on this goal)

Goal 5:

Quitability Point (At what point will I give up on this goal)

Goal 6:

Quitability Point (At what point will I give up on this goal)

Goal 7:

Quitability Point (At what point will I give up on this goal)

Exercise 24

Accept full responsibility for the outcome of your goals

Make a list of all the goals that you will accept responsibility for

- 1.
2.
3.
4.
5.
6.
7.
8.

Now add to your major goals list: 'I take full responsibility for achieving this goal'

Exercise 25

1. Make a list of all the things/people etc that you are angry at. e.g., things that you hate, people that you are jealous of, and so on.

- 1.....
2.....
3.....
4.....
5.....
6.....
7.....
8.....

2. Now forgive them!

I forgive.....

Go right through your list

3. Make a list of positive affirmations you need to repeat to yourself several times a day

- A. I love and approve of myself
B. I like myself
C. I am a happy and contented person
D. I am responsible
E. Every experience is a success

Exercise 26

1. Make a list of all your goals, items etc that you are going to take action on in the next 24, 48, or 72 hours e.g., read my goals every day

- 1.....
2.....
3.....
4.....
5.....
6.....
7.....
8.....

2. Make a list of any other items that you are going to take action on

- 1.....
2.....
3.....
4.....
5.....
6.....
7.....
8.....

3. ACTION plan for this week and review

- 1.....
2.....
3.....

- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

4. ACTION plan for the month

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

5. ACTION plan for the next 12 months

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

6. ACTION plan for the next 5 years

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....
- 8.....

I have the discipline to follow through on all my Action Plans

Signed

Date:

Name:

Step 10

The 10th step is to share your blessings.

The voice said I have blessed you with this information to be a blessing not just to yourself but also to others. You were born to win, and it is now time to share your winnings.

BORN TO WIN

WITH THE POWER



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ayoolaseinde



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