

THE UNSTOPPABLE  
**GOAL PLANNER**  
*for lawyers*



I am Caralee Fontenele, law firm owner, lawyer, digital-savvy entrepreneur and best selling author!

I get asked one question all the time, and that is... 'how do you do it all?'

The answer is simple, I regularly set goals in my law firm and live my life with purpose and intention. Why? Because it keeps me focused on what really matters, helps me to automate and so I can achieve more in the precious time I have.

It can be easy to feel overwhelmed by everything on your plate, especially doing everything as a law firm owner. It can sometimes feel disappointing when you're not spending time doing the things that bring you joy and being there for the people you love the most. Or when you look back, and it feels that you are not as far along in life, business, financially, family or love as you thought you would be by now.

If you want to leave the overwhelm behind and finally make progress with joy, setting goals is a big part of that, even as a law firm owner!

**It is time to get unstuck in your law firm and become unstoppable!**

You are in the right place. With the right tools, community, resources, and encouragement, you can make great things—big or small—happen.

This 3-step proven process guides you to uncover goals that matter, make an action plan you can't wait to get started on and live it out with joy!

No matter your goals, I believe that focusing on progress and not perfection is key!

# Goal Setting Step #1

## STEP ONE - Identify Your Goal

In this first step to planning and achieving unstoppable goals, you need to identify your goal. If you can't articulate it or ask for it, how will you be able to achieve it? Let's get into the nitty-gritty.

My business goal is focused on:

- |  |   |                                      |
|--|---|--------------------------------------|
| <input type="checkbox"/> Revenue       | <input type="checkbox"/> Specific Client Work | <input type="checkbox"/> Free Time   |
| <input type="checkbox"/> Profit        | <input type="checkbox"/> Clients Retained     | <input type="checkbox"/> New Service |
| <input type="checkbox"/> Client Impact | <input type="checkbox"/> Team Members         | <input type="checkbox"/> Opportunity |

Be really specific as to what your goal is. Don't be afraid to write down exactly what you want, don't hold back. It can be a big goal or a small goal. The important thing is that you identify what it is that you want.

MY GOAL IS:

DATE OF GOAL TO BE ACHIEVED BY:

# Goal Setting Step #2

## STEP TWO - Know What Matters

GOALS WILL NOT CHANGE YOUR LIFE. KNOWING WHAT MATTERS TO YOU WILL. This is what will really propel you forward.

When you discover what really matters to you and what the intention of your goals are. Finally, you will establish goals that lead to lasting change.

What causes us to make real change starts with ONE PIVOTAL MOMENT in our lives. It's the moment when you decide that the hardship of staying the same is greater than the hardship of changing.

Here you need to dig deep, go into great detail as to why this goal is important to you, how it will change your life and why it matters to you.

THIS GOAL MATTERS BECAUSE:

# Goal Setting Step #3

## STEP THREE - Taking Action

The third step is to determine what actions and timelines need to be in place to achieve your goal. As part of this step, it is also important to forecast what may get in your way and strategise how to overcome any obstacles.

TIME FRAME FOR THE GOAL:

WHAT ACTIONS DO I NEED TO DO TO ACHIEVE THE GOAL?

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

WHAT OBSTACLES MAY COME UP?

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

HOW WILL I OVERCOME ANY OBSTACLES?

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

IMAGINE HAVING A LAW FIRM

**That doesn't rely**  
on you the firm owner  
**all the time!**

# Goal Planner

DATE:

ONE PAGE PRINTABLE PLANNER

THE GOAL:

WHY IT MATTERS?

- 
- 
-




TIME FRAME FOR THE GOAL:



WHAT ACTIONS DO I NEED TO TAKE TO ACHIEVE THE GOAL?

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

WHAT ARE THE OBSTACLES AND HOW WILL I OVERCOME THEM?

1. 
2. 
3. 



# THERE IS SO MUCH MORE TO DO

## THIS IS JUST THE BEGINNING

Learning how to strategically set goals, market and automate your business to have more profit and time is quite the journey! But a well-worthwhile one, because it is the foundation of your success.

I hope you have got tons of value out of this guide and set some awesome goals.

# INVESTING IN YOURSELF

If you would love to attract the right clients and scale so that you have more profit and freedom in your law firm, stick with me! I have got loads of resources, just for you.



CREATE MORE FREEDOM

# Grow Your Law Firm



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