

## *Motivation - Independent Achievers Luncheon*

*Motivation all comes down to Goals and having a "Why".*

*Motivation drives you towards your goals, gets you up in the morning, keeps you working through a task, keeps you determined to succeed when things get tough.*

### *Goals*

*First step to gaining motivation is to set goals:*

*Long term and short term goals...Daily, weekly, monthly, yearly, 5 years, 10 years, 20 years.*

*S.M.A.R.T goals.*

- *Specific*
  - *Measurable*
  - *Attainable/ Achievable*
  - *Realistic/ Reasonable*
  - *Time-Based*
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- *Goals give you direction to follow.*
  - *Choose goals that interest you, if they don't interest you they won't motivate you.*
  - *Share your goals, make them public.*
  - *Plot your progress, see your growth*

*Second Step toward Motivation is to break up your goal into manageable steps. Work backwards. How are you going to achieve your goals? What steps will you have to take?*

- *Ties into SMART goals*
- *Set deadlines for your baby steps*

*Reward yourself once you hit a goal, or even a milestone mark within the goal. Rewarding yourself for your hard work will keep you motivated to push yourself even farther... This takes self-discipline though, so make sure you only reward yourself when you deserve it.*

- Have an **accountability** buddy, someone who has interest in the same or similar goals.

Make sure to hold yourself accountable, and work on your **positive self-talk**. Be aware of how you are talking to yourself. Are you motivating yourself or are you making it harder for yourself?

- Be **optimistic**, not pessimistic.

Now the question of **WHY** comes in the play. **WHY** do you want to hit this goal? Why do you want to become a manager, own your own business, hit a certain sales level for the month or whatever it is.

**WHY? Money cannot be your sole motivator**; you need to have a **WHY** behind the money. So maybe you want to hit a certain sales level so you can save 5K this month. Why do you want to save the 5K? Maybe you're saving up to buy a house. Why do you want to buy the house? I want something to call my own, that I can start a family in. I want to come home, to a home.

**Having a why will motivate you more than anything else. The more specific you can be the better.**

Instead of telling people what or how you do it, tell them **WHY** you do it.

A quote from Simon Sinek,

“A clear why statement is essential to be successful in whichever industry, function, company or environment. It is about your values, beliefs and instincts. Your why serves as a compass; it gives you reason and purpose and forces you to make choices from your intrinsic motivation. Furthermore, a clear why statement attracts people who believe what you believe, and let that be one of the more vital points when starting a business or project.”

**Having a Why is the foundation of your motivation.**

Thank You. Jordan Baptie