

CREATING MOTIVATION



What do these two have in common?



DOESN'T RESPOND TO LOGIC

You can tell yourself that procrastinating is making things worse but that doesn't mean you stop book-face-ing.

COME & GO FOR NO APPARENT REASON

In the middle procrastinating you can snap out of it or in the middle of powering along - just totally stop.

APPEAR TO BE IMMUNE TO EMOTIONS

You can be afraid of the results of procrastinating and still go ahead.
You can really want to be motivated and find NO ENERGY for it.

Creating Motivation

Why don't motivation (and procrastination) respond to either logic or emotions?

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Because motivation is **values** based.

You will move **towards** what you value
and **away** from what you don't.

Pleasure

Pain

You will move **towards** what you value and **away** from what you don't.



If the values are bigger than the fears, motivation will be permanent, powerful & easy to maintain.

If the fears are bigger than the values, motivation will be temporary, fleeting & difficult to maintain.

Also...

Values

Fears

Clear, well articulated, specific values create **powerful motivation** because there is a clear **target to work towards.**

Fears that have been 'processed' out of our system no longer control us because they no longer create paralysis.

Also...

Values

Fears

Unclear, unarticulated, vague and/or ambivalence about values creates **zero motivation** because there is no **target to move towards.**

Even the vaguest of **fears** will mobilise all of our resistance to any kind of forward motion because fear creates **paralysis.**

Creating Motivation

Therefore...

It is important that you revisit your values and eradicate your fears on a regular basis.

Values.

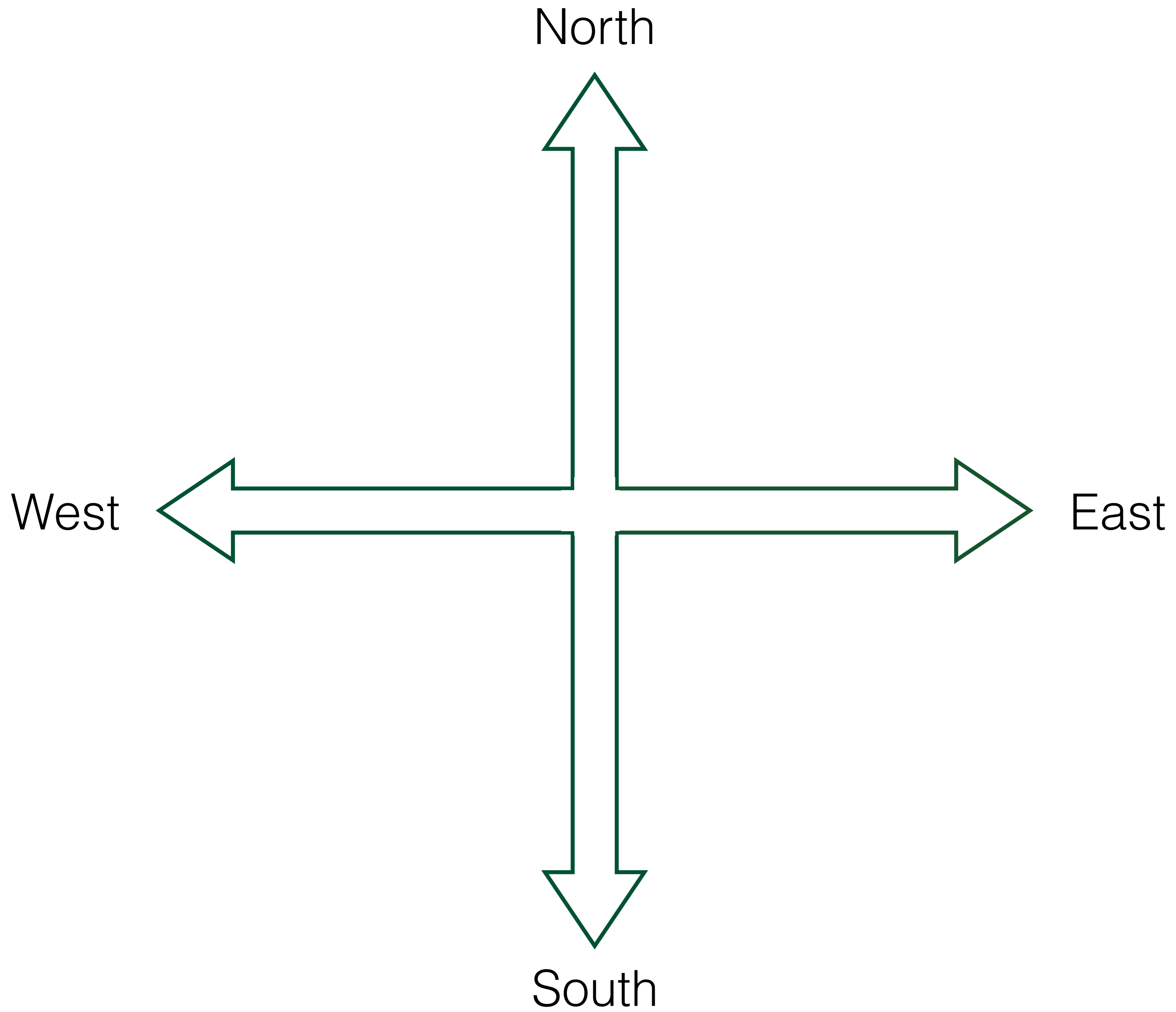
At least once annually but preferably twice a year you should spend a day contemplating:

1. What your values actually are,
2. What goals derive from them,
3. What you are doing to align with them.

Fears.

Lets examine these for a little more deeply...

CREATING MOTIVATION



North Fears...

BEING ABANDONED

Is ego motivated to take control thereby avoiding being left.
In fact is prone to leaving first.

LOSING CONTROL

A loss of control makes abandonment possible...

SLOW DECISION MAKING

Anything could happen when decisions take too long!!

BEING CONSTRAINED

Brings a sense of powerlessness - the opposite of control.

East Fears...

BEING IGNORED

Is ego motivated to persuade and influence people to like them.
Always doubts that they are truly accepted.

BEING DISLIKED

Rejection, criticism - even disagreement and interpreted as signs of inadequacy.

BEING LEFT OUT

Automatically assumes that exclusion is because of a personal fault.

BEING MADE ACCOUNTABLE

Petrified that explaining their decisions will lead to criticism.

South Fears...

NOT BEING ABLE TO EARN APPROVAL

Bereft of any sense of innate goodness, the Southy fears not being able to prove or earn their place in the team.

LEADING

The potential for 'getting it wrong' is too great.

BLANK CANVAS

Not knowing where to begin creates paralysis as a method of not leading the team off a cliff.

ABANDONMENT

The original wound repeated.

West Fears...

FAILURE

A conviction that innate or intrinsic value doesn't exist and therefore must be earned leads the West to fear failure of even the smallest kind.

GETTING SOMETHING WRONG

A typo or miscalculation is 'proof' of unworthiness...

OPENLY EXPRESSED EMOTIONS

Anything could happen when emotions are let loose...

IRRATIONALITY

Feeling based decisions terrify the Westy because bad decisions could be made.

Creating Motivation

What do we do with all these fears?

We tell ourselves seductive stories...

We repeat them endlessly.

They become 'facts'.

Then we navigate around them.

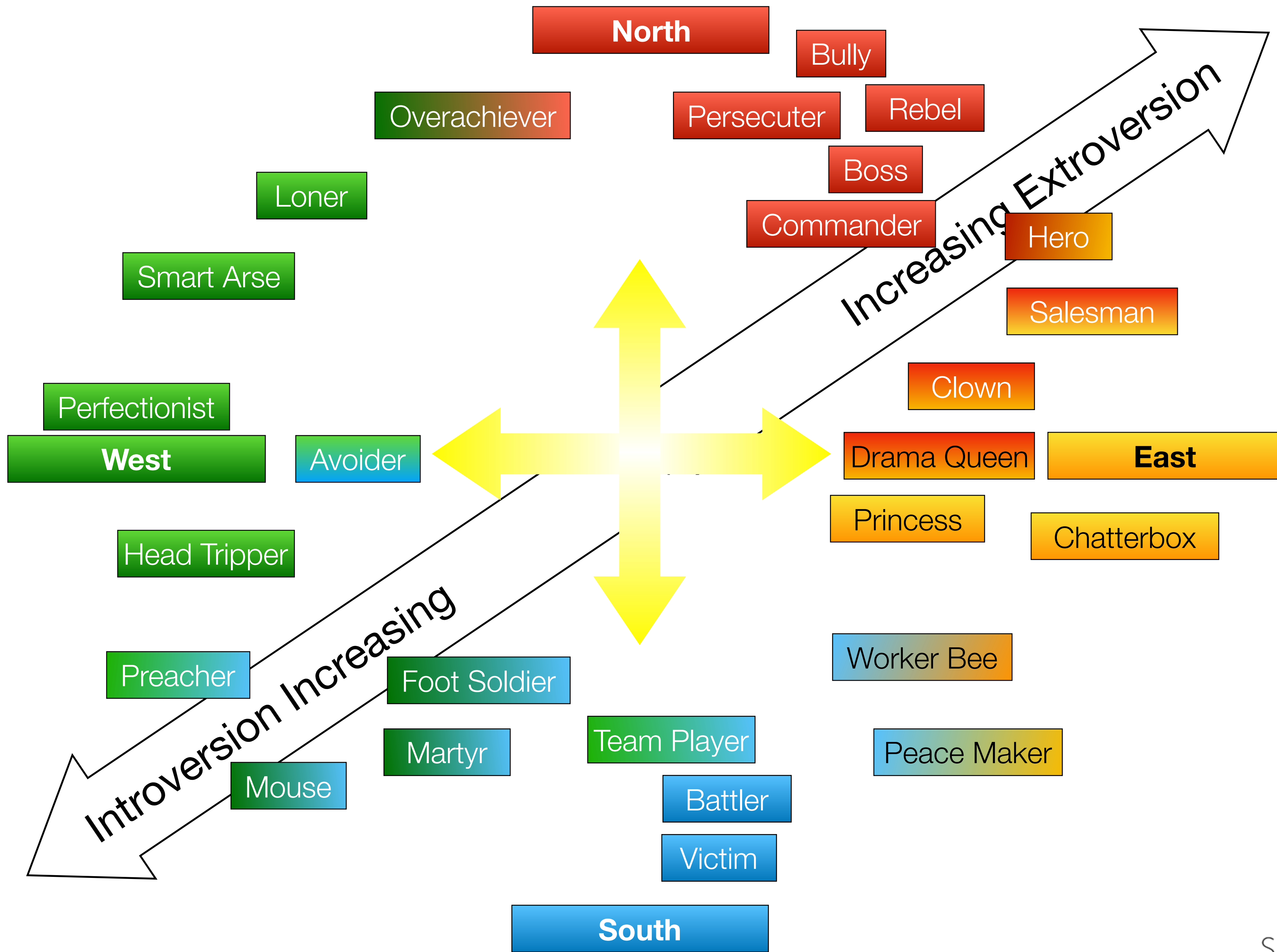
Forever.

(they own us)

Creating Motivation

Bully	Worker Bee	Perfectionist
Rebel	Peacemaker	Smart Arse
Persecutor	TeamPlayer	Loner
Boss	Battler	Overachiever
Commander	Victim	Preacher
Hero	Martyr	Head Tripper
Salesman	Foot Soldier	Avoider
Clown	Mouse	Princess
Drama Queen		Chatterbox

MOTIVATION



North Motivators...

Self development.

Rules of engagement.

Using empathy.

Understanding & compassion.

Suspension of judgement.

Dump the all or nothing approach.

More friends.

Ability to be constant.

Use of logic WITH gut feel.

Deeper spiritual life.

East Motivators...

Developing higher EQ.
Frameworks of accountability.
Stronger supervision.
Clearer time management.
Greater reliance on facts & figures.
Personal organisation.
Greater objectivity.
Constancy under pressure.
More logic.
Greater restraint.

South Motivators...

Self belief.
Spontaneity.
Greater drive.
Faster decision making.
Greater assertiveness.
Exercise more leadership.
Artistic or creative expression.
Forthright opinion sharing.
Goal clarification.
Appreciation of intrinsic worth.
Adventurous-ness.

West Motivators...

Learning EQ

Loosening of relentless standards.

Using empathy.

Understanding & compassion.

Emotional expression.

Artistic or creative expression.

Defined targets.

Progressive milestones.

Development of 'gut feel'.

Assignments

1	Explore & understand your story(s).
2	Release each one as completely as possible.
3	Find the 'motivator' in each of your fears.