



Understanding Your **MOTIVATORS**

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Understanding your MOTIVATORS!

The first thing to recognize is that other **people's motivations may be very different to yours.** We're all motivated by different things. Some people may be motivated by money, while others may be motivated by feeling valued.

So how can WE get a handle on motivations?

5 Steps to Understanding Your Own Motivations

Below are **five steps** to how understanding your motivators that can **positively impact your success**:

- **Understand** your perspective.
- **Put your goal** on the calendar.
- **Track** your progress.
- **Practice** gratitude.
- **Remember** your “WHY”.

Understand Your Perspective

- ✓ Spend time to analyze the general factors that motivate you and your perceptions of motivation. Try to recognize any biases you may hold and what motivates you personally. Objectively piece together your own motivation beliefs puzzle as you build your self-awareness.
- ✓ Think about the times when you've been highly motivated and the times when you've felt most demoralized. These will both point you to the same set of motivations. **You can discover your motivations by reviewing the bad times as well as the good ones.**

Put Your Goal on The Calendar

- ✓ One way to give a boost to your internal motivation is to **create some external motivation, which is a target date.** Whatever it is you're aiming to accomplish, put it on the calendar and make it as your self-notes. You may be working toward a goal with a set finish date built in.
- ✓ If your goal lacks this structure, you can add it by deciding on a date by which you could **realistically achieve your goal.** Be realistic when setting your target date but resist the urge to give yourself more time than you'll need.

Track Your Progress

- ✓ **Seeing progress can be highly motivating.** You'll find many tools out there to help you track your goals. This could be as simple as a to do list or calendar where you can cross off tasks or days as you complete them.
- ✓ As with any change, **track the results of your motivation tools and outcomes.** Positive outcomes will be amplified if you can identify and continue to implement them. Negative outcomes will be minimized by tracking their causes.

Practice Gratitude

- ✓ It might seem like gratitude would lead to complacency and acceptance of the status quo. Yet some studies have shown otherwise. **Feelings of gratitude can:**
 - Make **us feel connected** to others.
 - Motivate **self-improvement**.
 - **Enhance motivation** across time, beyond the duration of the gratitude practice.
 - **Induce a sense** of wanting to give back.
 - **Improve** physical and mental health, as well as sleep.
- ✓ There's more than one way to foster an attitude of gratitude. Spend the first five minutes after you wake up going through all the things you feel grateful for.

Remember your “WHY”

- ✓ Why is this goal important to you? Why is that reason important to you? Why is that important to you? **Keep digging until you get to your ultimate “why” and the core value that’s driving your goal.**
- ✓ To further reinforce your “why,” set an alarm every morning to **remind yourself to spend one or two minutes visualizing what success would look like.** What would it feel like to achieve your goal?



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