

Motivation

the art of sustainable success

Motivation is the most perfect expression of a purposeful life. Your success in life will be limited only by your ability to develop and maintain motivation. Talent, ability and skill has very little to do with success, the fact is all your success in life boils down to motivation. You can acquire any talent, any ability and any skill but not motivation. Motivation comes from the well spring within and must be tapped and developed, it cannot be learnt instead it must be discovered.

The human mind is like a car, it is a vehicle that requires fuel to operate. Just as a car needs fuel to run, you as a human being require motivation to function. A BMW is just as useless as a second hand car if it has no fuel. The only thing that separates you from having everything that you ever want in your life is how much of your motivation you pour into your mental tank. Here is the good news, unlike cars that are 'predestined' once they are completed, you have the ability to upgrade. That means no matter what you are driving at the moment, be it a second hand car or a Ford Falcon you can become a BMW or a Bentley. The motivational fuel that you pour into the tank of your mind will create changes on both the inside and the outside. As you develop and nurture your inner world, your outer world will start to change accordingly. Isn't that exciting? As the quality of your motivational fuel increases, the quality of your car also goes up, it is a win-win deal!

Simply, motivation can be explained as being the union of two concepts, motive and action. Motivation can thus be thought of as motive in action. It is important that you do not confuse motivation with excitement. Excitement is temporary and it easily influenced by the external environment. Motivation on the other hand is a powerful internal drive that will lead you steadily towards the achievement of your goals. The fact is, true motivation is always accompanied by action. Excitement is like smoke in the air, when it clears you are still where you were when you began.

The secret to great success is therefore to develop a never ending source of motivation, one that is sustainable and renewable. So how do you go about 'creating' motivation? The word create is a little misleading, as mentioned before motivation is internal hence the only way to tap into the power of motivation is to discover the source. Fortunately for you the process of discovering motivation has already been discovered. You will not be required to embark on an oil finding expedition, the location has been made known to you, the X has been marked on the ground. All that you need to do is place the drill down and start drilling away. So where does this reservoir of motivation come from? The answer is simple, in order to develop genuine motivation you must be honest with yourself about the things that really move you.

Human beings were put on this earth for a purpose. Each one of us is unique and wonderful in many respects and so is our purpose. You too have a purpose in your life, what is it? When you ask someone what their purpose in life is you are often greeted with

a confused smile. Sometimes you get a know-it-all smirk, or even an indignant ‘Huh!’ Sometimes you get answers like ‘My purpose is to make a lot of money.’ Or ‘My purpose is have a large home.’ What a lot of people don’t understand is that purpose like motivation comes from within and although the external material world can provide a temporary façade of purpose it is actually just a goal. So what is purpose? Purpose has been defined as the progressive realization of a worthy ideal. Isn’t that a grand statement? A progressive realization of a worthy ideal, wow! An even better definition, in my opinion, is that purpose is the progressive journey towards happiness.

It is true that everyone wants to have, be and do more. Yes, money is important. Yes, you do want that big house. However, you must understand that everything in life is just a means to an end. Every action you take in your life is aimed at creating the feeling of happiness in your life either directly or indirectly. Now that you know your purpose is to be happy, the next obvious question is to identify what makes you happy.

Discovering your purpose comes from identifying the things that you have a genuine passion for, things that authentically move you at a deeper level. Here is a brief exercise for you to determine what really drives you.

Here is where you define who you are, what you stand for and where you are heading! Let me repeat that once more, **WHO** you are, **WHAT** you stand for and **Where** you are heading.

The W^3 process utilizes 3 questions basic questions that form the basis of discovering the purpose of your life. The **Ws** stand for

1. **Who** are you?
2. **What** do you stand for?
3. **Where** are you heading?

Think seriously about these few questions and **DRILL** for an answer that is deep down inside. It is recommended that this exercise be performed with a partner. Your partners job is to bypass your natural reactive responses (RR) and break through to find the true values and beliefs that have been serving you. Below is an example:

Partner: Who are you?

You: I am a father.

Partner: What does being a father mean?

You: It means that I have children.

Partner: What does having children mean?

You: It means I need to teach my kids how to be successful.

Partner: What does having successful kids mean?

You: It means I have been a good father.

Partner: What does being a good father mean to you?

You: It means that I am worthy of love.

Partner: What does being worthy of love mean to you?

You: That means I am worthy of love.

Partner: What does that mean to you?

You: It means that I can have love

Partner: What does having love mean to you?

You: It means I feel love

Partner: What does feeling love mean to you?

You: It means that I can be happy.

Now that you have uncovered the things that move you in life, you must spend most of your time fulfilling yourself with these activities. This requires you to have focal point, which you can return to at any time and be totally certain that you are on the right track in your life. The way that you can channel your energy and focus is through goal setting. Human beings are a very strange thing. If they are not growing, they are dying. If they are not up, they are down. If they are not focused they feel unmotivated, unproductive and uninspired. Here is another interesting aspect about the human condition. There are 7 in built qualities of human nature, they are:

1. *Laziness*
2. *Selfishness*
3. *Ignorance*
4. *Ambition*
5. *Greediness*
6. *Impatience*
7. *Vanity*

Success comes not from conforming to these characteristics but to deliberately develop the antithesis of these qualities. Goal setting is the most effective way to stop these expedient qualities dead in their tracks and supercharge yourself towards high motivation, high performance and high achievement.

Setting S.M.A.R.T. goals.

S --- Specific
M --- Measurable
A --- Attainable
R --- Realistic
T --- Time bounded

Goal setting is like baking a cake, having a goal is like having the cake in mind while the S.M.A.R.T. characteristics are the ingredients necessary to create that wonderful cake.

- Goals that are general have the motivating power of a dim light bulb. You may be able to read in it but besides that there is little else you can do. A focused and specific goal on the other hand is like a laser beam, concentrated and precise. The power of the same light bulb when focused can cut through steel.
- Measurable goals are essential to your success. They serve as feedback as you are scaling the mountain of difficulty and climbing towards success peak. When you consistently and continually measure your progress, you will have a very clear idea of what adjustments need to be made and you can act on it right away.
- Attainability is a crucial goal setting criteria. If you goal set to have a net worth of 30 trillion dollars, you have just goal setted yourself into demotivation. Start off with small goals that you can achieve so that you pave a road of success early on. As you attain larger and larger goals, you can adjust as set newer, bigger goals accordingly.
- Realistic goals will do more to motivate you than any other aspect. Is it often said, 'That which the mind can see and believe it can achieve.' It is crucial that you believe the goal that you set for yourself is possible. If you can't believe that the goal is achievable you will not even try let alone work towards its accomplishment.
- Goals that are time bounded provide you with internal pressure. It provides you with a focal point which allows you to work consistently towards its achievement. A goal without a time line and deadline is purely a dream. Remember, when you dream it, it is possible, when you plan it, it becomes real, when you schedule it, it becomes inevitable.

Goals are the key to unleashing your motivation and passion. Goals are the accelerator of your success achieving vehicle. Consistent use of this invaluable resource will see you achieve more, have more and become more. As a go getter you definitely want even more out of life so here are a few fire starters to enhance the effectiveness of your goal setting.

1. Use the double edge sword of pain and pleasure
 - a. You now understand that whatever you do in life is to gain pleasure or compensate for the lack of it. Set your goals around a reward and punishment system. Utilize the 'carrot' (pleasure) and 'stick' (pain) principle. The carrot provides you with an incentive to drive you towards the accomplishment of your goals. The stick will serve as a 'disciplinary shadow', you want to keep it in the dark as much as possible!
2. Avoid the destructive habit of comparing
 - a. Steer clear of comparison. To compare your achievements with other people's achievement is to volunteer for success suicide. You and your circumstances have and always will be unique to you. The goal is to better your own record own and over again.
3. When you think it, ink it!
 - a. It is said that the palest ink is better than the sharpest memory. You were designed with two eyes in front, they were put there so that you can look towards the future. Keep all your goals, aspirations, dreams and desires in front of you at all times. Create a dream book and review it twice daily, first when you wake up and last when you sleep.
4. Use the law of inertia
 - a. You have in your hands a formula for success, take action right away. Get a piece of paper and brain storm your purpose, set the goals that you absolutely want and need to achieve, take immediate action towards its attainment and most important of all NEVER GIVE UP!

Can you feel the sense of control and excitement that comes from clearly understanding the laws that govern success? Can you feel your motivational tank rising as you dream about your future?

You see it is the process of taking the unknown to the known, bringing your ideas (invisible) into reality (visible). Once you have clearly sorted out the priorities in your life and the way to strive towards them you will never run low on motivation again. You must understand that people never stop because they run out of energy, they stop because they run out of reason.

Give yourself the gift of long term motivation, take your eyes off yourself and on to other people. Do whatever is necessary to be a go giver as well as a go giver. Impact other people's lives in a positive manner and you will never ever run on empty again. The ability to contribute is one of the most motivating actions you can take. When you forget yourself and get lost in helping as many people as you can without any expectation of

return, you will invariably attract into your life all the health, wealth and prosperity that you so desire. What you sow so also shall you reap, this is a law of the universe. Examine the law closely, it doesn't say where you sow, there too shall you reap. When you put in and give of yourself the rewards often come back to you in the most unexpected places.

This is known as enlightened self interest. The truly happy, healthy and wealthy people on this earth understand that you cannot help others without indirectly helping yourself. So start your journey of success and help others achieve what they want. Practice enlightened self interest and you will be amazed at the results.

One final tip:

Practice mental fitness by using the p³ principle

Positive Progressive Perspective

Just as physical fitness is measured by the time it takes for your heart rate to return to its resting rate, your mental fitness will be measured by the time that it takes for you to bounce back in to action.

When difficulty comes knocking some people splat (knocked out) and others bounce. You want to become one of the bouncers. When a challenge hits you right in the face, bounce straight back. When things do not go your way don't complain, don't explain just find a solution and move towards it.

It is said that the process of being born gives us the strength to live. Little chicks are the best examples. When they hatch out of the eggs they are equipped with the will to live, if the shell is removed so that the chick literally walks out, it will fall dead within a few steps. Struggle is essential to life. The secret is to conquer struggle, to welcome not fear it, to overcome not bow to it.

Never once was the word easy mentioned in this writing. Easy is not a word in the vocabulary of high performers because just like you, high performers understand that anything worth achieving takes a lot of time and effort. Like the champions, you too must identify all the challenges that will affect your motivation and do everything possible to overcome them. Find a way. If there is a wall built in front of you find a way. Go over it, under it, around it and if all things fail go through it!

You are truly marvelous, you have within you the potential to achieve more than you can ever imagine possible, you have within a slumbering giant that is waiting to be awakened. The time to unleash your giant within is NOW. Put yourself in the place that most nurtures your potential and life will never be the same again!

Until next time, **Succeed Your Way!**