

Motivation=

“That which moves someone into action”



Is it Recognition?

Is it Advancement?

Is it money?

Is it something else?

By using the “chat method” you will quickly find out what motivates people

Discover what motivates people through the “chat” approach by asking open ended questions as well as observation.

Identify the “Hot Button”

Once identified, push that button!

Using one or all of the “Methods” get them moving. Knowing that little victories lead to big victories
Ultimately moving them to self motivation!

Boss Method

Good Old Boy Approach

Tangible (reward) Method

“Tricky” Method
Avoid this one!



Self-Motivation

You can be a GREAT MOTIVATOR, remember to:
*Listen more; talk less, gaining an understanding of the Hot Button! *Use the Chat!
*Help them see the potential they have by pointing out their assets *Encourage them by celebrating even the attempt!
And use the 5 steps below:

Identify Their Hot Button

Help them see their potential

Help them create a plan to reach that potential

Encouragement and support them in the process

Celebrate them as they achieve

