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Motivation and Success





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Motivation is not a simple topic to cover. There is motivating yourself to consider. There is the motivation of others that is an integral part in becoming successful. Even evaluating the motivation of others is a topic that could not be covered in multiple volumes. This issue will hit the highlights, explore a number of important aspects and even go into the psychology of motivation. To go deeper still, you will need to go to the library.



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9 Ways to Motivate Yourself When You Just Don't Feel Like It

By Skye Thomas

Achieving the really big goals and dreams always involves breaking them down into do-able little steps. Assuming that you've picked a goal or dream that you really love working at, then most of the steps are a delight to take. No matter how much you love your dream and no matter how much you love your work, there are going to be tasks along the way that you really don't want to do. Those pieces of work that we hate doing can be the very ones that sabotage our success. How do you stay motivated during those parts of the journey?

1) Reward yourself. Let's say that I want to lose twenty pounds. That's not too much, but it's still going to involve more days of self discipline than I feel like doing. So, I reward myself with a little treat every time I drop five pounds. I get to have one of my favourite fattening meals at the end of each five pound loss. Then I go back to my diet. At the end, I get to go on a shopping spree to buy new clothes. Come up with a reward that you can use to motivate yourself.

2) Do it for love of someone else. My teenage son proposed a deal that works for both of us. I don't smoke cigarettes and he doesn't experiment with drugs. Every time one of us is about to give in to temptation, our love for each other stops us. I can't light up knowing that he might start doing drugs because I broke our deal. He hates the idea of me dying of cancer, so he never touches any kinds of drugs offered to him by his peers. The love of someone else can motivate you to do what you otherwise might not be able to do for yourself.

3) Trade work with someone else. I've watched my kids perfect this style of motivation. My son will offer to scrub out the showers if my daughter will do the dishes for him. Hiring someone to do the work you don't want to do is actually a form of trade. Barter or pay someone else to do it for you, so that

you can continue moving forward with your dreams.

4) Truly consider quitting. I'm not telling you to quit, but to really think about it. If you've got a goal or dream that means a lot to you and you've already invested a large part of yourself into making it happen, then what would quitting feel like? Is avoiding the difficult or distasteful task worth giving up on your goals and dreams? The love of your long-term goal can motivate you not to quit.

5) Share the misery. This reminds me of friends in college getting together to study for an upcoming test. Having friends along can make the experience more festive than it would have been if you were doing it alone. Is there a way to team up with a friend so that the work is easier or at least more enjoyable?

6) Just get it over with. One of my all-time favourite quotes about getting past your inner blocks was written by Stuart Wilde in his book, *The Quickening*: "Cut the crap and do the thing." Yeah it's a bit rough, but we all know those stoic, tough people who simply roll up their sleeves and dive in no matter how much they may hate the task before them. Take on a soldier's mindset and just get to work doing the ugly parts, so you can move on to the more rewarding parts of making your dreams a reality.

7) Get training or education. Quite often, we don't like doing something because, deep down, we don't think we know how or that we are talented enough. So, get the education, do the research, learn the necessary skills, or whatever else it is that you need to do to get ready for taking that next step. Once

you've properly trained yourself, then you might even be enthusiastic about taking that next step.

8) Take a running start at it. Think of riding your bike uphill. It doesn't take kids very long to figure out that the best way to get that bicycle to the top of a steep hill is to build up a lot of speed before you even get to the base of the hill. You then let that momentum help to propel you most of the way up. Heck, with enough of a running start you can sometimes make it all the way up without any major struggles. If there is a way to pace yourself and reschedule the not-so-fun parts of accomplishing your goals until after you've completed a bunch of the cool parts, then do so. The highs of your mini successes will help inspire you to push past the parts that you are avoiding.

9) Figure out a different way to do it. This is the supreme way to avoid doing the task all together. Be creative, be smart, think outside the box. Is there any way to make your dream come true without having to actually do the specific duty that you're wanting to avoid? Sometimes you can find another way. Other times, just knowing that there is definitely no other path to your dreams other than the one before you is enough to motivate you to just buck up and get through it.

What's most important is not how you keep yourself motivated but that you keep the long-term benefits of your goals in mind. If you focus too much on avoiding the uncomfortable parts of accomplishing your goals, then you won't accomplish much. Find a way to keep going and remember that all things come with a price. Pay the price so you can get on with enjoying the dream.

Skye Thomas is the CEO of Tomorrow's Edge, an Internet leader in inspiring leaps of faith. Her books and articles have inspired people of all ages and faiths to recommit themselves to the pursuit of happiness. www.TomorrowsEdge.net.

Psychology of Motivation

by: Sean Priestley

A

Anything a person does is driven by some certain desire to acquire a predetermined goal. Cognitive psychology theorists endeavour to study and to fully conceive the nature of motivation or desire. People do one thing in order to achieve a specific goal; however understanding that doing one thing is necessary to achieve another thing is insufficient for a person to start doing the "one thing". This fact leaves nothing else but to bring out the idea of desire. Therefore, the knowledge, or the cognition,

about particular characteristics of actions and objects is required, but is not enough to motivate a person to start doing relevant things. Another important component is a person's personal desire coming from within; otherwise, nothing will be done.

In order to achieve some C, a person has to do a particular action B; but, as mentioned above, the person needs to wish this C in order to get to action B. These are the basic concepts of the 'folk psychology'

trying to explain the nature of motivation. On one hand, these concepts, as well as the "scientific" terms of this branch, are incompatible with genuine psychology. They also fail to explain the real procedures of behaviour, although they seem quite satisfactory and sufficient. These folk concepts are mainly different from Maze's theory. On the other hand, however, there truly are similarities in this folk "purpose" or "desire" concept and Maze's understanding of nature of motivation.

The main differences between the folk cognitive psychology concept and Maze's instinctual theory are the following: folk psychological concept of desire suggests that the mechanism from its inception till the achievement is mental. In other words, a person fully understands actions, means, their goals, and ends. What Maze offers is that processes in a person's behaviour are "neutral" (Maze, 1983, p. 150). What he meant is a human has certain centers in his or her brain that are responsible for

things like thirst, hunger, self-defence, sex, and others. And so whenever a person gets excited, the person immediately receives a signal and does everything necessary to satiate the need. Of course, people would not defend themselves when are thirsty; rather they would try to get something to drink, which means that they understand what is going on, but have no control over the phenomenon. Folk psychology, on the other hand, suggests that people consciously motivate themselves to get a drink, but

Maze offers another view, which completely satisfies the needs of the science to explain human behaviour. Of course both folk psychology and Maze's theory claim that a person does one thing in order for the other thing to happen, but the approaches and mechanisms are completely different. Sean Priestley is the administrator and chief writer of CosmoEssays writing service (found at <http://cosmoessays.info>). He has written hundreds of quality research papers and application essays. This article is the property of CosmoEssays.

Maintaining Your Motivation

by: Kelley Robertson



I recently spoke to a group of sales professionals at the end of their training conference. The attendees had participated in many learning sessions over a two-day period, most of which were product related. I was scheduled to speak after dinner and I was somewhat concerned about how attentive they would be by this time.

Fortunately, in the days preceding, the company had structured the entire program to create energy, excitement and to foster a sense of team enthusiasm. They had a theme and encouraged their vendors to incorporate the theme into each of their individual presentations. They awarded prizes for the team with the most energy and highest level of participation and, by the time dinner was served, the group was pumped. They were excited. And they were highly motivated and charged up. When I left that evening, I knew

that these individuals would bring a renewed energy and drive to their workplace. I was also confident that the company would see a definite increase in their sales in the weeks to follow. It reminded me how motivational a conference, training workshop or corporate gathering can be. It reinforced the importance of participating in sessions like these on a regular basis, if for no other reason but to ignite our own personal motivation.

Running a business is tiring, stressful and challenging. Small business owners are required to wear many hats, often at the same time, while executives of large organizations often have more problems and politics to manage on a daily basis. It is not uncommon for the business to drain our energy and motivation, regardless of how much we enjoy the business. If you do not take time to recharge your batteries and refresh your

perspective, it is easy to find yourself frustrated with your business.

That is why it is imperative to have a personal motivation plan in place. This means taking advantage of opportunities that will help you maintain your motivation. Here are few suggestions to help get you started.

Attend a personal development workshop. Identify an area in your business or personal life that you would like to improve. At the beginning of each year, I determine what types of programs I want to attend and begin looking for them. I find that these sessions give me a short break from the daily grind of my business and help me see things from a different perspective. Training programs, night courses, or weekend seminars that focus on a specific topic can give you a much needed boost in your energy.

Join a Master Mind group. Meeting with other like-minded people can help you see your business from a different perspective. An effective group will have between six and eight members from a variety of industries and will usually meet several times a year. If you have the right chemistry between members, these meetings will not only help you improve your business, they will also motivate you to try new approaches and market your business differently.

Exercise. I am an avid runner and have completed two marathons and several half marathons. I occasionally find myself in a position when I cannot run for a period of time due to illness, injury, or the demands of work. Without fail, I notice a decrease in my personal motivation during these times. Regular exercise helps your body work more effectively and efficiently. Although I usually catch

myself thinking about work-related issues during my runs, I often notice that I develop more creative solutions when I am exercising.

Read or listen to motivational material. Instead of reading the daily newspaper with breakfast or coffee in the morning, try reading inspirational material instead. A well-written book that offers sound advice is more motivating than reading about the latest market declines. Listening to motivational tapes or CDs in your car for one hour every day can actually give you the equivalent of a university degree in a few years' time.

Take time off. It is not a badge of honour to state, "I'm too busy to take time off." In today's fast-paced business world, it is critical to take time off for vacation and rest and relaxation. Even a long weekend away from your business can be restful. A true vacation also means completely

avoiding email and voicemail. Yes, you will have hundreds of messages to deal with when you return, but you will have a renewed focus and energy to do this.

Lastly, associate with positive people. I have made it a point in the latter part of my career to distance myself from negative individuals. They drain your energy, will not support your goals and desires, and do little to motivate you. On the other hand, positive and optimistic people will uplift your spirits and help you through challenging times.

Kelley Robertson, President of the Robertson Training Group, works with businesses to help increase sales and motivate employees. He is also the author of "Stop, Ask & Listen – Proven sales techniques to turn browsers into buyers." www.RobertsonTrainingGroup.com.

An Overpowering Passion Creates Motivation and Success In Business

by: Paul Bryant

W

Why go into business? Is it for the money, the status, or just because it is inconceivable to be an employee? Careful and serious thought stimulate the desire and commitment to pursue the initial processes in setting up in business. This involves risks, but the desire to achieve outweighs the possible hazards.

Once again, it comes down to a desire to achieve. But desire takes many forms. There are financial objectives, a desire to be in control, the overall necessity to succeed, or even a better quality of life can be an objective.

Many people have made their fortunes working for others. So why take the risks? Generally, it stems from an undivided passion for personal achievement.

Being passionate about a business is a major step in creating positive growth. Forget the issues of financial gain for a moment, and consider the values in setting up a business that stem from personal ambition. Careful thought, time, expense and research, in addition to business planning, viability and projections, are all prerequisites of any successful business. As it grows, there is the need for productive staff, or larger

premises, and so the responsibilities increase.

Looking ahead, there are the rewards that any successful business brings, and they can be numerous: personal achievement, financial rewards and an incredible sense of personal satisfaction, to name but a few. Customer satisfaction is another reward that is priceless.

Any passion that provides maximum achievement is worth the effort, whether in business or in your personal life.



HOW TO STAY MOTIVATED

by Peggy McColl

How is your level of motivation? Do you manage to stay motivated when you need to? Or do you feel challenged maintaining a high level of motivation? Are you easily thrown off track?

There are numerous daily distractions that can easily throw you off track when you are striving to reach a goal. Some of these distractions can cause a total derailment, while others may only be temporary setbacks. Either way, you must be prepared to deal with these annoyances, distractions and challenges, and put yourself right back on track.

Here are some proven techniques to help you stay motivated:

1. Take persistent and consistent action (even when you feel fear). When you feel fear creeping in, just know that this is part of the natural process of goal achieving. Fear usually enters when we are stretching ourselves beyond our normal comfort zones. This feeling of fear is a natural emotion. And, when you feel the discomfort (the stretching), recognize that this is when you are growing. The best way to eradicate the fear is to take action.

This statement rings true: "It is better to step forward into growth than to step back into safety." In one way, I agree with this statement and in another I do not. For example, I agree completely that it is better to step forward into growth; however, I also believe it isn't "safe" to step backward. Why? Because if we are going backward we are not growing,

and you know what the opposite of growing is. Our goal should be to never go backward. You may choose another route if you don't like where you are going, but backward should never be an option.

To be successful, feel the fear and step forward anyway. You will likely feel discomfort, just know that the discomfort is a result of growth. You will find a tremendous amount of reward when you stretch yourself beyond your comfort zones and take continuous action toward the attainment of your goals.

2. Give energy toward the things you desire. Ralph Waldo Emerson said, "The only thing that can grow is the thing you give energy to." Focus all of your energy on the things that you want in your life, not on the things that you don't want. If something shows up for you that was not a desired result, pay it no mind. When you do, you will give it energy and this, in turn, will cause it to expand.

This will require a considerable amount of focused mental energy. Choose a goal and stay focused on that goal. Each morning, ask yourself and answer this powerful question: What will I do today to increase my energy and stay focused on my goal?

When you continue and hold the focus on your goal, you are moving energy and literally vibrating with the law of attraction. This energy will attract to you everything that is required for the fulfillment of your goal.



3. Seek results, but do not require them. Seek outcomes (set goals), but do not require them. This is also called detaching yourself from the outcome.

This may sound like a paradox considering it is also recommended that you set your intentions by setting pre-determined goals and stay focused on your goal, but it is not a paradox. When you are not requiring them, you are simply detaching yourself from the outcome and eliminating the risk of being disillusioned or unmotivated.

By setting your goals, you have specified that you desire those things to show up and you are seeking them; however, you now realize that the perfect outcome always occurs. You may not be able to explain every single outcome but, nonetheless, the perfect outcome will always occur and you know it.

You, as a goal seeking individual see the perfection and accept whatever shows up for you in your life, and you accept it with gratitude. Instead of having expectations, requirements or addictions to certain results, you have acceptance.

Many years ago I learned about the basic law of Gender. This law decrees that there is a gestation or incubation period which must elapse for the manifestation of all seeds. Maybe the gestation period for your goal is longer than you may have originally anticipated. Have faith and remember the words of William James, "Believe and your belief will create the fact."

Here is a ten-two letter word sentence that wraps it up nicely, "If it is to be it is up to me."

The Ultimate Kick-Butt Motivational Lesson



H

How often have you struggled with yourself over the work that needs to be done? How many times have you put off performing some task or other because it's too mundane?

Not everything you do in business is going to excite you. There will be many times when you just can't get yourself sufficiently fired up to make the effort to start, develop or even finish a project.

I get like that quite often. I admit it. I am no different than you. I have left many projects unfinished simply because I am unable to motivate myself to put in one last push. Of course, I know that by

bringing the work to fruition, I will have significantly enhanced my business, perhaps even to the extent that I take it to the next level, or that I increase my earning potential.

While I am no different than thousands of other Internet marketers or business owners, I do try to keep myself motivated by remembering this little story. Whenever I read it, I always feel uplifted and ready to take on the world! Here it is:

Some time ago, I read the story of a man who overcame seemingly insurmountable obstacles to achieve a lasting ambition. I do not remember

this man's name but, in a way, that does not matter. It is his story that is important. For many years, he edited a magazine that explored and championed freedom of speech down through the ages. Towards the end of his life, he decided that it was time he wrote a book on the subject.

He had always been inspired by Socrates, so he decided to write the definitive book on the Greek philosopher. Now, in order to do this, he knew he would have to read EVERYTHING that had been written about the man.

But he did not want to read translations

- even those written in Modern Greek. No, he knew that in order to really get a sense of what Socrates was about, he would need to read old manuscripts written in Ancient Greek.

He did not know any Ancient Greek. But he set out to learn it.

At this point, I should explain that by now our budding biographer was 80 years old and suffered from cataracts over both eyes! This did not deter him.

For months, he sat down in front of a computer screen that displayed giant letters (because he could not read small

letters due to his poor eyesight) and proceeded to learn the obscure and incomprehensible language of Ancient Greece.

Once he'd learned the language, he then read everything on Socrates, translated it into English for his own purposes and turned what he had learned into one of the best books ever written about the philosopher.

Remember this...

- He was in his 80s when he started the project!
- He had cataracts over both eyes!
- He had to learn a new language in

order to do his research!

- He read every ancient manuscript on the subject!

And finally...

He produced a work of fantastically high quality!

In my opinion, this is the ultimate kick-butts motivational lesson!

Robert Evans runs a resource center incorporating a powerful marketing action plan to generate targeted website traffic using free and low cost marketing techniques: <http://www.market4profit.net>.

R

Recognizing the underlying reasons about what motivates you can give you great insights that will help you to achieve even greater success in your real estate career.

People are motivated to take action because of two basic desires: either to gain pleasure or to avoid pain. And, generally speaking, more people in the world are more motivated to avoid pain than they are to gain pleasure.

So what does this mean in terms of success in your professional life? Well, top producing business people tend to be people who, over the long run, are motivated primarily out of their desire to gain pleasure. They are the classic cases of people who are motivated by the “carrot on the stick.” They always have goals that they want to achieve and they are motivated “towards” achieving those goals. And, as long as those goals exist out there in front of these agents for them to achieve, they are motivated to constantly take the action towards achieving those goals. People who produce inconsistent results, on the other hand, tend to be people who are more motivated to avoid pain than they are to gain pleasure in their lives. Maybe you even know someone like this. At some times, these people can be outstanding producers; at other times, their production can be flat-out horrendous.

As an example, a real estate agent who is motivated primarily to avoid pain could be motivated to succeed primarily to pay his or her bills. Now, keep in mind that this agent may also have financial goals that he would like to achieve but, when the truth is told, these goals are not what truly lights the fire to have this agent perform his or her best. And, most likely, all

of this is completely outside of the agent’s conscious awareness. He or she is simply busy selling real estate in the manner that he or she has become accustomed to.

The truth of the underlying motivation can be seen in a person’s varying levels of production. When the bills are piling up and the mortgage has to be paid, the agent may rise to the occasion and always come through in the clutch, closing transactions to make sure that everyone gets paid in the appropriate timeframe. And if the agent closes some big transactions and makes a lot of money in a short period of time, the agent then may find himself or herself coasting for a while afterwards, and not doing what will continually have them develop great new real estate business. If they are true to form, they will again start to get motivated when they realize that the money is beginning to run low again - and now IT’S TIME TO GET MOVING!

Top-producing people who are constantly motivated towards new, higher levels of achievement don’t experience the same tendency to coast after they make a lot of money. They are more likely to achieve even greater success. They have internal, driving reasons to continue to do so.

So how can someone who is motivated primarily through moving away from pain still beat the system and become a consistent top producer? Well, one way is to proactively get your money out of your hands in a productive way. Instead of coasting after you earn a big bonus, then watching your reserve of cash dwindle down, invest your recently-earned money somewhere where you can’t get to it. This way, your mind

will get that you’re low on cash again and know that it’s TIME TO GET MOVING NOW! And, besides, we both know that you feel better anyway when you’re doing great, as compared to the times when you’re coasting.

There are also other ways to increase your production if you find that you’re someone who is motivated primarily by the hot seat instead of by the carrot on the stick. You can increase your monthly expenses. If you want to do it in a way that serves your financial future, you can have a fixed amount of money taken out of your checking account every month for investment purposes. Or if you’d prefer to indulge yourself in more immediate material desires, you could consider buying a new home or a new car. Anything that increases your monthly cash outflow will force you to coast less and produce more. And when your monthly demand for cash is higher, you can only coast for shorter periods of time. If you really get good at knowing how to do this with yourself, you’ll get closer and closer to eliminating your coasting time altogether. But again, I recommend that you orchestrate doing this in a way that best serves your financial future first, such as through investing your money instead of spending it.

People who have had tendencies in the past to run hot and cold with their production can definitely learn how to become consistent top producers. Sometimes, it’s just a matter of understanding how their own internal motivating mechanism works and then designing an approach that gives them only one alternative--the alternative of becoming a consistent, top producing success machine.

Why Are You Motivated?





Just do it...

We have news for you. Motivation is not going to strike you like lightning. And motivation is not something that someone else can bestow or force on you. The whole idea of motivation is a trap. Forget motivation. Just do it. Exercise, lose weight, get out and sell, or whatever. Do it without motivation. And then, guess what? After you start doing the thing, that's when the motivation comes and makes it easy for you to keep on doing it.

“Motivation,” says John Bruner, “is like love and happiness. It's a by-product. When you're actively engaged in doing something, the motivation to keep on doing it sneaks up and zaps you when you least expect it.”

As Harvard psychologist Jerome Bruner says, you're more likely to act yourself into feeling than feel yourself into action. So act! Whatever it is you know you should do, do it.

The attitude development of children is very similar. If a parent says to a child, “Change your attitude”, it is not likely to happen. The message is too general. The change we want is unclear. A more effective approach is explaining behaviours that signify bad attitudes. If we help them change their behaviours, the attitudes will change on their own.

It's the same for us in business. If we want a change for the better, we must start by doing something different. Then as our behaviour changes, so will our results.