

## Motivation

Success in life is all about such things as attitude, consistency, character and motivation. Most people are not really lazy – just uninspired.

**William Ward** – *Enthusiasm and persistence can make an average person superior. Indifference and lethargy can make a superior person average.*

### 3 Types of Motivation

***Fear Motivation*** – lowest form of motivation

Doing something because we don't like the consequences of not doing it. Parents, teachers, bosses eg. "We will continue to fire people until morale improves." Can work but results are temporary and side affects are disastrous.

***Incentive Motivation***

Doing something because of the rewards we get when we do it. Carrot and donkey scenario (but what happens when the donkey gets sick of carrots?)

***Internal Motivation*** – highest form of motivation

Doing something because we want to do it, despite the penalties of not doing it or the rewards for achieving it. Intrinsic motivation – We achieve because we believe. Break it right down to its simplest form – A tight focus is a right focus coupled with an open mind.

*He who seeks one thing, and but one,  
May hope to achieve it before life is done.  
But he who seeks all things where he goes,  
Must reap around him in whatever he sows  
A harvest of barren regret (R Earl Allen)*

I succeed because I'm successful, I win because I'm a winner, I overcome because I'm an overcomer, I achieve because I'm an achiever, I step up, stand out, break through, rise above, take the lead, set the grade, raise the bar, lead the way because of who I am on the inside.