

MOTIVATION FOR SUCCESS GUIDE



**Build Unstoppable Motivation
To Accomplish Your Goals**

Motivation For Success Guide:

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Table of Contents

Introduction	3
Chapter 1: Different Types Of Motivation	5
Chapter 2: Set Goals That Interest You	7
Chapter 3: Find Inspiration In What Surrounds You	9
Chapter 4: Establish A Successful Mindset.....	11
Chapter 5: Align Your Values With Your Work.....	13
Chapter 6: Surround Yourself With Successful People.....	15
Chapter 7: Find A Mentor That Keeps You Motivated.....	17
Conclusion.....	19

Introduction

Motivation is usually defined as the force that compels us to action. This is what causes us to work hard and gives us the impetus we need to succeed at whatever we choose to do. Motivation is also the driving force behind our behaviours and our ability to accomplish the goals we want to achieve.

Everyone needs motivation in order to gain that drive or will to succeed, to do the great things or goals we want to achieve in our lives. It's similar to an automobile needing fuel to get where it needs to go; without that motivation to drive us, we will have a very difficult time getting to where we need and want to go, much like an automobile without fuel.

The key challenge for many of us is, how do we get and maintain the motivation we need to succeed? Virtually everyone deals with periods of lower motivation, often due to unexpected challenges or difficulties that arise. It can be the slow lack of progress toward our goals that wear down our motivation to succeed. The challenge for us is keeping that motivation level high so that we can achieve the goals and success that we want to achieve.

Motivation is not the same for everyone. Some people will be driven by a love of family, others will be driven by their own careers, yet others will be driven by circumstances outside of themselves, such as the environment. What drives one person may not drive someone else, but everyone is driven by something, someone, some factor. The key is learning what makes us "tick," what causes us to raise our level of performance, our awareness, and our effort to achieve our goals and attain success in our lives.

In this book, you will learn the different types of motivation and learn how to set goals that will interest and motivate you.

You will learn how to find inspiration in the environment and circumstances that surround you. You will learn how to establish a successful mindset so that you can achieve the goals you want to achieve. You will learn how aligning your values with your work will give you increased motivation to strive harder and do your best to reach your goals. You will learn how surrounding yourself with successful work can aid your motivation and make you strive that much harder for your goals. Finally, you will learn how finding a mentor can help to keep you motivated so that you have a greater chance of achieving your goals.



Chapter 1: Different Types Of Motivation

There are many different types of motivation, and different types of motivation will drive different people. One type of motivation will drive a person, while it will not drive another person. Similarly, another type of motivation will drive the second person and not the first person. In this chapter, you will learn of the different types of motivation that can drive us to do great things and achieve our goals.

There are two main types of motivation: Intrinsic motivation and extrinsic motivation. Intrinsic motivation is internal, coming from within oneself, and it is often invisible to other people. Extrinsic motivation is external, coming from outside oneself, so it can often be seen by other people.

Both intrinsic and extrinsic motivation can come from a variety of sources, and those sources can be positive or negative. For instance, one source of motivation is an incentive or reward for something that we do well. For example, if we do our jobs well, we may get a monetary bonus to increase our pay check. This is an example of positive extrinsic motivation- people can see we are working hard to do our jobs well so that we get rewarded for it.

Similarly, we are also attempting to do our jobs well so we are not fired and replaced by someone with a better skill set or better ability to perform those skills. The extrinsic motivation here is fear, the fear of losing our jobs. Again, people can see that this is the reason we are really striving to do well in our jobs.

Some examples of intrinsic motivation include achievement. We are looking to satisfy our internal desire to achieve our goals and take on more challenges. This is positive intrinsic motivation; this is a type of motivation that other people really can't see- it is a desire within ourselves to accomplish the tasks we set out to do and take on more challenges.

Another example of intrinsic motivation is growth. Our need to improve ourselves and our skills is an internal one that other people really can't see. We often want to grow to be able to influence our environment and our world more easily and make a difference.

One type of motivation that can be positive or negative is the desire and need for power. A positive need for power is one where we want to control our own lives and be able to influence others in a positive way. However, a negative need for power is where we have the overriding need to dominate others and control every aspect of their lives. This can lead to some people wanting to commit illegal, immoral, and/or harmful behaviour toward others in an effort to satisfy this overriding need.

Another powerful form of motivation is social. We often feel a need to belong to a larger group, to be accepted by them and be affiliated with them. We often look to either be accepted into a group that shares our views and values, or we modify our views and values to be more closely aligned with the group.

All of these forms of motivation can be positive or negative; it really depends on how the person is motivated by these forms that determines whether the motivation is one that drives them to do positive actions or negative actions. As said before, different people will be motivated by different factors; one factor can motivate one person and not another.

You've learned different types of motivation that drive people to reach for and attain their goals. In the next chapter, you will learn to set goals that interest you so you can have a greater chance of achieving them.

Chapter 2: Set Goals That Interest You

In the last chapter, you've learned of different types of motivation that can drive people to reach for and attain their goals. In order to help you attain the goals you wish to attain, you should set goals that interest you.

People need to learn what makes them “tick” when it comes to what interests them. As mentioned in the last chapter, not every form of motivation will inspire people to raise their performance and their effort to achieve their goals. Some people will be motivated by achievement and/or growth, some will be motivated by incentive and/or fear, others will be motivated by power and/or social factors.

You need to learn what makes you “tick”- what inspires you to really raise your game and increase your performance, focus, and effort to attain your goals? Really evaluate yourself and see what inspires and motivates you to push yourself harder and reach for your goals. Which of the forms of motivation drives you to succeed?

Once you can answer what form(s) of motivation inspire(s) you to reach farther and work harder, you will have an easier time knowing what goals will interest you and inspire you to work harder and do more. For instance, if you are motivated by achievement and/or growth, you may want to attain a highly-valued degree and attain a high-level position that can make an impact on our world. If you succeed, you can not only improve your skills (i.e. growth), but you'll also accomplish great things in your high-level position (i.e. achievement). You may or may not also be motivated by other factors such as incentive, fear, power, and social as well.

Perhaps you are more concerned about your family and ensuring that they have a bright future. Therefore, you may want to attain a high-level position that pays well and is less likely to be laid off or replaced. As a result, your motivating factors could be incentive and fear.

The incentive is performing well at your position so you can be paid large amounts of money and receive other perks (i.e. vacations, etc.), while you will also work hard out of fear of losing your position.

Essentially, you need to determine what really motivates you to work harder and strive more for your goals. Only you can answer that, and there is no right or wrong answer. As mentioned before, different motivating factors influence different people; not every factor will motivate every person. Therefore, you need to take the time to really evaluate what drives you- this will help you to choose goals that interest and motivate you. Choosing goals that don't interest and motivate you will cause you to put less effort into achieving them, as you really won't care whether you reach them or not. All you'll be doing is wasting time that you could be putting toward achieving the real goals you want to achieve.

In this chapter, you've learned how to set goals that interest you based upon the different factors that motivate and inspire you to do more and reach more for your goals. In the next chapter, you will learn how to find inspiration in the environment that surrounds you.

Chapter 3: Find Inspiration In What Surrounds You

In the last chapter, you learned how to set goals that interest you based on what factors motivate and inspire you to do more and reach more for your goals. In this chapter, you will learn how to find inspiration in the environment around you so you can have an easier time being and staying motivated to achieve the goals you want to achieve.

As mentioned in the Introduction, we all will experience periods of lower motivation, especially if we are experiencing less success than we anticipated or moving more slowly toward our goals than we anticipated, etc. The key is to keep the motivation high, as it's really our "fuel" to attain the goals we want to achieve. One good way to keep our motivation high is to find inspiration in the environment that surrounds us.

Inspiration is defined by Dictionary.com as "a thing or person that inspires." This means that a person or thing can lead us to increase our effort and motivate us to strive more for our goals.

For instance, if we are really motivated to improve our education and our skills, but are dismayed by the difficulty of a course we have to take to get our degree, we may find inspiration in an older person obtaining his/her college degree in the same field. We can be inspired by the fact that the older person likely had more challenges to getting his/her degree, such as not having been in class for several decades and perhaps not being as mentally sharp as he/she was when he/she was younger. This can inspire us to raise our effort and focus to overcome the difficulty we are having in class and obtaining our degree.

Similarly, if we want to preserve the environment, but are dismayed by our lack of progress in helping it because of other people's actions, we may be inspired by a child having a bake sale to raise money to help the environment.

We can be inspired by the fact that the child has less means to help the environment because he/she doesn't hold a job and can't transport himself/herself to various destinations, yet was able to do his/her part to help the environment. This can inspire us to raise our effort and focus to do more to help the environment.

Essentially, we need to look around at our environment and see who or what can inspire to keep our motivation and enthusiasm up to attain our goals.

Maybe it's a co-worker who is dealing with a disability or has lost a loved one recently, yet he/she continues to come into work, remains focused and productive in his/her occupation, and does it all with a smile and without complaining. Such an example can lead us to raise our effort, since we aren't dealing with the same challenges he/she is facing; we can think, "If he/she can do this, why can't I?"

Therefore, we need to look at things and people in our environment to help us overcome those periods when our motivation and enthusiasm is down to completing the tasks we need to complete to achieve our goals. There are often many examples that can help us improve our performance. If, by chance, there isn't, or if these examples aren't helping enough, that may indicate you need to change your environment (i.e. change your job, move to a new location, etc.). However, in most cases, we are already in an environment that can inspire us to work harder, focus more, and achieve more of our goals; we just have to look for those examples and be inspired by them.

In this chapter, you have learned how to find inspiration in the environment that surrounds you. In the next chapter, you will learn how to establish a successful mindset so you can be continuously motivated and achieve more of your goals.

Chapter 4: Establish A Successful Mindset

In the last chapter, you learned how to find inspiration in the environment that surrounds you. This can include people, objects, or a combination to help you overcome those periods where your motivation is lower due to unexpected challenges that arise while you attempt to achieve your goals or because of slower progress in reaching those goals. In this chapter, you will learn how to establish a successful mindset so that you can remain motivated and achieve those goals.

It's virtually impossible for anyone to do their best work and achieve the goals they want when they have a negative outlook. If they are always down on themselves and their ability to perform the tasks they need to complete in order to reach their goals, chances are high that they will be less successful as achieving their goals than someone who has a positive outlook and is confident in their ability to perform the tasks they need to complete in order to achieve their goals. Therefore, it is vital you have a positive, successful mindset in order to give you the best chance to achieve the goals you wish to accomplish.

There are several ways to establish a positive, successful mindset to help you to achieve your goals. Look back upon your life and think about your recent successes. Have you been recently promoted or has your business reached a new height and level of success? Have you helped someone else to reach a new level of success in his/her life? Have you helped someone who was in trouble, rescued an animal, or adopted a pet? Have you launched a successful product recently? Have you put a smile on someone's face who has been dealing with adversity, depression, or the recent loss of a loved one?

All of these successes can help to inspire you and give you a positive, successful mindset. They can show you that you have what it takes to reach and achieve your goals. You are smart enough, determined enough, and skilled enough to achieve the goals you want to achieve, despite the challenges or roadblocks that stand in your way.

If you can't inspire yourself enough to attain a positive, successful mindset, talk to family and/or friends to help gain encouragement about your abilities and having what it takes to succeed and reach your goals. If you need more inspiration, consider talking to a psychologist about any doubts or inhibitions you may have when it comes to your ability of completing tasks, getting things done, and doing tasks at a high level. You can also read and/or listen to inspirational CDs, DVDs, and/or music to help put you in a better frame of mind about your own abilities and your overall ability to reach your goals.

Additionally, it helps for you to unwind and relax after strenuous days at work or in your business. If you've had a particularly challenging day where things didn't go as planned, take some time off, listen to some relaxing and/or inspirational music, and/or do a favourite activity you enjoy. Take some time away from work, let your mind clear, and come back refreshed and ready to take on the challenges that stand between you and your goals.

In this chapter, you've learned that having a positive, successful mindset is key to helping you attain your goals. Those who have a positive, successful mindset will be more inspired and motivated to strive for and reach their goals than those who have a negative, disdainful mindset. Recall your past successes and know that you have the ability to succeed and achieve your goals. Talk to family, friends, and/or a psychologist if you need additional motivation in your ability to achieve your goals. Also, listen to inspirational music and/or CDs/DVDs, especially if you've had a challenging day at work or in your business to help you unwind, relax, and refreshed to come back and take on the challenges that stand between you and your goals.

In the next chapter, you'll learn how to align your values with your work so that you can have a greater chance of achieving your goals.

Chapter 5: Align Your Values With Your Work

In the last chapter, you learned the importance of developing a positive, successful mindset in order to achieve your goals. In this chapter, you will learn how and why aligning your values with your work will help you to stay motivated and achieve more of your goals.

As mentioned earlier, we are all motivated by different factors; different factors will motivate different people. Some are motivated by incentive and/or fear, some by achievement and/or growth, some by power and/or social factors. We need to know what motivates us to strive harder for our goals and achieve them.

We also need to know what we truly value so that we can be driven by it. For instance, if we care deeply about the environment, but work for a company that is interested in earning profits at the expense of the environment, our motivation to work hard and achieve promotions and incentives will be lower. The reason why is because, our internal values and the motivation that drives us to work harder to achieve our goals is negatively impacted by the fact that the company's values don't align with ours.

As a result, our hard work leads to actions that run contrary to our own values. Therefore, we have an innate tendency to not work as hard or not do as much for the company because of their contrarian values to ours. To work hard for achievement, incentive, and even out of fear would cause us to not be true to ourselves, which hurts our motivation.

As a result, you need to align your values with your work, and your work with your values. If the company you work for or the business you are in runs contrary to the values you hold most dear, then your motivation will suffer, and you will not achieve as many goals as you would if you worked for a company or ran a business that appreciated the same values you do.

When you work for a company or run a business that appreciates the same values that you do, you feel more inspired and motivated to do more for that company or business, to strive more for them to succeed. This leads to you wanting to achieve more and grow more, as you are being true to yourself and advancing the causes and values you believe in. You're also trying to impact the world in a positive way (i.e. power and social factors) by striving to do more for the company and business because their values align with yours.

In addition, when you work for a company or run a business whose values align with yours, it's likely you will meet people who have similar values. This can magnify your power and influence to affect your power in a way that brings your values and ideals to the world at large more easily.

In this chapter, you've learned that aligning your values with your work and vice versa can help to inspire and motivate you to strive harder and do more to achieve your goals. If you work for a company or run a business that runs contrary to your values, you will not be as motivated or inspired to work harder for them because you will be doing actions that are detrimental to your values and will lead to you not being true to yourself. This is why you must align your values with your work. In the next chapter, you will learn how surrounding yourself with successful people can increase your motivation and boost your success and reaching your goals.

Chapter 6: Surround Yourself With Successful People

In the last chapter, you learned that aligning your values with your work is key to remaining motivated and doing your best work for the company you work for or for the business that you run. You won't be as eager and motivated to work for a company or a business whose values don't align with your own. To increase your motivation and the chances of reaching your goals, it also helps to surround yourself with successful people.

When we are surrounded by successful people, their positive "can-do" attitude, inspiration, and habits can rub off on us and improve our ability to perform the tasks we need to complete in order to achieve our goals. Additionally, their positive attitude will enable us to remain motivated and focused on the task at hand and complete it to the best of our ability.

When we are surrounded by negative people and people who are no more experienced than we are, it's hard to remain motivated and positive. We start to question our own abilities and our desire to even continue working at a high level because of all of the negativity and the fact that these people are similar to us in terms of skill level, experience, etc. We may question whether this is all there is to life and if we can't do any better.

This is why it is vital to surround yourself with successful people, whether you work for a company or run your own business. As mentioned earlier, it's hard for us to keep our motivation level high at all times; it will wane and fall from time to time, especially when we face unexpected challenges or we don't attain as much success as quickly as we expected. Being around positive, successful people can help us to increase our motivation and strive harder to achieve our goals. In addition, successful people can give us advice and information to help improve our skills and our outlook, giving us a greater chance to succeed at reaching our goals.

In this chapter, you have learned how surrounding yourself with successful people is critical to remaining motivated and striving hard to achieve our goals. Being around negative people with no more success than you can lead to a drop in motivation because you'll question if you really want to work hard in such an environment, questioning whether there is anything more to life than this. Being around positive, successful people can aid you in keeping your motivation up, striving harder to achieve your goals, and improving your skills and outlook so that you can achieve more of your goals. In the next chapter, you'll learn how finding a mentor can help to keep you motivated.

Chapter 7: Find A Mentor That Keeps You Motivated

In the last chapter, you learned how being in an environment with positive, successful people can help you to stay motivated and strive harder to attain your goals. In this chapter, you will learn how finding a mentor can help to keep you motivated and strive harder to attain your goals.

In virtually any line of work, there is usually always someone who has been there and done that, knowing the pitfalls and challenges that lie ahead. Having such a person guide you can help to keep you motivated for many reasons.

First, you don't feel like you're alone, which is especially critical if you're running your own business. Second, knowing potential pitfalls and challenges that lie ahead can help you to avoid them and not have to endure the hardships that a mentor has faced. Third, you can go to this person for advice, guidance, and even inspiration when you are unsure about what to do next or reassurance in the event you are hesitant to take an action because you're afraid it will backfire and harm your business and reputation.

Therefore, it helps to have a mentor in virtually any line of work, and in most cases, there have been people who have already been where you are at now. Thus, it makes sense to try to find someone who can help you. Of course, not everyone who is experienced is willing to be a mentor or is even made to be a mentor. He/she may be too involved in his/her own business to be willing to help you, and if he/she doesn't have a positive mindset or doesn't have encouraging insight and guidance to aid you, he/she may not serve as a good mentor even if he/she has the knowledge to help you.

You need to find someone in your field who is willing to help you and guide you. There are people who are often willing to share their knowledge with you and "take you under your wing" to help you avoid or minimize the pitfalls and challenges they have faced. Of course, the mentor can get several things out of this arrangement with you.

He/she could get money (i.e. you pay a monthly or annual fee for their continued guidance and support), a partnership with you (i.e. you give part of your profits you gain from products and/or services you create based on his/her advice), prestige and recognition (i.e. you acknowledge him/her as your mentor and attribute your success in part to him/her), etc.

Therefore, chances are few to none will be willing to mentor you for free; you will likely have to “pay” something in order for him/her to mentor you. However, if you truly believe in this person and he/she is willing to guide you, chances are that the “payment” will be worthwhile and beneficial for you and for him/her as well.

In this chapter, you have learned how a mentor can help you to stay motivated and give you a better chance to achieve the goals you wish to achieve. He/she can help you to avoid or minimize the pitfalls and challenges he/she has faced. You also have someone you can turn to for guidance, support, and motivation when you are unsure of what to do or have doubts on what your next step should be. It’s likely you will have to “pay” something for that person to be your mentor, but if he/she is someone you believe can help you achieve more goals and be more successful, the chances are high that the “payment” will be worth it.

Conclusion

After reading this book, you should know what different types of motivation there are, including both positive and negative intrinsic and extrinsic motivation. You also know that not every type of motivation will motivate everyone- some will be motivated by growth and/or achievement, others by incentive and/or fear, others by power and/or social factors.

You need to set goals that inspire you based on the motivation and factors that drive you. Everyone will suffer losses of inspiration and motivation due to unexpected challenges or lack of success over time. It's key to find motivation in the environment around you to keep your levels of motivation high so you achieve more of your goals.

Establishing a positive, successful mindset is also key to being able to attain more of your goals. It's much harder to attain goals when you have a negative, disdainful mindset. Review the successes you've already had and talk to family, friends, and/or a psychologist about any apprehension you have about your own abilities to achieve your goals. Especially after a difficult day, take some time to relax, unwind, and listen to some inspirational music and/or CDs/DVDs to recharge and come back more motivated to handle the challenges that stand in the way of your goals.

It's important to align your values with your work to ensure you remain motivated and committed to achieving your goals. Working for a company or running a business that runs contrary to your values is not going to motivate you to work harder, as working harder will lead to exemplifying values that run contrary to your own. In other words, you won't be true to yourself, which is why you need to align your values with your work to remain motivated and strive harder to attain your goals.

Surrounding yourself with positive, successful people can keep your motivation high and encourage you to strive harder for your goals. You can also learn to improve your skill set by learning from these people. A mentor can also help to motivate you to strive harder for your goals. He/she can help you to avoid or minimize the pitfalls and/or challenges he/she has faced, plus you can turn to him/her when you have questions or doubts on what to do next. Any “fee” he/she may ask for will likely be worth the additional motivation and benefits you receive from him/her.

Good luck!



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