

# The ABC of Motivation

How to motivate yourself and  
others.





## \_For you, if...

Don't know how to motivate yourself at times & slip into inactivity.  
Want to know how to motivate your team.

### Try This! \_Quickies

5min

A

#### Beat Your Gremlins

Write down a list of limiting beliefs, fears and inner voices that keep you from doing what you want. Check if there's a *recurrent theme*. Don't analyse, just observe. What can you do about this in the present?  
Does the Belief Nr. 1 (2,3,4, ...) hold true in all circumstances?

#### Check your Meta Structure:

- \_When is that not true?
- \_How exactly does it change depending on context?
- \_Who are we talking about exactly? And whom not?
- \_Does this apply 100%? Are you caught in black and white thinking pattern?
- \_Do you own that judgement, or is this some mysterious universal law?

B

#### Create an environment that thrives on motivation

Research has proven that extrinsic factors (such as salary increase, reward systems in form of medals and hierarchical structures) work in some work environments (that require mechanical skills), but are highly ineffective in work cultures that require our cognitive skills.

#### What engages a team and motivates a colleague needs 3 crucial

##### ingredients:

##### Autonomy

being in charge of personal and professional decisions and having a field of responsibility & impact.

##### Belonging

(Relatedness): the feeling of belonging to a group, to a vision, a reason for doing that is higher than oneself.

##### Competence

being capable of successfully mastering a task whilst feeling a "stretch", with room for improvement.



**\_Take it further!**

**5minx3weeks**

## **GRATITUDE JOURNAL**

What we focus on turns into our reality eventually. As Mark Manson says, “*Our brains are meaning machines.*” So, you will want to be in charge and steer your brain to create a positive outlook and attach constructive meaning to your daily life. As Tony Robbins says in his interviews, our brains are not meant to make us happy, but to survive. Keeping up motivation and positive outlook requires constant attention of ourselves.

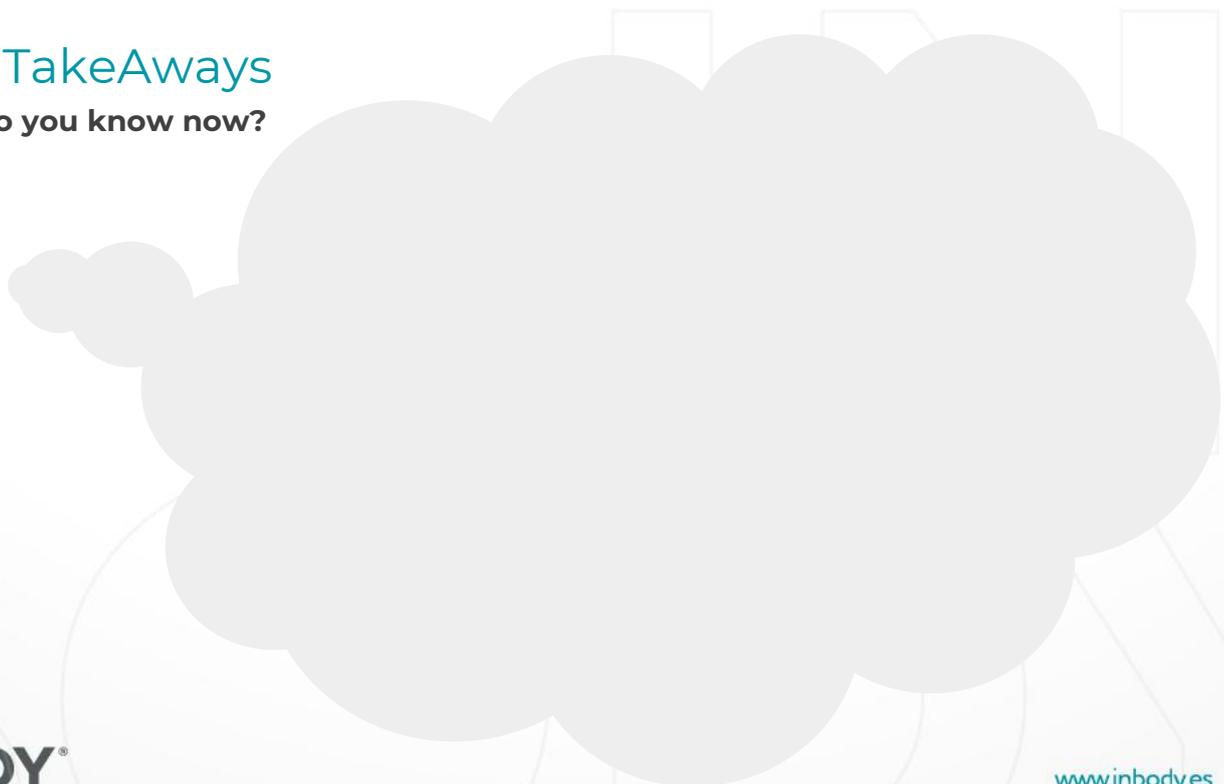
This is why we recommend committing a “Gratitude Journal”. It allows you to shift from scarcity to abundance.

### **\_Here’s how it works**

- Get a Journal, create a space in your tablet or phone to write once a day (there are nicely designed journals on amazon for those of you who love to doodle and draw)
- Answer all of those following three questions ones a day (you pick the time, but do stick to it!)
  - ◆ What am I proud of today?
  - ◆ What am I grateful for today?
  - ◆ Whom did I help today, and who helped me out today?

## **► Your TakeAways**

**\_What do you know now?**





*Let me know how you are getting on!*

For more advice and solutions check our [worksheets online](#), and watch some videos from our [Bounce Back Video Series](#).



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