



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
MANAGEMENT CONSULTING GROUP

WILL ROBERTSON / JAY McDOWELL

Will@PS-MCG.com Jay@PS-MCG.com

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562-577-7000

MOTIVATION

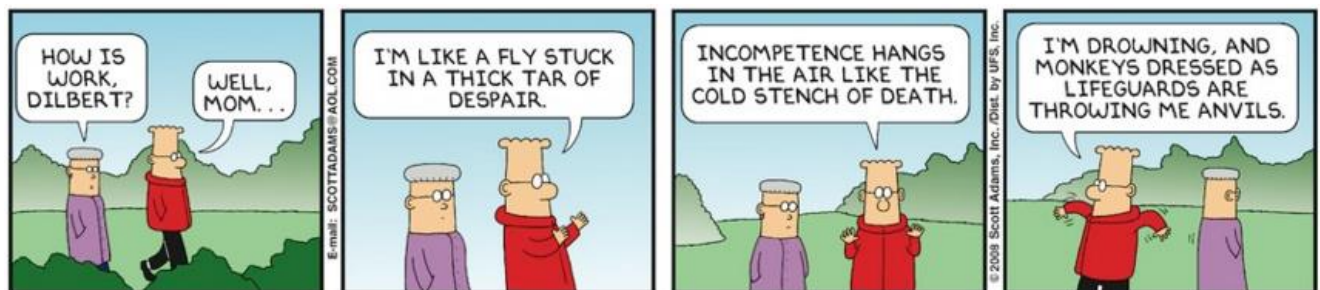


Welcome to another Monday Motivator! In this edition, we're going to touch on a word we hear a lot but don't usually explore its true meaning.

Our sales training program Selling Below the Price Line™ says this about staying motivated:

Motivation is an inside job. It starts with what we think about all day long. When we get ready for the day in the morning what thoughts are bouncing around in our heads? Are they positive, uplifting

thoughts or are they dragging you down? Here's a cartoon strip that illustrates a funny take on LACK of motivation ...



While this seems funny to us, in reality there are folks who actually think like this. It's just not good for personal or professional productivity in general.

Here is a quote from Steve Jobs' 2005 commencement speech at Stanford University: *"Your time is limited, so don't waste it living someone else's life. Don't be trapped by dogma – which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And most important, have the courage to follow your heart and*

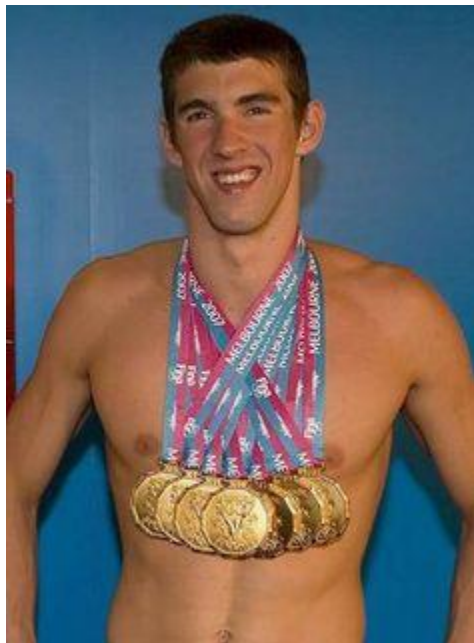
intuition. They somehow already know what you truly want to become. Everything else is secondary.”

To stay motivated just use what are called “Affirmations.” We cover this topic many times in the Monday Motivator series because it’s important that we understand the power of it. An affirmation is a simple message you read or mentally repeat to yourself over and over. Here’s an example...

ALL GOOD THINGS
COME EASILY &
FREELY TO ME!

Affirmations work very well when you see them over and over. They can apply to anything you want to see a positive change in. They can also apply to both personal and professional goals. Many of our clients actually use them with Post-It® notes on their bathroom mirrors so they see them every morning. The way they work is to mentally send a message to the mind that what one wants to achieve

is doable and within reach. Just thinking this allows a person to take actions that eventually result in hitting goals. I highly recommend it to all my students.



Many times we only have to see what’s possible in order to summon up the energy, determination, drive, ambition and effort to win the gold! Just look at the winner to your left. Do you think he is basking in the joy of coming in first. Not second or third. **FIRST!**

Michael Fred Phelps II (born June 30, 1985) is an American competition swimmer and the most decorated Olympian of all time, with a total of 22 medals in three Olympiads. Phelps also holds the all-time records for Olympic gold medals (18, double the second highest record holders). It’s hard to look at this photo and not feel some tinge of motivation.

Many times, just being around winners makes you want to join their ranks. Imagine that **YOU** can be this level of winner. What would you do? What would you give up to do it? Do you think you’d focus so much on the prize that you would end up with the prize? How about over and over? What would it take to motivate you to try? If you can list the needs you feel are necessary to finish first at anything you desire you are on your way to achieving it. A wise man once said that the longest journey begins with a single step. How true that is!



So, when we come down to it visualization is a big part of motivation; seeing in your mind's eye that YOU can be a winner. No matter whether it's at your desk, participating in sports, becoming the No. 1 authority in your field or being the best person you can be, it all starts with motivation.

Finally, many times motivation is a function of acknowledging to yourself that you've accomplished something important when you score even a small win.

For example, if you reach a goal that was one of your objectives, don't just brush it off as if it was an accident. Throw a little mental party to celebrate your win. The human mind remembers everything you think. Self-acknowledgement is no exception.



In summary, motivation is the internal self-talk that you create and listen to every day of your life. It's a function of becoming what you most want for your present and your future. Since life is a series of moment by moment decisions, let's take time to create a GOALS list (more on this in another Monday Motivator message) then acknowledge our wins when we reach our objectives.

Want to learn more about MOTIVATION?

Look no further than this guy ... Tony Robbins. He pretty much wrote the book on it!



And here is the link to many of his best motivational quotes:

<http://addicted2success.com/quotes/50-powerful-tony-robbins-quotes-that-has-changed-my-life/>

Until next week, if you know of any business that can use the benefits of highly effective coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

Will Robertson, Founder / CEO and Jay McDowell, President / MBA are doing business as Performance Strategies as of Jan. 1, 2017. Our offices are located at 1231 E. Dyer Road, Suite 215, Santa Ana, CA 92705. You can reach us 562-577-7000. Our web site is www.PS-MCG.com Our E Mail addresses: Will@PS-MCG.com and Jay@PS-MCG.com



Will Robertson, Founder / CEO



Jay McDowell, President / MBA

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