



Motivation is what pushes you to succeed and determines, to a large degree, if you are going to succeed or fail. Motivation is that driving force which allows you to achieve your goals and go after what you want in life. As long as you have strong personal motivation, you can achieve almost anything that you want from life.

But even the most motivated person needs a little extra help sometimes. According to John Wesley, Editor-in-Chief for PickTheBrain.com, there are two primary reasons we lose motivation:

1. **Lack of confidence**—if you don't believe you can succeed, what's the point in trying?
2. **Lack of focus**—if you don't know what you want, do you really want anything?

How To Boost Confidence

The first motivation killer is a lack of confidence. When this happens it's usually because you are focusing entirely on what you want and neglecting what you already have. When you only think about what you want, your mind creates explanations for why you aren't getting it. This creates negative thoughts. Past failures, bad breaks, and personal weaknesses dominate your mind. You become jealous of your competitors and start making excuses for why you can't succeed. In this state, you tend to make a bad impression, assume the worst about others, and lose self confidence. The way to get out of this thought pattern is to focus on gratitude. Set aside time to focus on everything positive in your life. Make a mental list of your strengths, past successes, and current advantages.

We tend to take our strengths for granted and dwell on our failures. By making an effort to feel grateful, you'll realize how competent

and successful you already are. This will rejuvenate your confidence and get you motivated to build on your current success. It might sound strange that repeating things you already know can improve your mindset, but it's amazingly effective. The mind distorts reality to confirm what it wants to believe. The more negatively you think, the more examples your mind will discover to confirm that belief. When you truly believe that you deserve success, your mind will generate ways to achieve it. The best way to bring success to yourself is to genuinely desire to create value for the rest of the world.

Developing Focus

The second motivation killer is a lack of focus. How often do you focus on what you don't want, rather than on a concrete goal? We normally think in terms of fear. *I'm afraid of being poor. I'm afraid no one will respect me. I'm afraid of being alone.* The problem with this type of thinking is that fear alone isn't actionable. Instead of doing something about our fear, it feeds on itself and drains our motivation.

If you're caught up in fear based thinking, the first step is focusing that energy on a well defined goal. By defining a goal, you automatically define a set of actions. If you have a fear of poverty, create a plan to increase your income. The set of actions could then be going back to school, obtaining a higher paying job, or developing a profitable website. The key is moving from an intangible desire to concrete, measurable steps. By focusing your mind on a positive goal instead of an ambiguous fear, you put your brain to work. It instantly begins devising a plan for success. Instead of worrying about the future you start to do something about it. This is the first step in motivating yourself to take action.

Steps to Stay Motivated

1. **Keep a Positive Mental Attitude**—keep all of your negative thoughts out and use your positive thoughts to help keep you focused and motivated. Never doubt yourself and believe that you can achieve all of your goals. The second you start doubting yourself, is the second you start giving up on your goals.
2. **Have a Cause**—write down all the reasons you want to remain motivated to achieve your goals and why accomplishing your goals will bring happiness into your life. Also write down how not accomplishing your goals would affect your life.
3. **Keep a Journal**—keep a journal and write in it daily. Use this to track your improvements and keep you focused. A journal is a great way to self evaluate yourself on what's working and what's not.
4. **Confront Your Urge to Quit**—realize why you would quit on your motivational goals, and make a commitment to yourself. Write out a statement for all of the reasons you would quit, then write down a promise that you won't, and why you won't.

Set and stay focused on your motivation goals and whenever you get the chance, award yourself for your accomplishments. Your own sense of achievement will grow as long as you know you are constantly achieving more. You will begin to experience more positive results in your life; in both your personal and professional worlds. >

What's Your Motivation Style?



Motivation styles vary for different situations and topics but nonetheless, you draw on them all the time, especially when you try to learn something challenging. If you can recognize your predominant motivational style, you can identify the situations that best contribute to your motivation. Assess your preferred motivation style by taking a few minutes to complete the following questionnaire. These questions have no right or wrong answers. Your response offers insight about how you're motivated to learn. Begin by reading the words in the left-hand column. Of the three responses to the right, circle the one that best characterizes you, answering as honestly as possible with the description that applies to you now. Count the number of circled items and write your total at the bottom of each column.

1. I am proud when I...	Get things done	Help other people	Solve problems by thinking things through
2. I mostly think about...	What's next	People	Different ideas
3. To relax, I tend to...	Rely on a consistently relaxing activity	Talk with friends	Learn something new
4. I like to do things...	Right away or on a schedule	When everyone else can do it with me	When it feels right to me
5. When online, I like to...	Search for specific information	Write emails, text message, or chat	Follow links in many directions
6. Projects should be...	Finished on time	Done in groups	Meaningful to my life
7. In school, I liked to...	Ask questions	Make friends	Explore many topics
8. I believe schedules...	Keep me organized	Help me coordinate plans with other people	Are useful tools to keep me on track
9. I like to be recognized for...	Being organized, neat, and on time	Being kind, thoughtful, and considerate to others	Being clever, curious, and a good problem solver
10. In terms of completing things...	I finish what I start	I like to enlist the help of other people	I want to be learning from start to finish
TOTALS	Goal:	Social:	Learning:

Your Motivation Style Results

The column with the highest total represents your primary motivation style. The column with the second-highest total is your secondary motivation style. Write in your primary and secondary motivation styles.

Your **primary** motivation style is:

Your **secondary** motivation style is:

If you are **goal-oriented**, you probably reach for your goals through a direct and obvious route. This might lead you to a reference book, your computer, or to call an expert—whatever means is available. You usually prefer meeting in-person when it's the most effective method and don't find learning, itself, much fun.

If you are **relationship-oriented**, you take part in learning mainly for social contact. When you meet and interact with people, you learn things along the way. You may not like working independently or focusing on topics (separately from the people) because that doesn't give you the interactivity you crave.

If you are **learning-oriented**, the practice of learning, itself, drives you. You search for knowledge because learning delights you and you may become frustrated by anything that requires you to spend more time following procedures than on actual learning.

Now that you are more aware of your style, and whatever your motivation style may be, allow it to contribute to more situations that best satisfy your needs.