

Motivation For A Lifetime

The #1 problem in leadership is MOTIVATION!

It's always easier to direct a moving object

M - Q
vs
I - Q

#1 What is a Motive?

- A MOTIVE is that within an individual which incites him to ACTION!

#2 What are the basic forms of Motivation?

- A. Extrinsic Motivation
- B. Intrinsic Motivation

The reason you do or do not do anything..... is because you either want to or you don't want to do it!

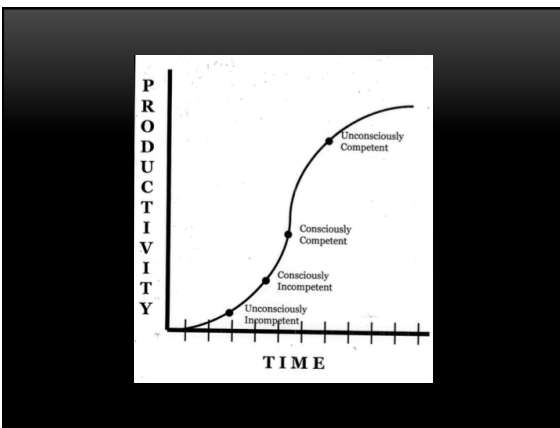
How do you develop a person's "want to?"

#3 What are the means of Motivation?

- A. You motivate by creating a need through personal exposure to reality.
- B. You motivate an individual by feeding and developing responsibility

The greater the investment
the greater the interest.

A leader is to
S—T—R—E—T—C—H
his people!



No responsibility....
No Motivation!

#3 What are the means of Motivation?

- C. You motivate an individual by providing encouragement and recognition.
- D. You motivate an individual by showing them how.

Often we give:
EXHORTATION
without
EXPLANATION

Four Phases of Leadership



#3 What are the means of Motivation?

E. You motivate an individual by personal enthusiasm.

**Enthusiasm in the leader –
Produces MOTIVATION
In your people!**

#3 What are the means of Motivation?

F. You motivate an individual by intensifying interpersonal relations

**Personal involvement
fosters greater MOTIVATION!**

#3 What are the means of Motivation?

G. You motivate an individual by dissolving emotional blocks.

**By dissolving emotional blocks –
you open the door for MOTIVATION!**

#3 What are the means of Motivation?

H. You motivate an individual by unconditional love.

**Study: Matthew
Mark
Luke
John**

**Love produces
loyalty and
commitment with
no strings
attached!**

**CARING
WILL COST
YOU!!!**

NEEDS

<u>TOTAL PERSONAL NEEDS</u>	<u>BASIC PSYCHOLOGICAL NEEDS</u>
Physical	Security
Mental	Love
Social	Recognition
Emotional	New Experiences
Spiritual	Freedom From Guilt

PROCESS PAGE

Event or Person: _____

<u>NEEDS</u>	<u>GOALS</u>	<u>PROGRAMS</u>	<u>METHODS & MATERIALS</u>	<u>ORGANIZATION & ADMIN</u>
The Why	The Target	When, Where Doing What	The How & With What	Who Will Do It

#3 What are the means of Motivation?

I. You motivate an individual by believing God can make him a significant person

**God chooses a man NOT because of what he is ---
But because of what he is to become.**

How you see a man will probably determine how that man functions.

It is not a man's ability, but his APPLICATION that is the key!