



8 Tips on Motivation

1. **LISTEN, LISTEN, LISTEN** – Listening is the single most powerful and persuasive thing you can do. When we listen to other people, we give away our most important and only non-replenishable resource – our time. That alone sends a powerful message.
2. **BE GRACIOUS** - Graciousness means demonstrating kindness and goodwill to another person. Emotional intelligence (EQ) is a powerful motivator.
3. **EXPRESS APPRECIATION OFTEN, AND IN WRITING** – Any good behavior that goes unacknowledged will eventually disappear.
4. **INVEST IN PEOPLE** – Nothing makes people feel as important than showing they are part of the bigger picture.
5. **THERE IS NO “BEST” PERSONALITY STYLE** – Acknowledge the fact we are all different and unique. Learn and understand your own personality style and those of others.
6. **REALISTIC FEEDBACK AND HONESTY CAN BE MOTIVATING** – When motivating others the one-size-fits-all approach is out.
7. **CREATE OPPORTUNITIES** – Once you’ve discovered what your people want create opportunities for them to achieve it.
8. **MOTIVATION IS MORE ABOUT EMOTION THAN LOGIC** – Don’t get hung up on perceptions of “what makes sense.” Make it your business to learn what motivates and matters to your associates. You will see the results.