

## **The Motivated Person**

- Sets goals - Long and short range. Tangible and intangible, written, time limits, visualized, and has a daily plan of action.
- Has a positive attitude.
- Is a winner. Looks at their strengths and thinks of all the reasons things can be done.
- Understand failure and moves ahead. Has a proper attitude toward mistakes and understands, as Emerson said, "All our gains are from the fruit of venture."
- Controls own destiny. They understand that they are where they are, and what they are, because that is where they really want to be.
- "For real," and are totally honest.
- Has a high self-image.
- Does lots of "possibility thinking" like great people "act" - little people "react"
- Makes decisions and accepts the consequences.
- Looks ahead and grows from the past.

## **The Unmotivated Person**

- Has a meandering life, is task motivated, procedure motivated, and is motivated by comfortable methods, directed by what others think.
- Thinks negatively.
- Is a loser. Looks at their weaknesses and thinks of all the reasons things can't be done.
- Fears failure and holds back. They usually want a safe, known area where there is no risk and consequently, no growth.
- Blames circumstances. Thinks success is based on luck.
- Phony and is basically dishonest.
- Has low self-image.
- Reacts and thinks as they have been conditioned to think and react.
- Weak, wishy-washy, a procrastinator.
- Looks back and relives past failures

*Don Meyer*