

## Are you Motivated or Unmotivated?

### 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.
- Understands failure and moves ahead. Has 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, and what they are, because that is where that 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.