

20 Ways to Stay Motivated

1. Write your goals down. Be specific so they can be measured & include a completion date.
2. Adapt the mindset: You are an expert at what you do.
3. Start a learning library. Begin collecting your best books on your expert area. Refer to them often.
4. Know what 'trips your trigger' -- a song, a clean car, a piece of jewelry, a certain color, fragrance, --and include it in your day.
5. Boost your energy through regular daily exercise.
6. Take radio breaks while driving. Listen to your own thoughts & ideas, let your potential pop.
7. Start a humor diary. How many times did you use humor today?
8. Get in the habit of allowing enough time to arrive early.
9. Do frequent 'image' checks. Image matters. When you know you look good, you feel good.
10. Have a personal theme song. You know the song -- it's the one that lights the fire within you.
11. Whistle, hum, sing. Singing in the shower is a good thing!
12. Do a random act of kindness each day.
13. Record your own CD of your favorite inspirational quotations for your car listening. (You can purchase a digital recorder such as an Olympus DS 2000 with a microphone adapter from Radio Shack)
14. Keep a journal of key phrases, inspirational quotes, closing techniques, questions. Include notes on what worked and didn't work in your sales calls. What do you want to remember next time?
15. Gather your favorite affirmations and repeat them to yourself frequently.
16. Craft an answer to: How are you? W. Clement Stone (Insurance businessman who lived into his nineties) always responded "I feel happy, I feel healthy, and I feel terrific." Or try "If I was any better there would be two of me! Let the creative juices flow!"
17. Show interest & convey the care. Make getting to know customers & others a priority. Greet them by name and follow with a question; i.e. How was that vacation?, How's the day treating you?
18. Schedule needed preparation time on your daily calendar so you don't come up a pork chop short.
19. Make someone smile.
20. Call people by their name. The synergy created bounces back to you.



Remember:
“ Motivation is an ‘inside’ job.”