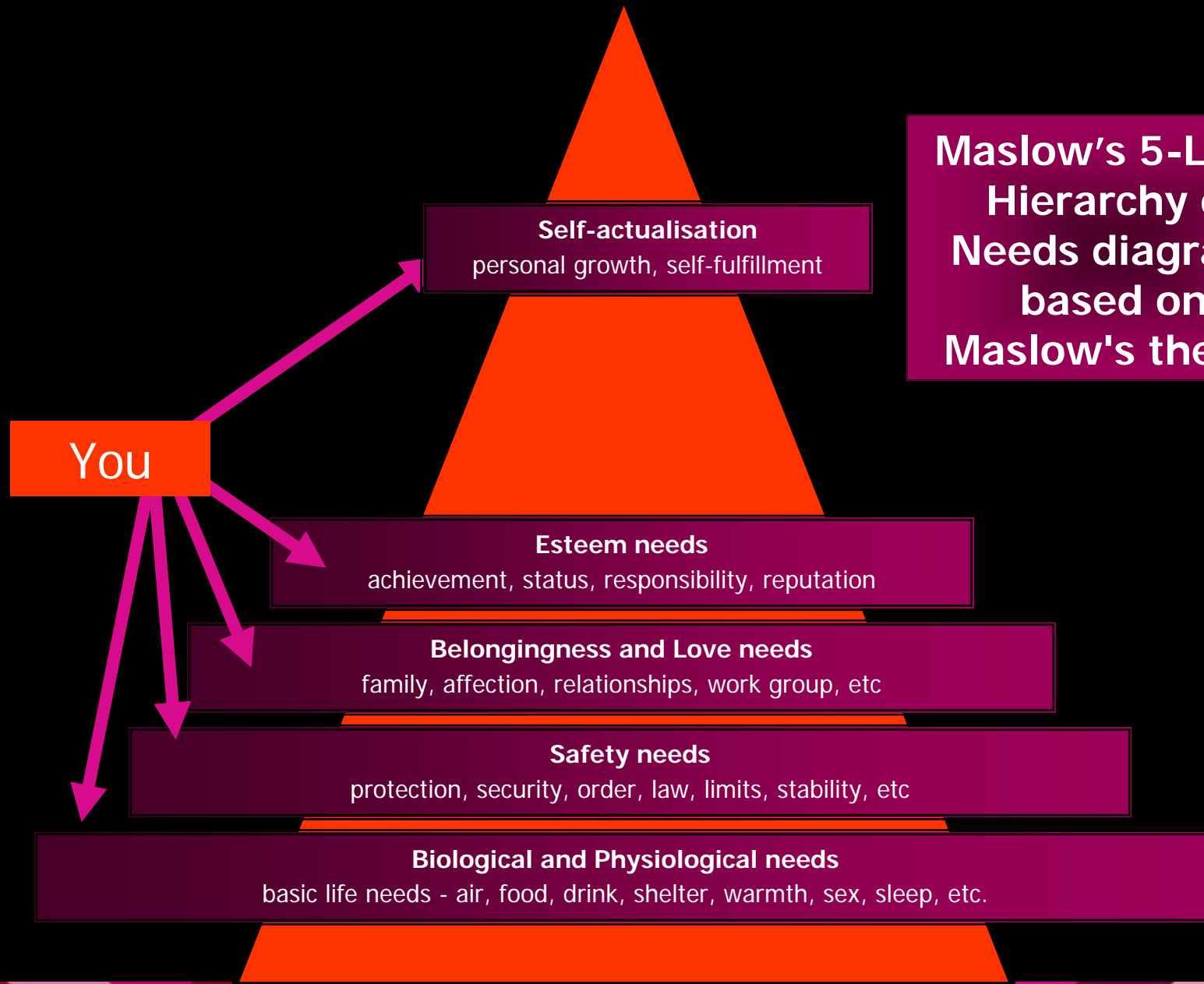


# Self Motivation

# What is motivation?

- ‘The will to act’. From the Latin verb ‘to move’
- ‘Motivation is the art of helping people to focus their minds and energies on doing work as effectively as possible.’
  - Saul Gellerman –motivation in the Real World

**Maslow's 5-Level  
Hierarchy of  
Needs diagram,  
based on  
Maslow's theory**



**Adapted 7 level  
Hierarchy of  
Needs diagram,  
based on  
Maslow's theory**

**You**

**Self-actualisation**  
personal growth, self-fulfillment

**Aesthetic needs**  
beauty, balance, form, etc

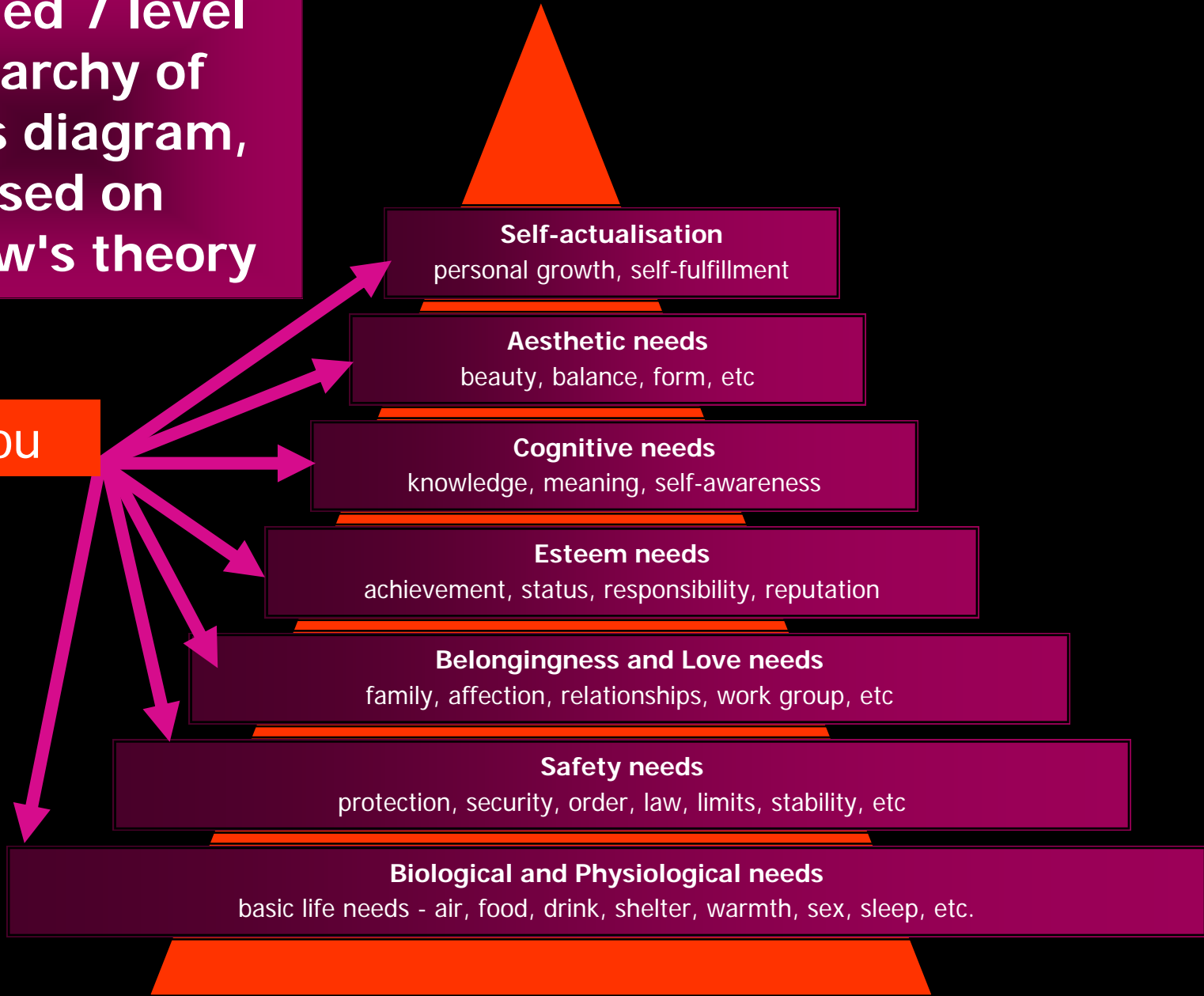
**Cognitive needs**  
knowledge, meaning, self-awareness

**Esteem needs**  
achievement, status, responsibility, reputation

**Belongingness and Love needs**  
family, affection, relationships, work group, etc

**Safety needs**  
protection, security, order, law, limits, stability, etc

**Biological and Physiological needs**  
basic life needs - air, food, drink, shelter, warmth, sex, sleep, etc.



Why Sales Leadership?

# Why Sales Leadership?

Strategies for self-motivation

# Goal Visualisation

- Original goals

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- Original goals
- Short, medium and long term goals
- Dream Book or collage

# Goal Visualisation

- Original goals
- Short, medium and long term goals
- Dream Book or collage
  
- Remember to celebrate goals on achievement and set new ones straight away

# Plan your time

- Have a start to your working day

# Feel good factor

- Prime time
- Work with your team
- Achieve goals through others

# Self-actualisation

- Desire to be successful

# Self-actualisation

- Desire to be successful
- Proving someone wrong
- Recognition
  
- Visualise yourself strong and successful

# Choose your attitude

‘Ability is what you’re capable of doing. Motivation determines what you do. Attitude determines how well you do it.’

Raymond Chandler, American Writer

- Fine vs Fantastic

# Summary

- Mix and match the strategies

‘People often say that motivation doesn’t last. Well neither does bathing, that’s why we recommend it daily.’

Zig Ziglar