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Sent: 04 March 2008 11:40
Subject: 'M' is for Motivation - What does it takes to get you going?, from Safety Net Development Coaching



Reach for the Stars

Your 'change for the better' newsletter from Safety Net Development

PERSONAL SUCCESS FOR PROFESSIONAL PEOPLE

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Reading time:
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Dear Friend,

'M' is for Motivation **What does it take to get you going?**

I sat down to write this at 9.10 this morning (Monday) intending to be fully completed by lunchtime. I got up and made myself sit down again at 10.15 and once more at 11am. Not a word had hit the screen so far. Several coffees, phone conversations, emails and other mundane tasks later, it is now 1.05 and finally the words are being typed. Why? Because at all those other points this morning, I hadn't actually made the decision that I would make it happen.

Being a coach and having to 'walk the talk', I can't let myself get away with saying 'other things got in the way' so I'll admit that I took the decision to allow other things to get in the way.

Much as I thought I was committed to producing the newsletter this morning, if I'm honest, the focus needed to make it happen just wasn't there. Most importantly though, I was not motivated enough to work on producing that motivation. In other words, I wasn't communicating with myself in the right way to

give myself the necessary kick up the backside.

Fortunately, I do know how to change this and today I'm going to share that with you, so you'll be able to produce your own motivation when you next need to. Luckily it IS a choice you can make. Read on to find out how.

Your Motivation Experiment

Have you been getting in your own way?



This technique was taught to me by [John LaValle](#). If you enjoy doing this and can feel the difference, have a look at 'Persuasion Engineering'. He includes the exercise in this book which he wrote with Richard Bandler. A really interesting read for anyone involved in sales or business.

1. Find a quiet space, say the following words to yourself and see how it feels.

'I wish I could take Monday off'.

**Does that feel like its actually going to happen?
Probably not.**

(If this particular example isn't meaningful for you because you don't work, then choose something else that you want/need to do but can't seem to make it happen, eg eating 5 a day, making a difficult phone call)

2. Now try the following phrases with these slight changes and see if these ones make you feel any closer to you actually taking Monday off work.

'I should take Monday off'

'I'd like to take Monday off'

'I want to take Monday off'

3. You will probably find you can perceive slight differences in the likihood that you'll actually

be putting your feet up on Monday. Now try these out.

'I need to take Monday off'
 'I have to take Monday off'
 'I must take Monday off'
 'I can take Monday off'
 'I will take Monday off'
 'I'm going to take Monday off'
 'I'm taking Monday off'
 'I choose to take Monday off'

Say each one slowly and give yourself time to check out how each one *feels* different to the last. Which ones make you feel most motivated? Do you feel yourself moving towards action? Which ones make you just know that it WILL happen? Which ones make you know deep down that it won't?

Play about with the words and find which ones work for you. Everyone is different. I know that for me if I use 'need to', 'should' and 'must', its never going to happen, however when I say 'I want to', 'I can' or 'I choose to', the likelihood is that the job will get done.

Email me at linda@safetynet4u.co.uk and let me know what you find out about your own motivational system.

Quote of the Month



"I have spent my days stringing and unstringing my instrument, while the song I came to sing remains unsung."

Rabindranath Tagore 1861-1941, Indian poet and philosopher

This is one for anyone who spends more time writing their to-do lists than doing the actions on them, or spending so much time deciding which is the right action to take, that they don't get round to taking any action at all. If this is you, you might also consider the following (abridged) words from Goethe

"Until one is committed, there is

hesitancy, the chance to draw back, always ineffectiveness. There is one elementary truth: that the moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred."

Make better use of your training budget

When you have spent much of your training budget investing in staff but you suspect that within a few months, they will go back to doing what they were doing before, you need to invest in follow-up coaching to add longterm value and impact to the training you have bought in. Coaching from Safety Net keeps your staff motivated to implement what they have learned, and take responsibility for moving their skills forward in a positive way, just the way you want them to.

Get what you pay for. We'll make your training budget really work for you

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**What's the one thing that you'd like to change?
We'll help you make it happen**

**Every day we help ensure
*personal success for professional people***

Phone 0845 644 4634 or email hello@safetynet4u.co.uk

Fortunately we make change easy

April issue out on Tuesday 1st April

(I promise it won't be an April Fool!)

See you then

Linda

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