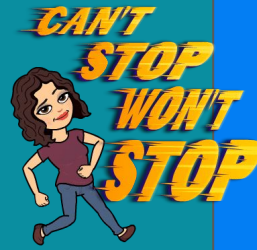


GROWTH TIP:
GETTING
PEOPLE TO
MOVE.



**What
makes
want to do
something?**



**How can I
identify it in
the people
on my team?**



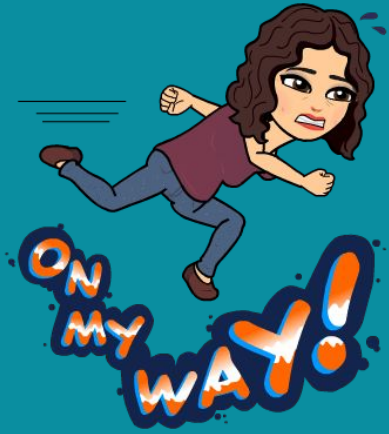
**How can I
apply this
when working
with people?**



*What makes people
go forward?*



Intrinsic vs. Extrinsic Motivation

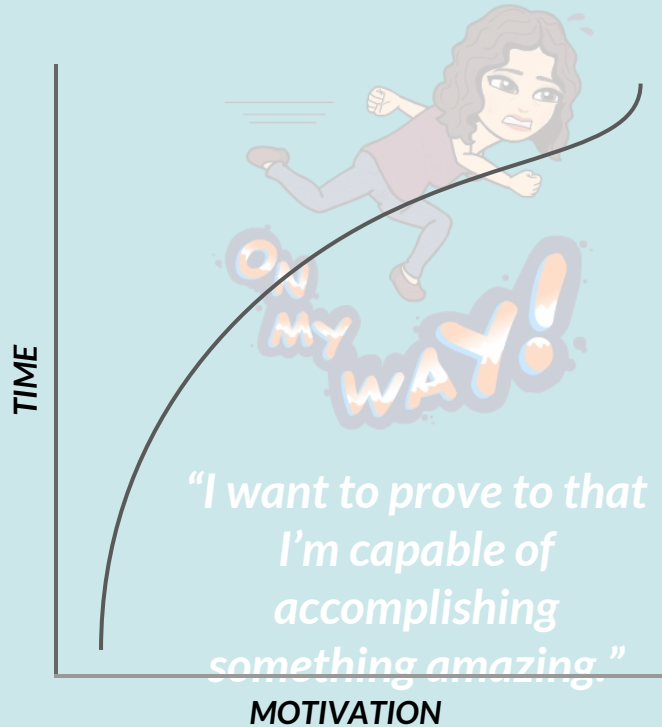


*“I want to prove to that
I’m capable of
accomplishing
something amazing.”*

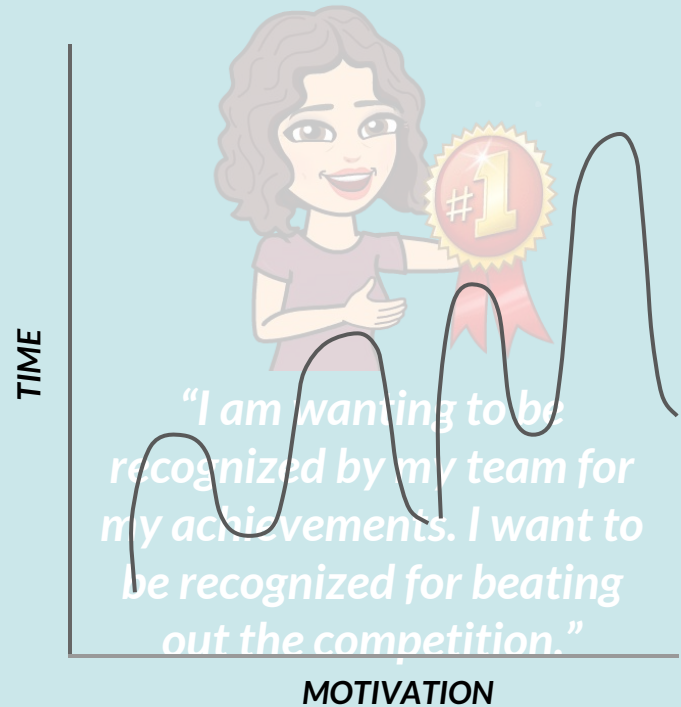


*“I am wanting to be
recognized by my team for
my achievements. I want to
be recognized for beating
out the competition.”*

BAR OF MOTIVATION



BAR OF MOTIVATION



I BELIEVE



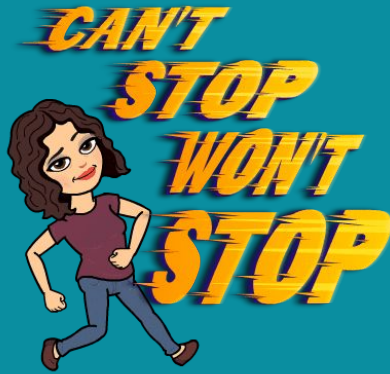
Locus of Control



“We couldn’t generate applicants this week because we didn’t direct the potential EPs to actual opportunities, and we didn’t prep opportunities to show prior to the mass consultation.”



“We couldn’t generate applicants this week because EXPA wasn’t working and our members didn’t put in the work.”



How can I identify it
in the people on my
team?



*Intrinsic vs.
Extrinsic
Motivation*

*If your LCP and VP weren't here,
what would make you keep going?*

What legacy do you want to leave?

richardstep.com/self-motivation-quiz-test/



Intrinsic vs. Extrinsic Motivation

Meaning (100%): your motto is: "I make a real difference in the world"

Mastery (88%): your motto is: "I am excellent in my chosen vocation"

Teamwork (88%): your motto is: "I am a member of the group"

Recognition (76%): your motto is: "I am recognized & respected by others"

Autonomy (64%): your motto is: "I do it my way"

Status (56%): your motto is: "I have social standing"

Stability (44%): your motto is: "I like to know the future"

Wealth (40%): your motto is: "I am prosperous"

Power (36%): your motto is: "I control others"

I BELIEVE



*Locus of
Control*

*Very simply, ask why did they
succeed or fail in a given task?*

*And see whether they owe their
successes/failures to factors in their
own control or outside their control.*



*How can I apply this
when working with
people?*

In the Next 1:1



***Intrinsic vs.
Extrinsic
Motivation***

- Connect daily tasks to a larger purpose
- Organize all the tasks needed to reach a larger goal into a **development plan** that enables the person to develop mastery
- Clarify the role that the member plays in the team through their work

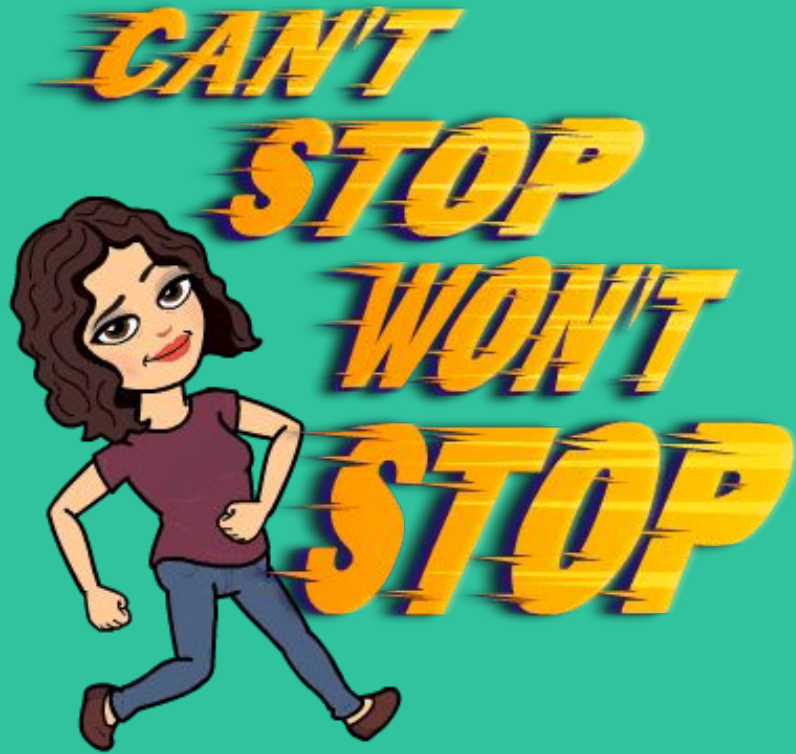
In the Next 1:1

I BELIEVE



***Locus of
Control***

- Explain the concept to your member and what the advantages/disadvantages are of external versus internal orientations
- Point out “excuses” next time you see it
- Set expectations that all 1:1s will only focus on factors in our control (more constructive)



Practice the next
1:1 that you will
have with your
member in your
**UPCOMING
COACHING CALL!**



You got this :D

*Thanks for
reading!*