

# **BUILDING HIGH MORALE - THE BEST FOUL WEATHER GEAR**

**You'll learn to:**

- **Notice when you motivate people to do as little as possible**
- **Distinguish FEAR Motivation from DESIRE Motivation**
- **Improve morale and get people excited about their work**
- **Broaden people's view of themselves and what they can accomplish**
- **Expand the Comfort Zones of people so they stretch, grow, and become more valuable to your mission**

Change affects people in different ways. For some people, the discomfort, fear, and misunderstanding have a de-motivating impact. We hear it all the time, “He/she just isn’t motivated!” This program dispels that myth. Everyone is motivated, all the time. Getting the most out of yourself and other people begins with understanding that. Although some behavior isn’t constructive, productive, or positive – people are always motivated to do the things they do.

All of us have wants and desires for every aspect of life. Change can threaten some of the things we value. When wants and desires go unfulfilled, we withhold, procrastinate, become difficult, or find another way to spend our time. That’s why people look for new careers and new life partners. They are motivated to move away from what they don’t want to get more of what they do.

Breakthroughs in performance, productivity, teamwork, and effectiveness happen when you accept responsibility for the direction in which you motivate yourself and others. Breakthroughs happen when you consistently and consciously choose the mindsets and behavior that generates inspired, purposeful action in the right direction.

This program helps you raise morale by delivering what people want, every single time. It enables you to create excitement, enthusiasm, and energy in yourself and others. It helps you create an environment where people show up with a smile on their face and a bounce in their step, happily giving 100% to your mission because in doing so, they further their own.