

THE BRENDON SHOW

HOW TO MOTIVATE OTHERS



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SUMMARY

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This episode is all about motivating other people. It's one thing to motivate yourself, but it's another to empower someone else into action. It's important to realize that everyone is different. Everyone has different ambitions in life, and it's not always helpful or needed to simply prompt someone to "be motivated." Instead, learn the necessary tools to successfully and tactfully motivate those in your life to reach for their dreams.

Follow along in the training below, then fill out the sentence completion section below to bolster your communication skills, reflect on your relationships, and reconnect with your own dreams and passions.

1. People Support What They Create

If you want to motivate someone to take action on something, they must be actively involved in the shaping or creating of the idea. It isn't enough to tell them to do it. You must understand what motivates them. Ask deep, meaningful questions. Get to know them. Ask what they're passionate about. Ask what their ideal future looks like. Prompt them to envision their own dream. They'll be more motivated to chase after it because they're personally invested in it. In an effort to remain helpful and avoid being overly controlling, practice your listening skills in this process. Instead of assuming you know what's best for them, engage in an active dialogue with them where you are both brainstorming and visualizing. This creates a greater sense of freedom, autonomy, and empowerment for the other party.

2. Empower Them with Competency

If someone has shared their goal with you but seems unmotivated, it's often because they lack competency. They don't have the clarity or the necessary skills in order to reach that next level. When you lack competence, you lack motivation and confidence. It's crucial to understand the nature of competency and confidence and how they play off of each other. The more someone has competency (skills, abilities, resources), the more they'll be willing to step out and try new things. The more they try and succeed, the more confident they will be. Step after step your brain rewards you with more confidence and competency. If you truly want to motivate someone, determine what they need in order to gain competency. Get them plugged in, surround them with support, provide the resources, and cheer them on along the way.

3. Provide Clear Goals and Rewards

Nothing is more motivating than a tangible reward! So, take the time to sit down and discuss short-term, practical goals. Don't overwhelm anyone with a five-year plan. It's all about taking the first steps. Establish weekly and monthly goals. Instead of reminding them to grind and work harder, simply remind them of their reward. When you remind them of their milestones, you're encouraging them because they see the light at the end of the tunnel. When people are able to see their progress and the rewards that come with them, they can celebrate those short-term wins.

4. Be the Role Model

It's not just about seeing you work hard. What they need is for you to invite them into your personal development journey. Share what's on your mind, how you prepare for the week, get things done, motivate yourself, and why you do things the way you do. The more you share your process, wins and setbacks, the more inspired they will be to try new things. You may be hesitant to overshare, but keep in mind that most people want to be in the loop. When you share your journey with others, you're empowering them! Think of it as passing down experience and knowledge.

SENTENCE COMPLETION

Complete the sentences below. As you complete the prompts below, there are no right or wrong answers. Responding authentically and fully is essential to generating and accessing more clarity and momentum in your life.

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Three questions I can ask someone to understand what motivates them are...

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2

Instead of telling others what to do, I can inspire them to participate by...

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3

The resources I can provide to someone in my life who needs motivation are...

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4

Three questions I can ask to prompt thoughtful discussion with someone about their goals are...

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5

Two ways that I can be a more supportive and motivating role model to others are...

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6

One thing I can do to provide clear goals and rewards is... (imagine you are providing this to a family member, team member, friend, etc.)

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7

My personal development journey can be described in these three words...

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8

Three pieces of advice I can share to inspire others who are lacking motivation are...

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NOTES

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