

# Who's Going To Motivate YOU When the Fire Goes Out?

By Paul J. Meyer

When the famous playwright, George Bernard Shaw, was asked whom he most missed spending time with among his many famous friends and acquaintances, he replied, "The man I miss most is the man I used to be."

The truth is that many people who climb the ladder of success suddenly find they have lost their drive; they are drained of inspiration; the fire that drove them to the top of the heap has flared and burnt out. There are several danger signals that forewarn of trouble.

## Five danger signals that spell executive suicide:

1. *Doubt*: Your self-confidence is lost. Worry and confusion begin to take center stage.
2. *Procrastination*: You hesitate to take considered risks; you begin to hope situations will clear up on their own.
3. *Devotion to false symbols*: Egotism and status seeking become paramount. The right title on the door becomes more important to you than the mission.
4. *Complacency*: You begin to take it easy, coasting on past accomplishments. The talents of subordinates become threatening.
5. *Loss of purpose*: You view your original goal as an end instead of a new beginning.

On the way to the top, most of us had someone else to supply the motivation and the inspiration. But now that you have arrived at your hard-fought destination, there is no one above you to provide the creative energy to succeed. In fact, those on your team are now dependent on you to provide the needed motivation.

## So, who motivates the motivator?

The answer to the question of "who motivates the motivator?" comes down to two words: *personal motivation*. Personal motivation is the ability to motivate *yourself* to accomplishment. Instead of just relaxing once you are a success, you must make an even greater effort to stay creative and motivated.

External stimuli such as pep talks, the excitement of a crowd, or a passing circumstance are always temporary and passing. The real power to achieve comes from within; it is a part of your innermost being. Personal motivation requires development of inner strength, overwhelming desire, conscious will-power, and a determination to reach your goals.

## How do you motivate yourself?

In order to motivate yourself, you will need to do a frank evaluation of your skills and goals. Begin with these two questions:

*Where do I stand now?* Evaluate your strengths and weaknesses, your assets and liabilities. Write each of these down in black and white. Face yourself squarely.

*What are my goals?* Determine what you want in the 6 impor-

tant areas of your life: physically, spiritually, mentally, financially, socially, and home and family. Write down both your short range and long range goals, your tangible and intangible goals.

## Develop a Five Point Plan of Personal Motivation

Once you have done a thorough evaluation of where you stand and what goals you wish to attain, you are ready to put into practice a powerful Five Point Plan of Action.

1. *Crystallize your thinking*. Take each of your goals and make them very specific. Picture in your mind's eye enjoying your success as you write them down. Since thought motivates action, you'll be taking the first powerful step to accomplishing your goals.
2. *Develop a plan for achieving your goals along with a specific deadline*. Write out a step-by-step, day-by-day, month-by-month plan with a certain deadline. List all the obstacles and roadblocks you may encounter and how you will navigate around, over, under, or through them. Maintain an "I will not be denied" attitude.
3. *Develop a sincere desire for the things you want in life*. Desire is akin to thirst. Visualize enjoying your success in all of the important 6 areas of life. If you are tempted to give up, spend some time thinking about the rewards of attaining your goals.
4. *Develop a supreme confidence in yourself and your abilities*. Be willing to take on challenges that others fear. Confidence stimulates creativity. You will never accomplish anything unless you believe you can. Goals must be mentally accomplished before they can be materially accomplished.
5. *Develop a dogged determination*. Follow through with your goals despite obstacles, circumstances, criticism, or what people think, say, or do. Review your plan often. Concentrate on the rewards.

When you realize you cannot merely "rest on your laurels" once you become a success, you will begin to put in the time and energy necessary to keep yourself inspired and motivated. When you exercise positive expectancy there is no limit to what you can continue to accomplish. You'll awake every morning figuring out how things can be done versus deciding how things can't be done. You'll look to your strengths instead of your weaknesses, your power instead of your problem. Your judgment will increase and your advice will be sought.

*Bottom line*: The flame that burned out will flare again; your creativity and zeal will return; you'll give no recognition to the possibility of defeat. What originally propelled you to the top of your game will continue to keep you there!

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**Paul J. Meyer**, best-selling *New York Times* author and founder of the Success Motivation Institute, has written 27 full-length programs plus numerous books on attitude, motivation, goal setting, management, leadership, and time management. In his inspirational and instructive CD, *Who Motivates the Motivator*, available at [www.pauljmeyer.com](http://www.pauljmeyer.com), Paul shares the principles that guarantee your continued success long after your initial arrival at the top.

