Motivate Tool

1) Across the top, write the names of those who look to you for some level of leadership. **2)** Make your best educated assumption of what motivates or energizes them and, in that box, write the reasons for your guess. **3)** At the bottom of each person's name, determine how you might validate your assumption through observation and conversation. We suggest that you ask them directly what they feel are their two top motivators. **4)** Write down specific ways that you could energize them by tapping into their motivations. **5)** Action Point: How could you develop the habit of knowing and utilizing your people's primary motivations?

NAMES :			
Rewards			
Consequences			
Security			
Appreciation			
Empowerment			
Development			
Purpose			
Competition			
Validate and apply your assumptions			
Observation			
Conversation			
Energize			

Action Point: How could you develop the habit of knowing and utilizing your people's primary motivations?