

Motivation



Introduction

- Ever wanted to do something but couldn't find the motivation?
- Examples: Starting to exercise, saving money, avoiding procrastination.
- Let's explore how to truly motivate yourself.

Motivation Formula

- Motivation = Purpose x Energy x Small Simple Steps
- If any factor is zero, motivation is zero.
- Boost any of the three to increase motivation.

Purpose - The First Multiplier

- Ask yourself: “Why must I do this?”
- Link your reason to serving others.
- Example 1: Top student studies to build a better future for her family.
- Example 2: 70-year-old exercises to inspire others.

A purpose linked to serving others will be much stronger than a selfish purpose.

Purpose vs. Mood

- Motivation doesn't come from mood; it comes from purpose.
- Don't wait to "feel like it." Act based on your purpose.
- Example: Tired 70-year-old still hits the gym at 5AM.

If you have a strong purpose, you will do that unpleasant task even if you're not in the mood.

Four Types of Purpose (Jay Shetty)

- 1. **Fear** (unsustainable) fear of sickness, poverty, death, etc.
- 2. **Desire** (external, not fulfilling) desiring success, wealth, pleasure
- 3. **Duty** (gratitude and responsibility) driven by responsibility, integrity, and gratitude
- 4. **Love** (care for others) driven by care for others
- **Goal**: Operate from duty and love.

Fear is not a sustainable motivator. If we rely on fear to motivate us, we will be very stressed and eventually lose our ability to think and act properly.

Desire is also not a good motivator because it doesn't result in us feeling happy and fulfilled. Desire is for external things like success, money, fame, and pleasure. People think these things will make them happy, but it doesn't.

Duty is when we do something out of responsibility, integrity, and gratitude.

Love goes a step above duty. It's about really wanting the best for others, and it's the reason why people go above and beyond their duty.

In order to be happy and motivated, we need to have duty and love.

Elevating Purpose Example

- “I go to school to get good grades and money.” (Desire)
- “So I can repay my parents.” (Duty)
- Finding deeper purpose boosts motivation.

Energy - The Second Multiplier

- Without energy, purpose can't be executed.
- Boost energy through:
 - 1. Food
 - 2. Exercise
 - 3. Sleep
 - 4. Environment
 - 5. Peer Influence

Energy via Food

- **Avoid ultra-processed foods** (packaged, sugary, refined).
- **Eat natural foods:** veggies, fruits, whole grains, brain foods.
- **Brain Foods:** Avocados, blueberries, broccoli, leafy greens, turmeric, water.

Energy via Exercise

- Just 5–7 minutes a day is enough.
- Examples: Feel Better in 5, 7-minute workout (YouTube).
- Simple home workouts: push-ups, lunges, yoga.

Energy via Sleep

- 1. Avoid screens 1 hour before bed.
- 2. Sleep during 10PM–2AM (“Money Time Sleep”).
- 3. No caffeine after 4PM.
- 4. Sleep in complete darkness.
- 5. Use bed only for sleep.
- 6. Calm your mind (meditation).
- 7. Wake up early.

Energy via Environment

- Keep your work area clean and distraction-free.
- Avoid places with air or noise pollution.
- Example: Study in a tidy library vs. messy bedroom.

Energy via Peer Influence

- “You are the average of the 5 people you spend most time with.” — Jim Rohn
- Surround yourself with energetic, positive people.

Small Simple Steps - The Third Multiplier

- **Break tasks into tiny actions.**
 - Even if people have a purpose to do something and the energy to do it, they can get paralyzed or overwhelmed by how big or difficult the task seems. That's where small simple steps come in handy.

Four Tendencies (Gretchen Rubin)

- 1. Upholder: Meets outer and inner expectations.
- 2. Questioner: Meets inner expectations only.
- 3. Obliger: Meets outer expectations only.
- 4. Rebel: Resists all expectations.

Match Tendency with Strategy

- Upholder: Create routines.
- Questioner: Understand the why.
- Obliger: Get accountability.
- Rebel: Allow freedom and autonomy.

Practical Application Example

- Goal: Start running every morning
- Upholder: Add it to your morning routine.
- Questioner: Research health benefits and set a purpose.
- Obliger: Find a running buddy or join a group.
- Rebel: Choose your own time and style.

- If you are an Upholder, it's easy to get yourself to do things.
- If you are a Questioner, you must get clear on why you should do that thing, and why now, and why in this way.
- If you are an Obliger, you need to have someone depending on you to do that thing.
- If you are a Rebel, you need to have freedom to do that thing whenever you want in your own way.

Conclusion

- Motivation = Purpose x Energy x Small Simple Steps
- Improve any factor to boost motivation.
- Know your Tendency and adjust your approach.
- Now, don't just learn—ACT.

Final Quote

- “Knowledge is not power. It’s potential power. Action is power.” — Jim Kwik

Optional Activities/Discussion

- 1. Write down your own purpose for a goal.
- 2. Identify one energy improvement you can make.
- 3. Break a big task into 3 small simple steps.
- 4. Determine your Tendency using the quiz.