



What does being motivated look like to you?

- Describe the difference between a day when you are motivated and one when you are not?
 - How do you feel?
 - What are you wearing?
 - What is the weather like outside?
 - Are you warm or cold?
 - Did you get enough sleep?

What motivational techniques have you used in the past?

- What techniques have worked to get you motivated in the past?

What excites you about your business?

- How do you say “NO” to those jobs that bore you? And “YES” to those jobs that excite you?
- How do you get more of this in the work that you do?

How can you operate your business differently to keep yourself motivated?

- How can you change the “way” you work so that you can focus your attention on what you enjoy most?