

Practical Strategies



Happiness Isn't Everything

- You motivate for performance – not happiness.
- Motivation is about enhancing and sustaining performance.



Reward the Right Behaviors

- Don't be inattentive
- Don't discourage the right behaviors
- Don't reward the wrong behaviors



Do It Now!

Reward good performance
as soon as possible.



Not Everyone is the Same

Motivation is an individual thing. Assuming that a certain strategy works to motivate all your staff is misguided.



Everyone Has a Passion

- Becoming an Expert
- Teaching Others
- Being Creative
- Solving Problems
- Helping Others
- Making a Contribution
- Taking Risks



Walk the Walk, Talk the Talk

Show care and respect
for the individual



Walk the Walk, Talk the Talk

Show appreciation for
good performance



Walk the Walk, Talk the Talk

Show a desire to consider
and develop employees'
ability to think, as well as
their capabilities.



Match Needs

- Learn what motivates each of your employees.
- Tune those needs into the needs of the organization.



Final Thoughts

- The focus is on action
- The goal is to stimulate performance
- The challenge is creating the conditions
- The answer is you

