

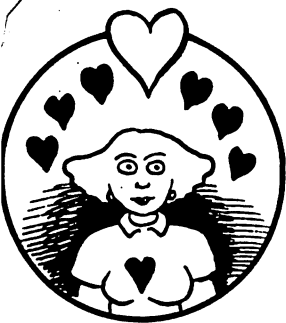
There are actually a number of ways to be motivated. One way puts you in High Positive and gets you ready to perform. The other ways distract you and weaken your performance. It's useful to know which kind you're working with when you're about to tackle a challenge.

### **"I LOVE IT" MOTIVATION**

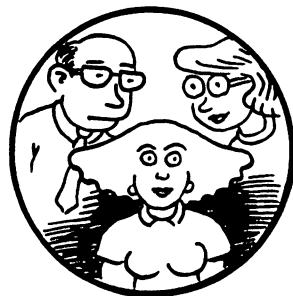
"I Love It" motivation is when you're passionate about something and nothing will keep you from doing it. *You love flyfishing and do it every chance you get. You love science and do extra projects because they're fun.* With "I Love It" motivation, there's no stopping you from doing what you love to do. You're almost always, automatically, in High Positive and your performance reflects that.

### **"MY PARENTS WANT ME TO" MOTIVATION**

"My Parents Want Me To" motivation is when you want to succeed at something because it will make your parents happy. *You want to do well in school because it will make your parents proud,*



**"I LOVE IT"  
MOTIVATION**



**"MY PARENTS WANT ME TO"  
MOTIVATION**

but somehow you just can't seem to get your grades above a C. You wish you could play the piano because everyone in your family does, but as much as you practice, you never seem to improve.

The trouble with "My Parents Want Me To" motivation is that your "I Love It" motivation is missing. As a result, you can't give the project everything you've got.

### **"PLAYING THE SCORE INSTEAD OF THE BALL" MOTIVATION**

Instead of being motivated by the activity itself, you're motivated by the outcome. *We need to win this game. I need an A in this course.* The trouble with this kind of motivation is that it stops you from concentrating on what you're doing at the moment. Instead, you're focused on the future. You get tense and you stop having fun. You're not in High Positive and your performance suffers.

### **"I BETTER NOT FAIL" MOTIVATION**

Instead of working at something because you love it, you work at it because you're afraid of what will happen if you fail. *If you fail this test, you might flunk the course. If you flunk the course, your parents might ground you.* If you don't perform well, you'll be in trouble.

Eventually you figure out that the easiest way to avoid failing is to avoid performing. It's safer to sit on the bench



**"PLAYING THE SCORE INSTEAD OF THE BALL" MOTIVATION**

***"When he called I was so nervous about whether he would ask me out that I couldn't think of anything to say. I was a jerk."***

— Melissa Radenauer, 16



**"I BETTER NOT FAIL" MOTIVATION**



**"I KNOW I'LL FAIL" MOTIVATION**

where nothing can go wrong, than to get into the game where you might fumble. It's safer to skip the class with the math test, or not turn in your homework, or never call the person on the phone, than to risk failure or rejection. Instead of motivating you to perform well, "I Better Not Fail" motivates you to not perform at all.

## **"I KNOW I'LL FAIL" MOTIVATION**

Some people perform poorly because they expect to. They decide to fail before they start. They do this

... because they've failed before: *"I tried volleyball when I was a freshman and I was no good at it, so I know I'll hate it this year."*

... or because someone told them they would fail: *"The music teacher told me not to sing because I was throwing everybody off. I know I'm no good at music."*

... or because society expects them to fail: *"I know I'm not going to get a good job, so what's the point of studying?"*

These people aren't born failures. They've just bought into other people's expectations. But that's enough to keep them down.

## **RE-MOTIVATING**

So what do you do if you have the wrong kind of motivation? Clearly "I Love It" motivation is the best kind to

have, but you can't love everything you do. How do you motivate yourself for the things you don't love, and the things you're afraid to fail at, or the things you "know" you'll fail at?

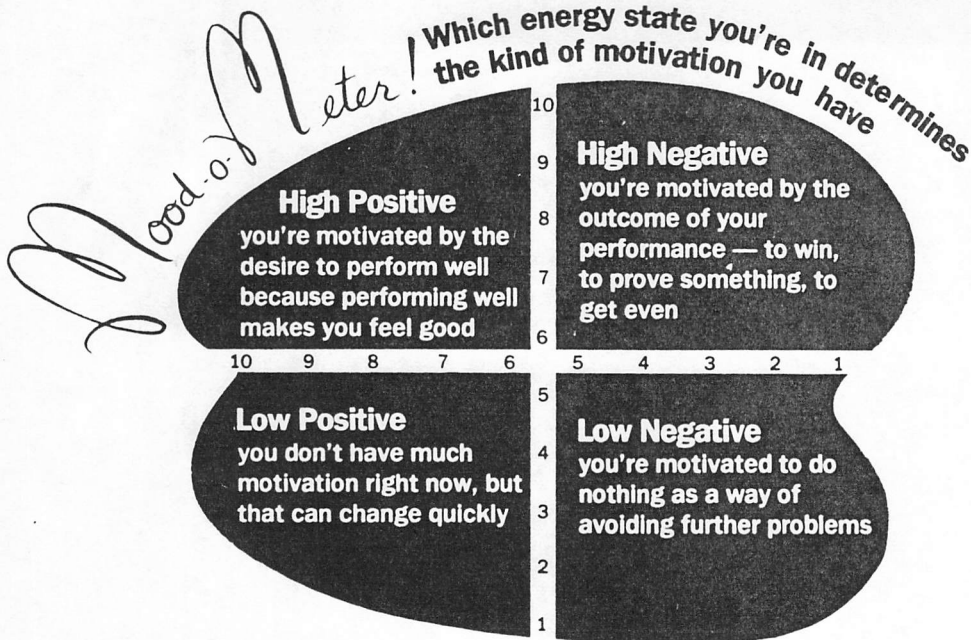
Here are some strategies you can try:

**1. Make them relevant.** Try to find a reason for why those things are important in your life. That will give you a reason to want to do them.

*Kevin Pointer hated math. He barely passed his classes. But during junior year, the school guidance counselor helped him prepare Life Goals. With her prodding, he examined where he wanted to be in five years and what it would take to get there. Kevin's cousin worked in a travel agency and enjoyed frequent trips and a good salary. Kevin decided he wanted a similar job. The guidance counselor told him that a large travel company in their city ran special courses for seniors interested in travel careers, and that if he raised his grades to a B, he could apply. She said the company would pay special attention to his math grades because math is important to a career in sales. With that incentive, Kevin lifted his math grade to a B. Math was still not his favorite subject, but now he had a reason for succeeding.*

**2. Make them fun.** Try to find something in those activities you can enjoy.

*Remember Tom Sawyer? As the book opens, Tom has just been caught skip-*



ping school on Friday. Aunt Polly punishes him by making him work all day Saturday painting her 30 foot fence. Tom is miserable. But after sulking for a few minutes, he finds a way to have fun with the task. He starts painting giant pictures with the brush. Other boys, seeing the fun he's having, ask if they can help. Soon the fence is entirely painted.

**3. Decide you *can* do them.** Don't accept other people's expectations for you. Create your own. Decide that you can do anything you set your mind to — then go out and prove it.

*"My sister and brother dropped out. My mother thought I would, too. But I could see where they ended up and I didn't want to be there. I wanted to prove that I could make it."*

— Juanita Ramos, 18, on graduating from high school with a 3.0 average

**4. Once you're into the performance, play the ball, not the score.** Focus on what you're doing, not on the results. That's not to say that results don't count. They do. But the time to worry about them is before the performance, not during it. Use the Mentally Tough tools to help you practice and study. Be prepared, so that when you go into a performance, you have the skills and information you need. During the performance, concentrate on what you're doing and let the outcome take care of itself.

# **Motivation**

## ***Getting Passionate***

We don't need to tell you about the power of motivation. *You want something. You put your mind to it. You get it.* Motivation is glorious, powerful stuff.

Motivation is powerful because it puts you in High Positive. Just thinking about your goal makes you relaxed, energized and clear-headed. You enjoy plotting your moves. You can't wait to carry them out. And during the whole process, you're having fun. No wonder you succeed.