

Helping You Get What You Want: A Blueprint for Success

Module 1 - Exercise 2: Have a Big Enough Reason

Later in this course we'll be learning about motivation and helping determine key motivational factors and tools. But, right away it is important to get you to start thinking about what deeper motives are behind what you are doing. In order to succeed in life and achieve your goals, you need to know WHY you want what you want. And not only that, you have to have a big enough reason. If you're not motivated or haven't followed through in the past, it may be because you need to dream bigger! You want your goal(s) not just something you'd "like" to do... it's not a preference... it's not even a dream... it's a must!

Always Ask the Greater Question

Dig deep and make sure you have a true understanding of the REAL reasons you want to reach your goals. Here is an example of a time I helped someone get to the core of their true motivations. I'm not looking for the obvious or surface level reasons; I'm pushing you to go deep!

A client told me, "I can't wait to go home and start using the practices you taught me to make my work more effective and productive." And so I asked, "Well, why do you want to be more productive?" The client said that it would help her to get a promotion at work. I asked her why she would want a promotion and she said "So I can get a raise." So I asked again, "Why do you want a raise" and she said "Because I need the money to buy a larger home". So I asked "Why?" and she said "Since the divorce my kids and I living in a small apartment with one bedroom and we need the space". "Why?" "Because my kids are getting older and privacy is important. And we'll enjoy each other more when we come together"

"Good, NOW you have identified what you really want. It's a large house for more peace and harmony for you and your kids. You don't really want to be more efficient. What you want is the experience of enjoying your family."

WORKSHEET: Have a Big Enough Reason

Dig deep and make sure you have a true understanding of the REAL reasons you want to reach your goals. (Do this activity for each goal.)

What is your goal?

Why do you want to achieve it?

What about that outcome makes you desire it?

And why do you want that?

Why?

Why?

Why?

Continue to ask yourself WHY until you get to the core reason you desire your goal.
