



FIND YOUR KEY MOTIVATOR

RIA TIP #2

Being highly motivated as you make changes every day is important. You can boost your motivation instantly by **becoming really clear about why you want to achieve** what you want to achieve.

Your key motivator will be the fuel behind your change efforts. Without fuel, even the toughest machines stand still.

By asking yourself “why...” five consecutive times, you will move progressively deeper into identifying your true motivator for each one of your goals. You will see that your first answer may be more factual, whereas your final answer will be more emotionally based and reflect your deeper truth.

The process may feel frustrating at first, but **stick with it because it really works.** If you prefer the support of a ReFocus Coach, find out how **here**.

Instructions:

1. Find a **quiet place** and give yourself the time you need to complete this.
2. Add one of your **ReFocus goals** (or any other goals you may have) to the top of the Worksheet.
3. Answer the first **‘why’** question.
4. Create the **subsequent ‘why’ questions** by using the previous answers (the Sample Worksheet on the next page will show you how).

SAMPLE WORKSHEET

1 **GOAL:** **GET ALONG WITH MY BOSS**

2 **WHY IS IT IMPORTANT TO:**

GET ALONG WITH YOUR BOSS

Enter your answer from the previous box

BECAUSE:

**I NEED HIS SUPPORT TO ACCOMPLISH
MY BIGGEST GOALS**

3 **WHY IS IT IMPORTANT TO:**

ACCOMPLISH YOUR GOALS

Enter your answer from the previous box

BECAUSE:

I WANT TO DO MY JOB WELL

4 **WHY IS IT IMPORTANT TO:**

DO YOUR JOB WELL

Enter your answer from the previous box

BECAUSE:

I WANT TO BE USEFUL AND VALUABLE

5 **WHY IS IT IMPORTANT TO:**

BE USEFUL AND VALUABLE

Enter your answer from the previous box

BECAUSE:

**I FEEL HAPPIER AND MORE FULFILLED WHEN
I CAN HELP OTHERS TO BE SUCCESSFUL**

**MY KEY MOTIVATOR
FOR THIS GOAL**

KEY MOTIVATOR WORKSHEET**1** **GOAL:****2****WHY IS IT IMPORTANT TO:****BECAUSE:**

*Enter your answer from the previous box***3****WHY IS IT IMPORTANT TO:****BECAUSE:**

*Enter your answer from the previous box***4****WHY IS IT IMPORTANT TO:****BECAUSE:**

*Enter your answer from the previous box***5****WHY IS IT IMPORTANT TO:****BECAUSE:**

*Enter your answer from the previous box***MY KEY MOTIVATOR
FOR THIS GOAL**