

Keynote talk: Mastering your Personal Motivation

Overview

This keynote focuses on how individuals can motivate themselves to embrace the challenges they face everyday, in their personal and business lives. We use a piece of pine wood as the metaphor for challenges people face in life and at the end of the keynote we bring +/-4 people to the front and get them to punch through this board which they previously believed they definitely could not do.

The keynote focuses on challenging our beliefs/attitudes/self-motivation and how these factors determine our behaviour (what we say and what we do) and ultimately our performance results. We show people that in order to change their results, they need to change their behaviours and in order to change their behaviours they need to change their attitudes. This is easily said but there are a few fundamental principles involved which are easily and effortlessly communicated and understood during this keynote.

People do not take action because of FEAR. In the instance of breaking the board they fear the pain or failure. In the instance of creating sales or embracing change, they fear failure or the unknown. The main reason why sales people do not canvass for business is not because they lack the necessary skills, it's because they fear failure.

The difference between star performers and average performers in business is that the star performers have the ability to control their beliefs/attitudes/self-motivation, irrespective of the results they see.

We identify and impart the principles on how to control your beliefs/attitudes/self-motivation in order that you can motivate self to face any challenges you will experience.

This is a very entertaining, fun and dynamic keynote with sound principles that people can immediately use in order to improve their performance.

Duration

This keynote is an hour long talk



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