



People perform at their best when they are driven and focused. Studies show that people are more likely to climb up the corporate ladder or succeed in any venture when they are **motivated and inspired.**

As leaders, one of our greatest challenges is how to inspire our people, and how to keep them motivated to perform at their best. Every employee has unique drivers, interests, values, and personal goals. Identifying these will help leaders understand what employees want and need from their jobs, which will help create an environment conducive to motivation.

We know that using "command & control" style management is not effective in creating a motivating workplace. What is effective, is understanding that there are two forms of employee motivation; intrinsic and extrinsic.

**Intrinsic motivation** occurs when we attempt to satisfy a desire, expectation, or goal without being influenced by another person, or by an external incentive or reward. We determine our own goals and expectations, not someone else. Intrinsic motivation is sometimes referred to as self-motivation.

**Extrinsic motivation**, on the other hand, is when we are compelled to do something or act a certain way because of external factors. These might include incentives and rewards or even punishments. Someone else usually determines the goals or expectations.

By getting our employees to a point where they **"seek and accept responsibility"** for the progress they make toward goals they have set for themselves, we are giving them the tools necessary to motivate themselves in all aspects of life.

**Unleash The Power of Me** © is a two day classroom / instructor led seminar that leaves participants with an effective, adjustable, lasting, vehicle for addressing intrinsic motivation. It focuses on the importance of goal setting, and gives participants a practical



guide for establishing their own goals. They learn to set goals that are tuned to what they want and where they want to be.

The first day of the seminar is an interactive instructor led class. This session teaches participants the processes and principles of **positive thinking and visualization.**

The second day is a workshop that gives participants the skills to build a short motivational movie that they will play on their computer, whenever they need that boost of self-motivation. No two movies are ever alike, because they are fuelled by the images, words, and music that motivates that individual participant.

The concepts driving this seminar were first introduced to modern society through the writing of Dr. Norman Vincent Peale, who's work *The Power of Positive Thinking* was originally published in 1952, and Napoleon Hill's *Think and Grow Rich*, which was published in 1938. Peale's work has been translated into fifteen languages with more than 7 million copies sold, and Hill's work is listed as one of the best sellers of all time with over 30 million copies sold .

**“Whatever the mind of man can conceive, and believe, it can achieve.”**

Napoleon Hill

**By the end of the Unleash The Power of Me © seminar participants will be able to:**

- articulate a clear set of goals; both professionally and personally
- Understand what is necessary for them to achieve those goals
- provide intrinsic motivation that drives them toward their own unique set of goals whenever that is necessary

**Organizationally the seminar contributes to:**

- Creating a workplace and culture, conducive to motivation, that empowers high achievers.
- Improved business and staff productivity.
- Reduced employee turnover.
- A decrease in sick days and absenteeism.

There are many great motivational speakers, and seminars in the market today; what makes the **Unleash The Power of Me** © seminar different, is it has a lasting impact on the participant's motivation that does not dwindle with time. Participants have a tool that they use as a part of their daily routine to stay motivated and focused. As their goals, motivations and desires change the tool changes with them, because as Vince Lombardi use to say “Winning is not a sometime thing; it's an all the time thing. You don't win once in a while; you don't do things right once in a while; you do them right all the time.”

**“Winning isn't everything, but the will to win is everything.”**

Vince Lombardi

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To learn more about the **Unleash The Power of Me** © seminar and our other leadership services visit [www.glengarryconsulting.com](http://www.glengarryconsulting.com), call us toll free at 1-866-469-1301 or e-mail us at [info@glengarryconsulting.com](mailto:info@glengarryconsulting.com).

