



Ways to Build and Sustain Motivation, Focus, and a Positive Outlook

Wholesale and Mini-Correspondent Clients

March 2024

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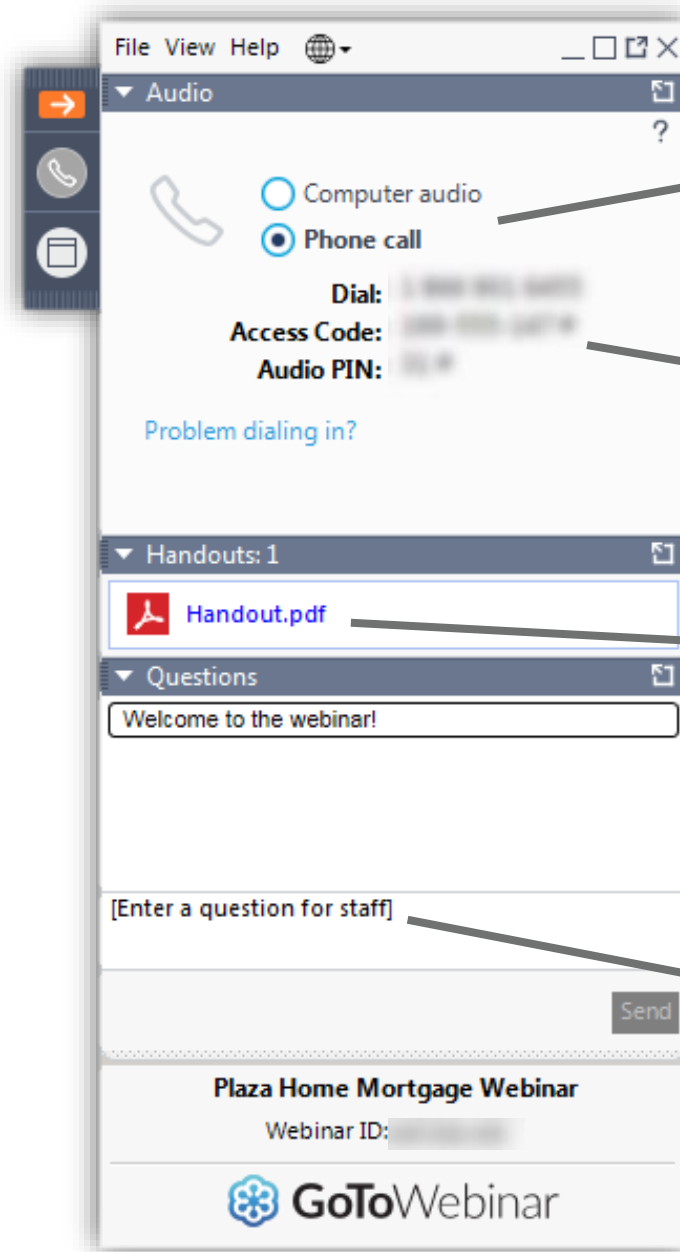


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Presenter



Katie Rinehart
Training Specialist

Agenda

9 Themes of Motivation

Questions to Ask Yourself

Your Key Takeaway



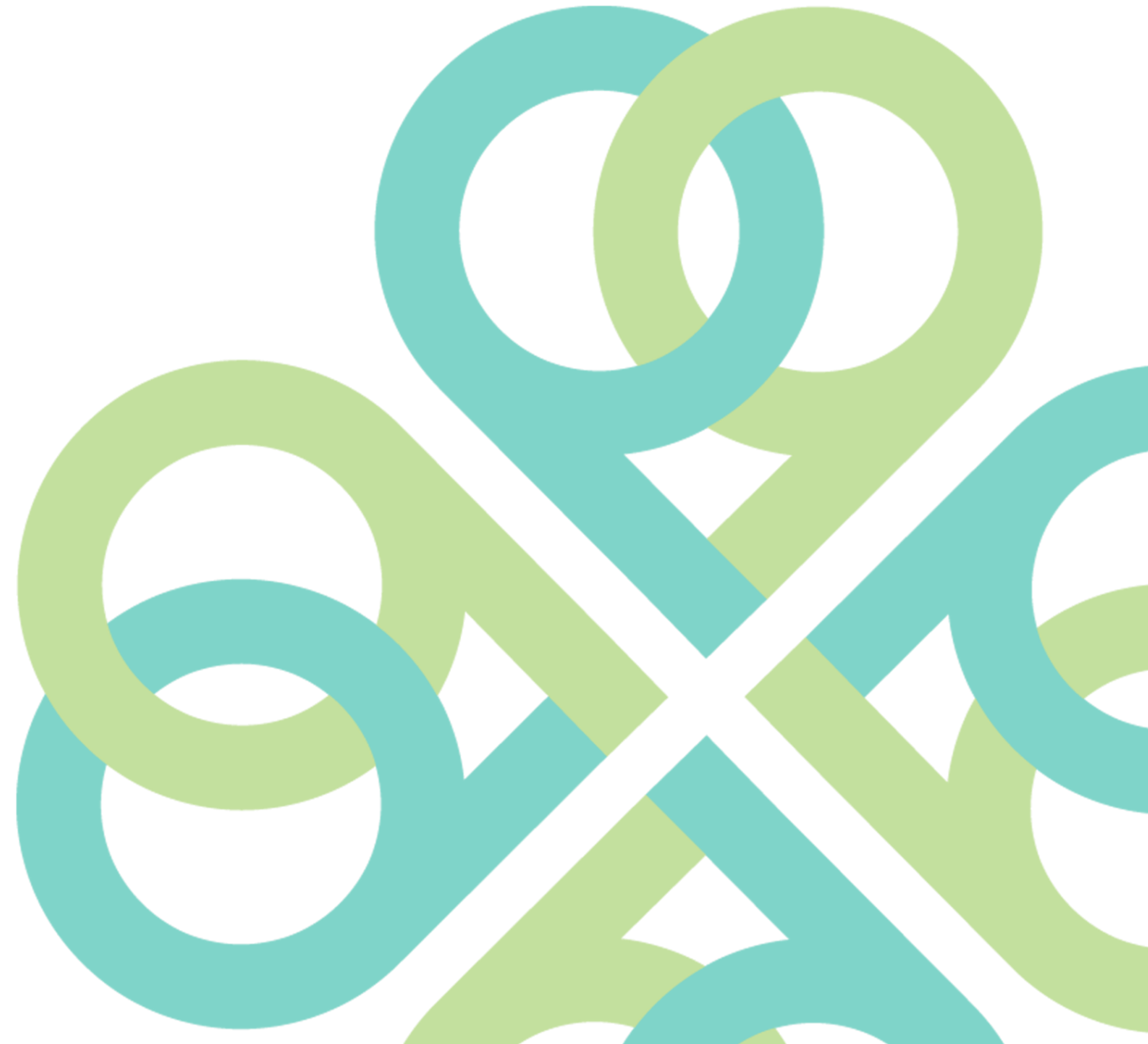
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How does this picture make you feel?



9 Themes of Motivation



1 - Goals



Write down goals and break them down into smaller achievable tasks

Use a journal or calendar for reminders

Create visuals for your "to-do" lists

Track your progress and celebrate achievements

Keep the momentum up

Accept setbacks and review goals as needed

2 - Morning

Your morning is a blank slate – a choice

Start your day right with a good night's sleep

Plan for your day and prioritize

You can schedule important tasks first

Or do least favorite work first



3 - Mindset



Develop a growth mindset

Step outside your comfort zone

Reflect with gratitude

Think about your impact

Recognize yourself

4 - Structure

Use a schedule to organize your daily routine

Time management

Block time for focused work

Give yourself time to get in the zone

Take breaks



5 - Environment



set the scene

6 - Movement



Energy
Mood
Health
Refocus

7 - Influence



Be influenced by positive
supportive people

Find and cultivate
relationships with mentors

8 - Positivity

A scenic view of a mountain range at sunset or sunrise. A prominent, rocky peak is visible on the left side of the frame. The sky is a mix of orange and yellow, and the mountains in the distance are shrouded in a light mist. A single evergreen tree is visible in the lower right foreground.

If you are positive, you'll see opportunities instead of obstacles.

Widad Akrawi

quote fancy

9 - Celebration

Share your accomplishments

Reward yourself – big or small

Prioritize enjoyable activities

Give yourself a break



10 Questions to Ask Yourself...



1. What are my reasons for wanting to achieve my goal?

2. What steps do I need to take to move closer to my goal?

3. What would be the consequences of not being motivated to achieve my goal?

4. What stops or reduces my motivation?

5. What obstacles or barriers may I face that will sabotage my motivation?

6. How can I overcome those obstacles?

7. What habits can I create to increase my motivation?

8. What tangible reminders do I need to see to stay motivated?

9. Who can support me?

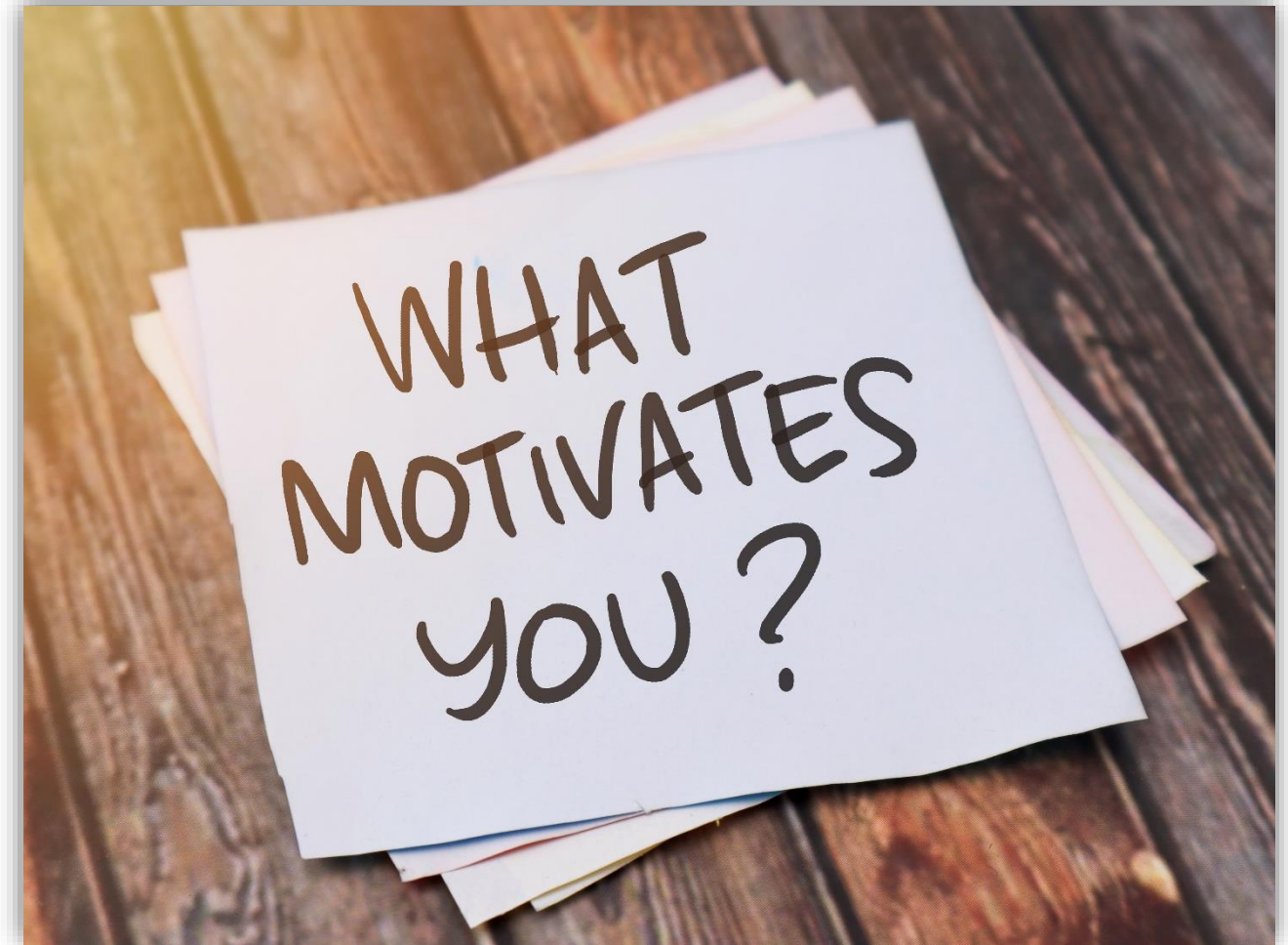
10. How will I reward myself?

Recap

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Thank You for Attending!



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a key takeaway from today's session

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