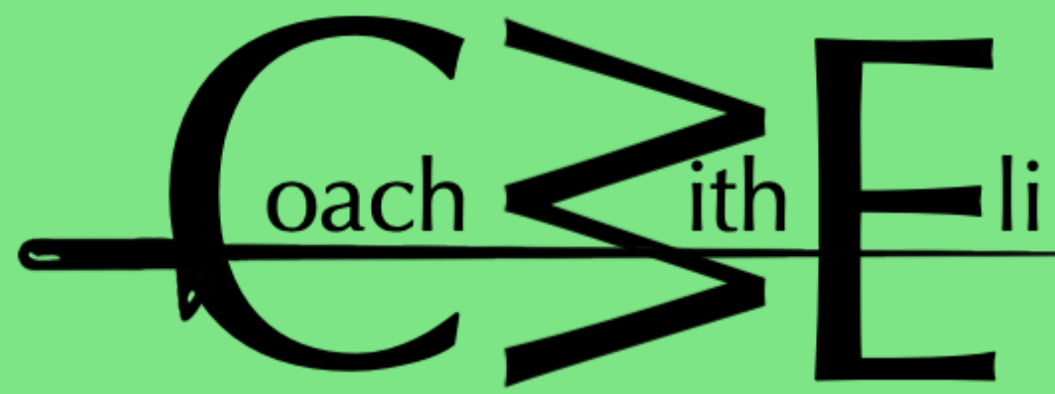# Practice Makes Perfect(er)
Stacking Away and Toward Motivation

Why Stack Away and Toward Motivation

People naturally want to move "away" from pain.

Effective goals are formulated as "toward" statements to help the subconscious mind identify appropriate resources in alignment with the desired outcome.

Away motivation pushes you away from what you don't want until you get far enough that you no longer feel the pain (or the remaining pain becomes tolerable).

Toward motivation pulls you toward your desired outcome even when you encounter obstacles along the way.

Together, away and toward motivation create powerful momentum to make whatever changes are necessary for success. This combination helps you <u>start</u> taking action quickly, <u>continue</u> taking action when things are difficult, and <u>finish</u> accomplishing the desired outcome.
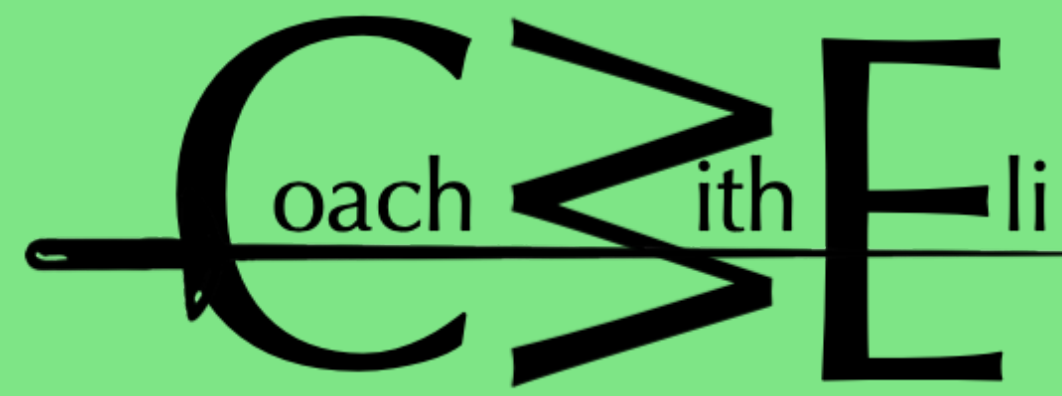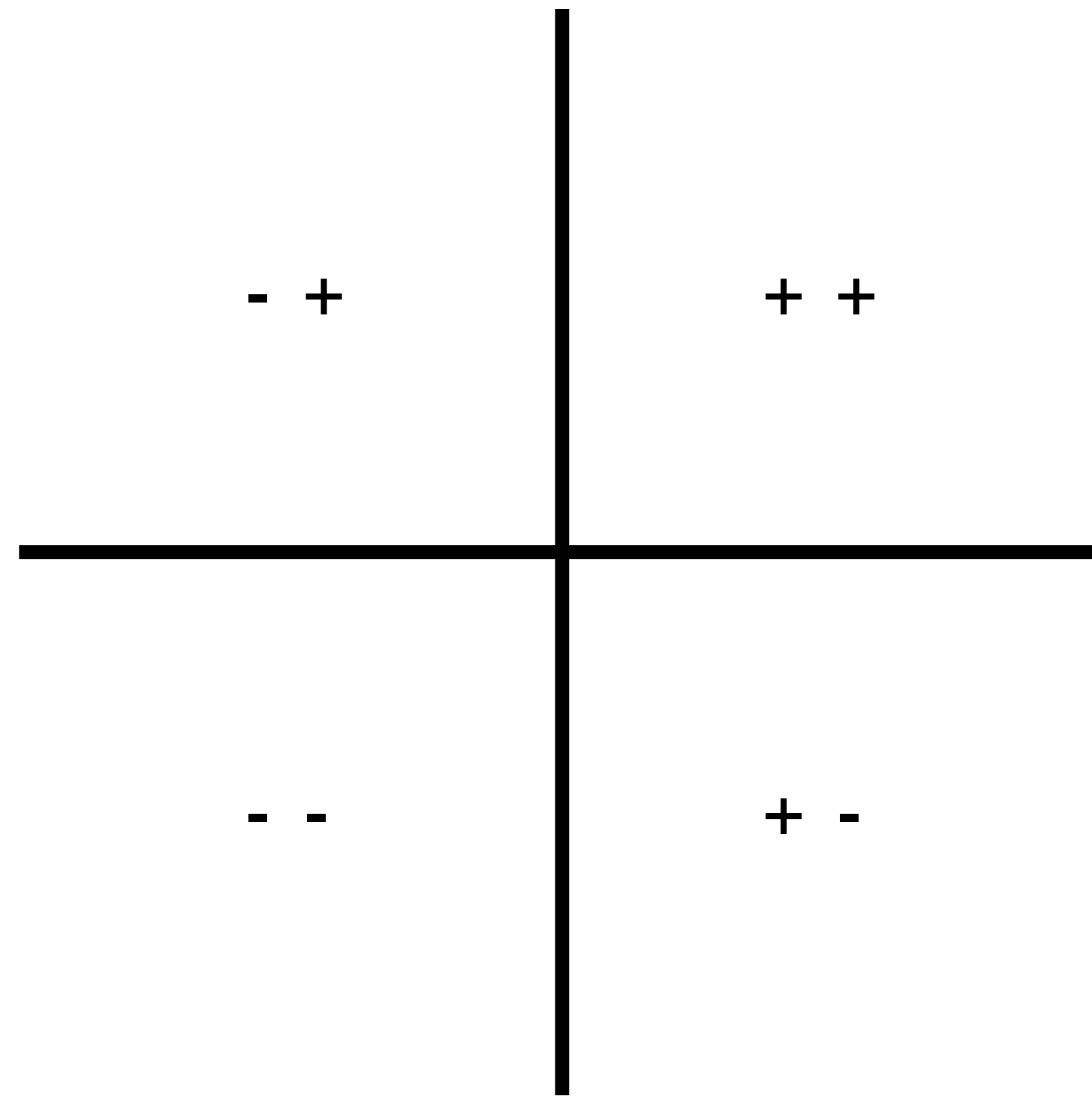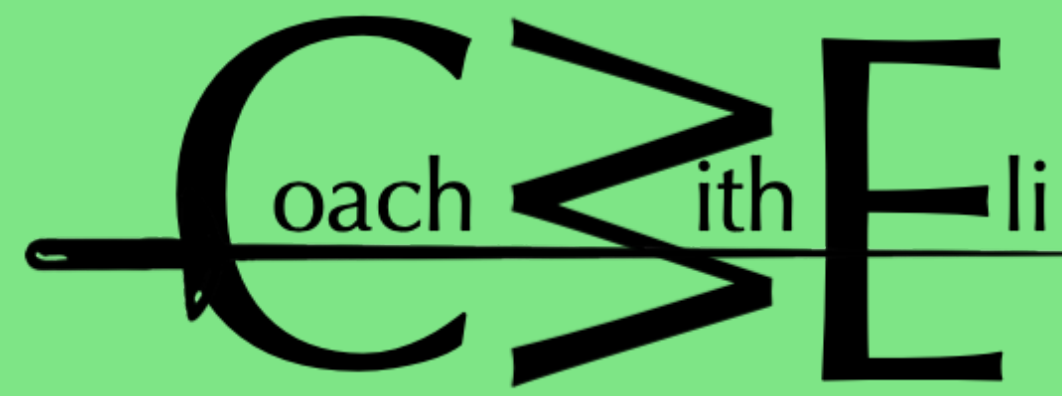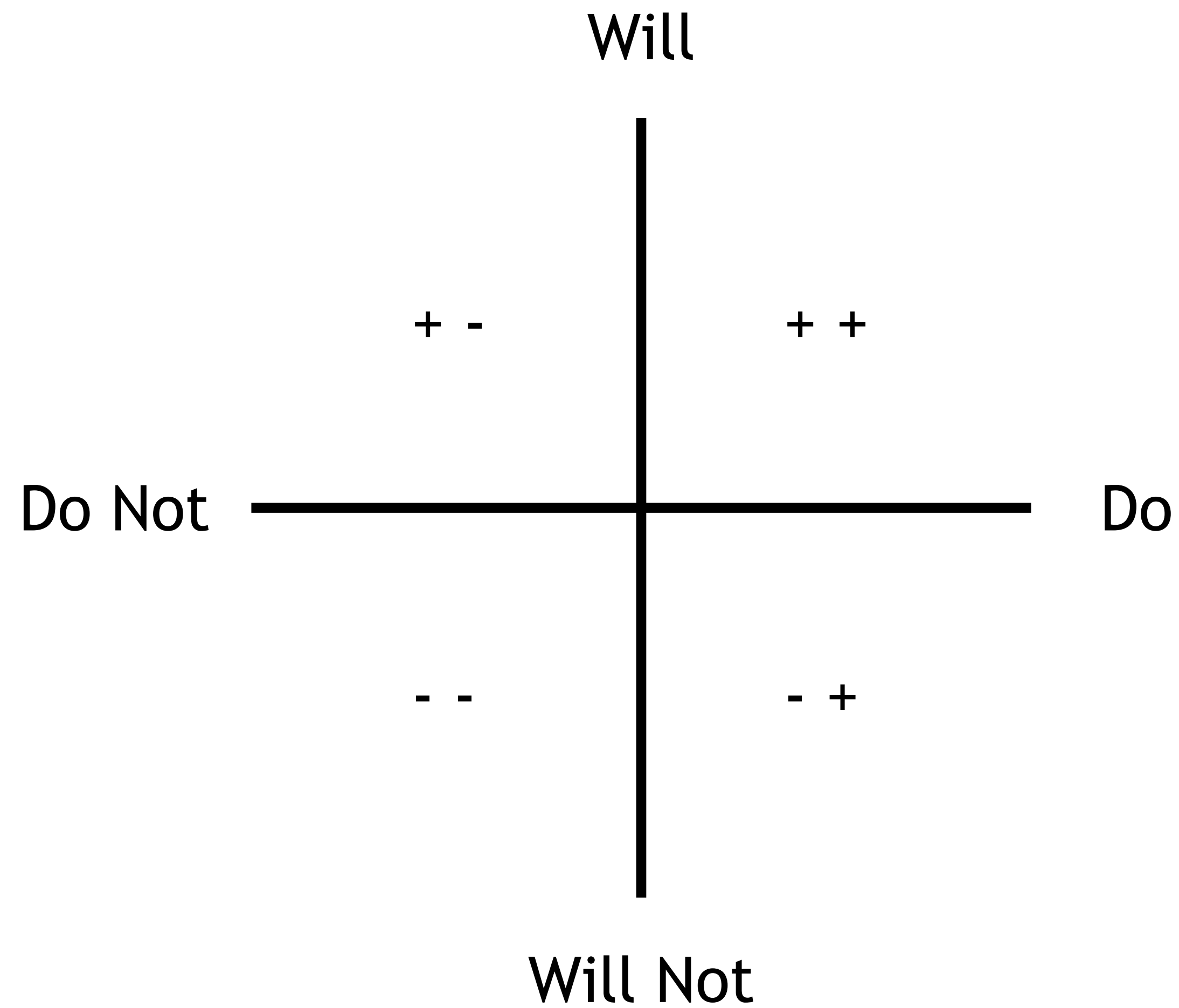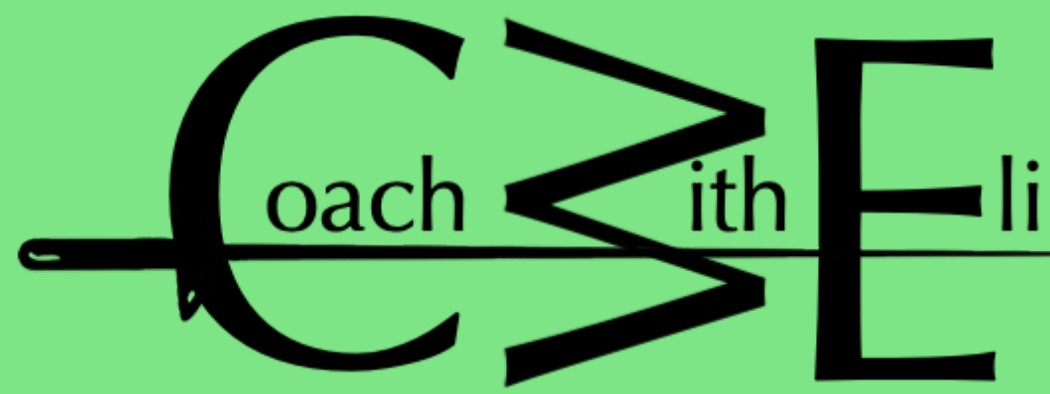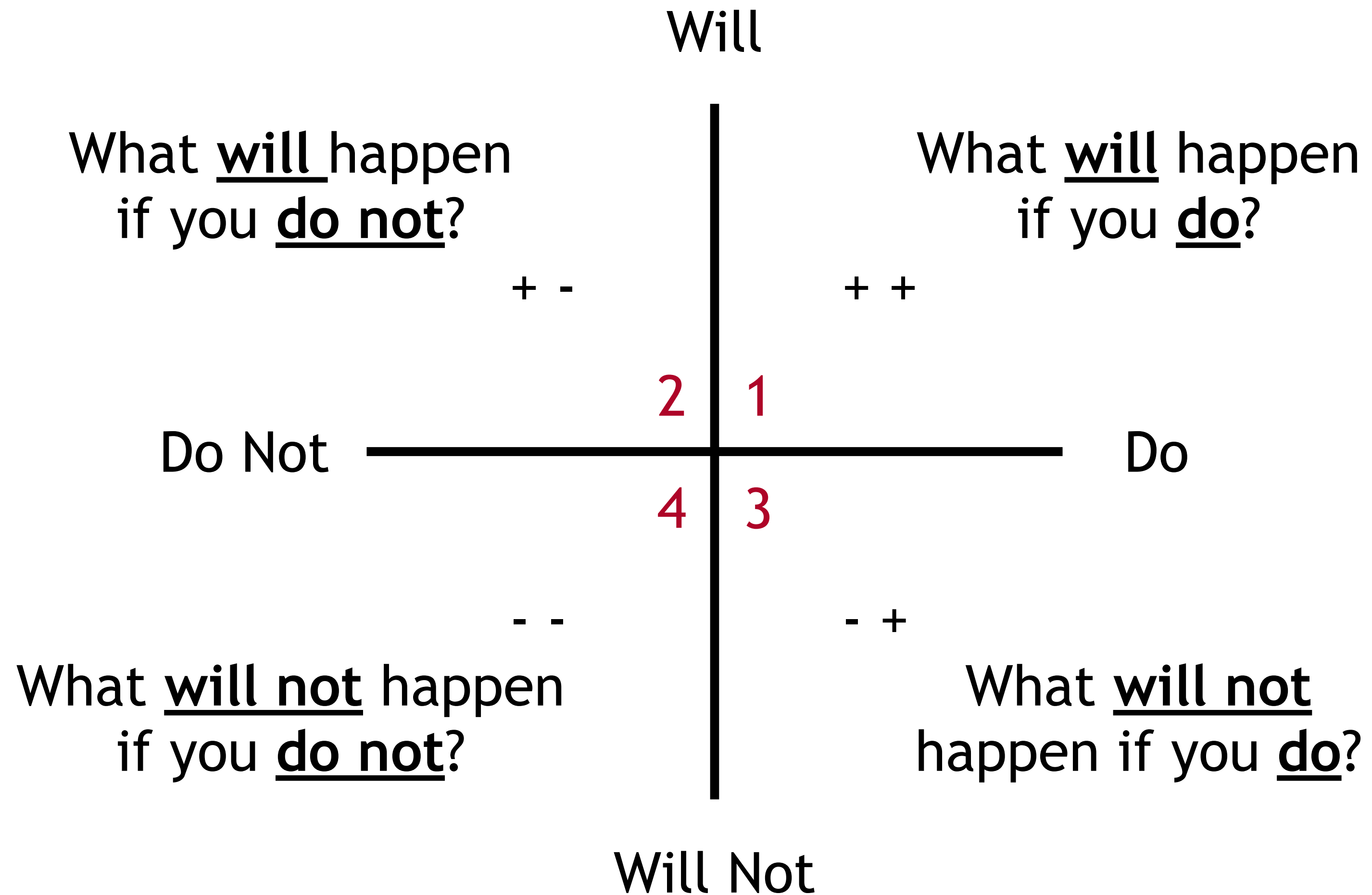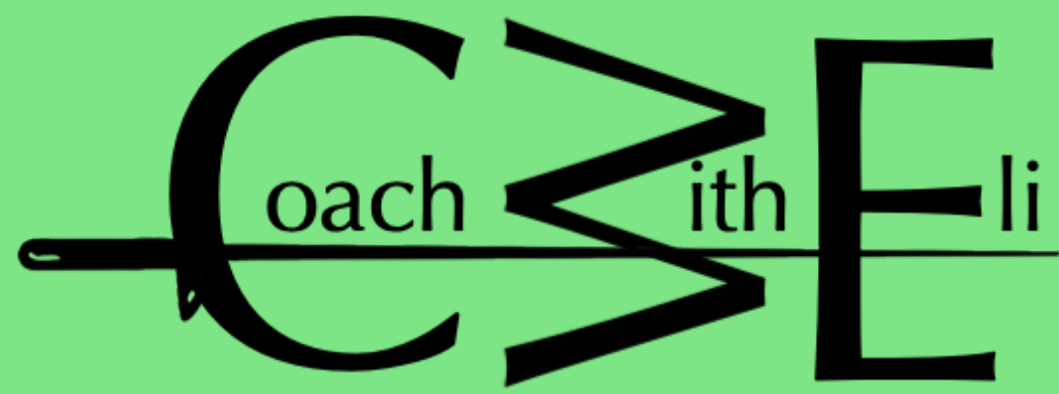
The Cartesian Coordinates

- +   + +

- -   + -

The Cartesian Coordinates

Will

+ -	+ +

Do Not ——————————+—————————— Do

- -	- +

Will Not

The Cartesian Coordinates

Will

What **will** happen
if you **do not**?

+ -

What **will** happen
if you **do**?

+ +

2 | 1

Do Not ———————————————————————— Do

4 | 3

- -

What **will not** happen
if you **do not**?
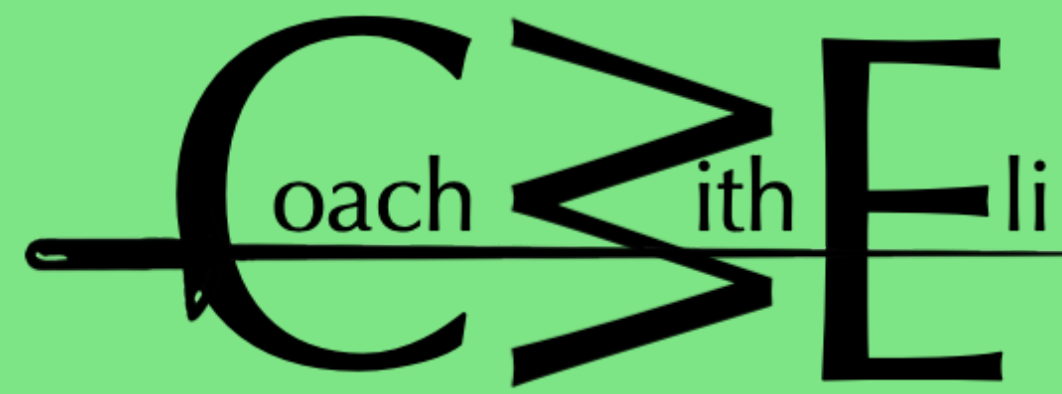
- +

What **will not**
happen if you **do**?

Will Not

How else can you ask these questions?

Notice that all 4 questions are future focused

1. What will happen if you do?

2. What will happen if you do not?

3. What will not happen if you do?

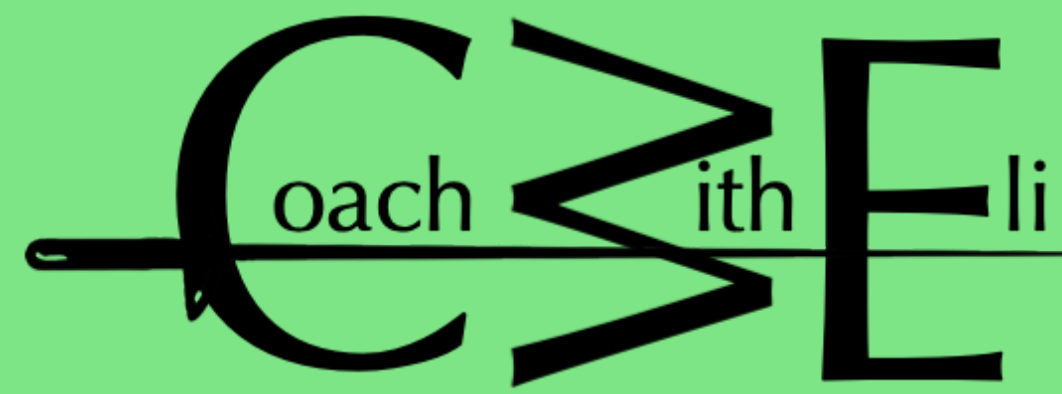4. What will not happen if you do not?

Practice

In your breakout room, practice asking away and toward future focused questions to stack motivation.

Make sure you cover all 4 quadrants.

Pay attention to how emotions change as you focus on different quadrants.
Use your sensory acuity to notice important emotional shifts.

Final Thoughts

- What questions do you have?

- Write down at least 5 AHA's from today's training

- What is your feedback from today's training?

- What is your plan for implementing the skills you worked on today?