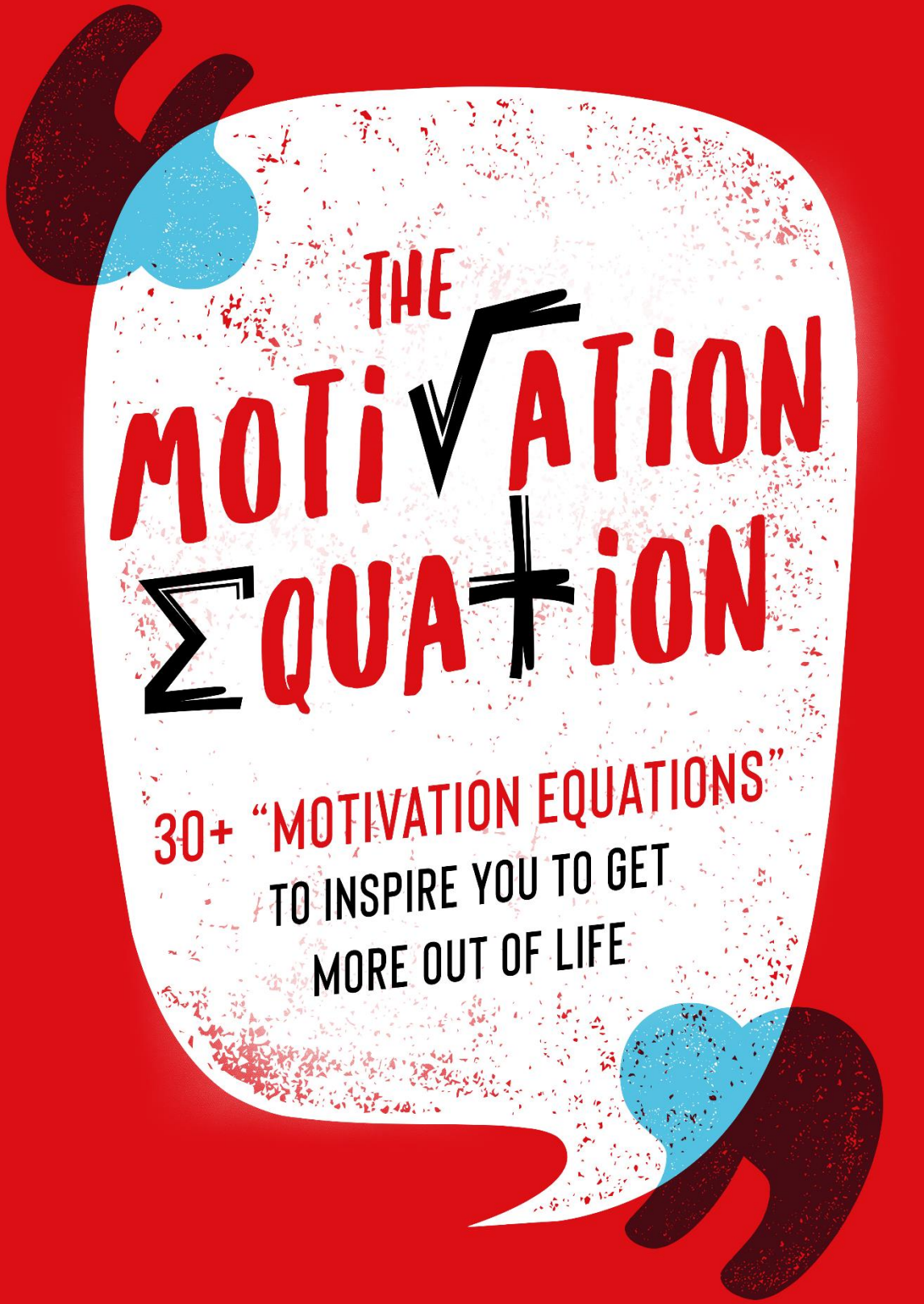


“On any page you’ll find something that will help you achieve more,
with enthusiasm!” - Legendary and Iconic Athlete Steve Gurney



THE
MOTIVATION
Σ EQUATION

30+ “MOTIVATION EQUATIONS”
TO INSPIRE YOU TO GET
MORE OUT OF LIFE

GLEN SHARKEY

Hack 3 – Gratitude

THANK THE LORD!!

(The Importance of Gratitude)

I've been working on increasing my levels of gratitude over the years and in order to be more grateful I use a strategy that I call "looking down on others" (it's not as bad as it sounds!)

Although it sounds like an arrogant and condescending approach, it's actually quite the opposite. Whatever position we find ourselves in life offers us the opportunity to 'look up' at those who have more than us and whose circumstances are more fortuitous, and at best admire them and aspire to their position, but at worst be jealous and envious of them. Conversely there are always people who are in more trying circumstances than we are and as the current pop song "Human" by Rag'n'Bone Man says, "Some people got real problems!" So this process of looking down on others means that when I see someone who is less fortunate than myself I take the opportunity to practice gratitude and regardless of what I do not have or have yet to achieve, I take the time to be thankful for what I am blessed with currently.

I've relayed this concept to people in training over the years, not necessarily describing it as 'looking down on others', but modelling the practice. I remember coming across

an article or a Social Media post that talked about people working in mines for 72 hours straight, in dangerous and unhealthy positions, for absolutely no remuneration. This was because they were slaves as a result of selling themselves and their families to creditors in order to get small loans that they could not afford to repay because of crippling, compounding interest. When I hear stories like this it makes me incredibly grateful for living not only in the Western world, but in the prosperous, safe and beautiful country of New Zealand with countless opportunities.

I'm also challenged by those people who maintain incredibly positive attitudes in the face of extreme adversity. Several years ago I saw a Facebook post from a friend who was visiting the UK who came across the following account in an old church or museum:



Victoria Cross: 6707 Corporal, William Richard Cotter, VC. 6th Bn. The Buffs (East Kent Regiment), died of wounds 14/03/1916, aged 33. Plot IV. E. 45.

Citation: An extract from “The London Gazette,” dated 28th March, 1916 (No. 29527), records the following: “For most conspicuous bravery and devotion to duty. When his right leg had been blown off at the knee and he had also been wounded in both arms, he made his way unaided for fifty yards to a crater, steadied the men who were holding it, controlled their fire, issued orders, and altered the dispositions of his men to meet a fresh counter-attack by the enemy. For two hours he held his position, and only allowed his wounds to be roughly dressed

when the attack had quieted down. He could not be moved back for fourteen hours, and during all this time had a cheery word for all who passed him. There is no doubt that his magnificent courage helped greatly to save a critical situation.”

I remember writing on my friend’s Facebook page “I’m going to try and remember this next time I feel like complaining!”

When I hear stories like this of people who are less fortunate than me and who are able to maintain a constructive mindset in the most horrific of circumstances, it really challenges me to maintain my own personal motivation when I have so much positive going for me and my family.

This is what I thought when I saw a photograph from the opening of an NBA basketball match in the United States. The picture was of several people standing for the national anthem as it was sung prior to the match starting. The photo also included a military veteran who was in full uniform and had lost his legs, quite possibly as a result of warfare. The thing that fascinated me the most about this photo was that in respect for the national anthem, the US flag, and the country that he had on fought on behalf



of, he did not use his disability as an excuse not to ‘stand’ with the others- in the photo you can see him using his arms to push himself up on the armrests so that he is no longer seated in the wheelchair. This is an incredible example of someone who has every excuse not to stand for the national anthem but takes it upon himself to do what he physically can to honour his country. When I look at people like that and their motivation despite tragic circumstances I can’t help but coach and manage myself to have as thankful, and motivated an attitude as possible.

* * *

MOTIVATION EQUATION

LIFE (BLESSINGS +
PROBLEMS) +
FOCUS ON THE
POSITIVE*
(GRATITUDE) =
MOTIVATION



UN-MOTIVATED EQUATION

LIFE + COMPLAINING = PROBLEMS**

*There are so many things that are positive in people's lives, starting with life itself

**Everyone has problems, and everyone can find even more if they look hard enough

WORKSHEET QUESTIONS AND ACTIONS

- Your life is so much better than you sometimes think it is – make a list of the things that you're grateful for in your life (e.g. I can walk, I sleep under a roof, I have skills and abilities etc.)

- Make another list of the things that you're grateful are not part of your life (I don't have difficulty breathing, I don't spend most of my life in hospital, I am not alone in this world etc.)

- Make a list of the things that you are sometimes unhappy about, then cross each one out, and commit to being grateful in the circumstance instead of complaining.

COMPLAINING
CHANGES
NOTHING!
GRATITUDE
CHANGES
EVERYTHING!!

TAKE A LOAD ON YOUR MIND!!

(The Importance of Mental Perseverance)

I recently watched a YouTube video of an ex-competitor from the television program “The Biggest Loser.” He had lost a lot of weight on the program but was still considerably overweight and the short video was about him entering the Hawaiian Ironman, proving both to himself and to others that overweight people are still capable of competing in extreme events before they get down to their ideal goal weight. It was fascinating seeing him at the start line, he was by far the biggest and bulkiest guy and looked quite out of place.

If you are unable to complete the 5-mile swim, 100-mile bike ride and finally a marathon in under 17 hours then the race officials withdraw you from the course at any point where they see that you are under the 17-hour pace. During the marathon it was increasingly clear that he was not going to finish within the allotted time, and race officials informed him that he either needed to speed up or they would withdraw him from the event. For some reason even though he didn’t finish by the 17-hour mark the officials elected to allow him to finish the event.

What fascinated me most about this man and his endeavour was that several times during the marathon he was unable to continue to run or even jog and dropped down to a walking pace. It makes sense that as the body gets more and more tired it would be less inclined and even less capable of maintaining pace. However when he got to the final several hundred metres of the marathon, having been in the water, on a cycle, and on his feet for over 17 hours, as he comes in to the support and applause of family and friends he breaks into a run faster than anything he had achieved at any point during the entire marathon.

Clearly, he was physically more capable during the event than he was demonstrating. If we were physically able to run at the end, then at any point during the race when he dropped to a walk, it was because his mental capacity had waned and therefore acted with a governing effect on his physical capacity. This is a tremendous example that even when we think we have reached our limit of our capacity, it's probably not the case, and we can deliver more. Just this thought alone can be highly empowering and motivating.

In the same vein, I'm fascinated by the selection process for military special forces such as the Navy Seals and the SAS. In an Australian SASR selection documentary I was absolutely fascinated by what happened with one participant. Around day three of the selection process the attendees are required to walk 20 km loaded up with gear and need to complete the walk in less than 3hr 15mins to remain on the selection course. Those who don't complete the exercise in under the time required are given a second chance a day or two later. However, by the time day the second opportunity rolls around they have been put through numerous addition-

al gruelling physical tasks on top of inadequate sleep. So, by the time they attempt the walk the second time they are in worse physical shape than they were for their initial test.

Special forces selection is much more about discovering what the applicants are capable of mentally rather than physically, and so they are pushed to their physical limits to assess their mental capacity. It was incredibly fascinating to see one candidate who came in 30 minutes over time in the first attempt, somehow manage to complete the second attempt in under the 3hr 15min cut off. His body wasn't in better shape for the second attempt, in fact quite the opposite, so it seems entirely counterintuitive that he should equal his time let alone come in so much faster. Clearly, he can achieve a dramatically improved time on the second attempt because he was able to apply mental capacity that he did not the first-time round.

Successful Navy Seals selection candidates have a saying that concerns hitting this physical wall. They maintain, from more experience of physical fatigue that the average person is likely to ever experience, that when you feel like you're absolutely spent, you're probably actually only 40% through what you're physically capable of. And that's where mental resilience makes the difference in order to access the other 60%.

This concept can be applied more broadly than physical endurance. When I'm annoyed or frustrated with something at home, my family (God bless them), who are aware of this "40% rule" will graciously remind me that I'm nowhere near the limits of my capacity and this motivates me to take things into perspective and improve my attitude!

* * *

MOTIVATION EQUATION

(PERCEIVED)
PHYSICAL LIMITA-
TIONS + WILLPOWER
= EXTRAORDINARY
RESULTS



UN-MOTIVATED EQUATION

PERCEIVED PHYSICAL
LIMITATIONS > WILLPOWER =
0 x MOTIVATION

WORKSHEET QUESTIONS AND ACTIONS

- In what ways do you lack perseverance or resilience?

- Is there an area of your life that you feel like, or have already given up on, that in actual fact you'd be more than capable of making it work?

- What are the barriers to returning to that abandoned activity or the obstacles making you feel like giving up?

- How will you feel if you give up?

- How would you feel if you succeeded in the current activity or in the abandoned activity?

- What additional resources do you need to help you overcome?

- Set a date and commit to getting that activity complete- don't let it beat you!!

WHEN YOU
FEEL LIKE
YOU'VE "HAD
ENOUGH"
YOUR ONLY
40% THROUGH
WHAT YOU'RE
CAPABLE OF
HANDLING
– HANG IN
THERE!!

Hack 31 – Mindfood

CONTENT MANAGEMENT! **(The Importance of Reading, Listening, and Watching)**

There is a common saying that “Leaders are readers”. It really acknowledges the fact that any people, including leaders, who want to develop themselves will open their minds up to further learning with personal and professional development. The world has changed dramatically in the last 20 years. In my leadership training you’ll often hear me say that 15 or 20 years ago if I wanted to understand how to manage difficult conversations in the workplace I would have had to buy a thick book on workplace communication and then sift my way through to the relevant chapter with the information that I require. How different the world is now! Now I am able to utilise search engines with my phone or other handheld device and in less than a second I can have countless short articles on “The 10 Top Tips for Courageous Conversations in the Workplace” or “Seven Ways To Manage Workplace Conflict”. There is no shortage of information and inspirational content on the Internet to provide us with short, motivational bursts in a “just-in-time” fashion.

Increasingly though, I find myself being a watcher rather than a reader, constantly accessing video material on You-

Tube primarily to motivate and educate myself. I could not tell you how many TED talks I have watched over the years, especially when I am working out in my home gym. I have a set of dedicated Bluetooth speakers down my gym and I take down my laptop from my home office and type in any number of subjects that I watch in relation to my speaking business as I work out including:

- Motivation
- Gratitude
- Kindness in relationships
- The use of social media to build business
- Choosing a non-fiction book cover
- Marketing a self-published book
- Producing online course material
- How to write stand-up comedy
- Becoming a master storyteller and many, many more!

One of my favourite subjects to watch on YouTube during my exercise relates to the selection process for special forces such as the British SAS and the US Navy Seals. As you can imagine, when I watch these kind of videos and documentaries and I feel like finishing my work out early, I'm encouraged to go the full distance by these modern-day warriors.

No doubt your list of viewing material would be different from mine depending on your personal and professional goals, but regardless I would get through as many hours of informational content as I spend working out and I cannot emphasise enough the use of online articles and online videos by subject matter experts to increase personal motivation. I've also listened to hours and hours of podcasting by people that

I really admire in my car, and especially while I'm preforming solo tasks such as house renovations. Over the years I've been through all manner of audio iterations from listening to Brian Tracy's cassette tapes on how to be a better communicator to listening to CD's on my discman. More recently I used a set of industrial grade ear muffs that had a 3.5mm jack that

plugged into my iPod touch so I could listen to non-fiction audio books. More recently I purchased a set of Bluetooth workshop ear

**ONE OF MY
FAVOURITE
SUBJECTS TO
WATCH DURING
EXERCISE ARE
THE BRITISH SAS
AND THE US NAVY
SEALS**

muffs so I could listen to audio books and podcasts while I'm doing garden maintenance or working in my workshop.

We now have access wherever we are, be it in the car or out jogging or sitting in a cafe, to listen to and watch informative, uplifting and highly motivating material for which we are spoiled for choice. The primary challenge now in the multimedia age is similar to our dietary choices, many of us have no shortage of food choices, the challenge is to make healthy choices for the well-being of our bodies. Likewise with more television, online movies and YouTube content

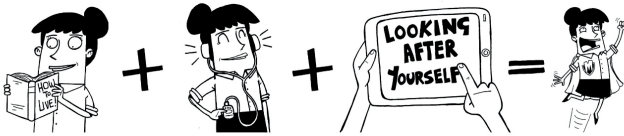
the challenge is also to make healthy choices for the well being of our mind and our soul.

* * *

MOTIVATION EQUATION

HELPFUL MATERIAL

\times (READING +
LISTENING +
WATCHING) =
MOTIVATION



UN-MOTIVATED EQUATION

UNHELPFUL CONTENT \times TIME =
MOTIVATION \times 0

WORKSHEET QUESTIONS AND ACTIONS

- What books have you read, or what material have you listened to or watched for your own personal or professional development in the last 12 months?

- Decide on a goal to read, watch, or listen to a certain amount of material.

- Perform a Google search for relevant topic material in the areas you would like to develop (I'll often type in "10 top tips for..." to bring up short, pithy articles that include additional reference material for more in-depth searching).

- Commit to a growth mindset where you're continually absorbing new material – it's really great practice for remaining mentally fit!

*LEADERS ARE
READERS (AND
LISTENERS AND
WATCHERS!!....)

(*you're the leader for your life)