

How to Motivate Yourself and Others by Dennis E. Hensley, Warner Press, Anderson, Indiana, 1989 (10 Quotes selected by Doug Nichols)

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**Introduction:
An Excitement for Life**

1. A man once went to see his physician. After a complete examination the man asked, "What's wrong with me, Doc?" The physician replied, "Nothing.

You're just lazy." The man nodded agreement and said, "Well, then, tell me the medical term for it so I can tell my wife."

Perhaps you've known a few people like that. Rather than be motivated to get more accomplished, they prefer to develop an excuse for their continued lack of productivity. [Page vii]

2. ... each man and woman should be self-excited. Yes, that's right: self-excited. We should say, "I'm excited about what I do! I've got goals and challenges, vistas, priorities, missions, and objectives, and my whole life is an exciting adventure. I'm so excited about who I am and what I have facing me, that there is no way I can fail. This is all too much fun."

When you begin to see responsibility as "quest," you'll be ready for more of it. When you begin to see your day-to-day employment as a series of important missions, then you will become organized. When you begin to think of obstacles as opportunities, of setbacks as experiences, and of pressures as signs of your ability to function under duress, then you will be able to maintain your excitement about life. And when you maintain your excitement, you will succeed. [Page viii]

3. When people infuse excitement into their lives, they give themselves perspective. Perspective is balance. With the right perspective of things, you're able to see that you are never presented more challenge than you are given spirit to face. With the right perspective you are able to see that God never hands you more setbacks than he gives you opportunities to go forward. Life has balance when you offset the weight of disappointments with the buoyancy of excitement. [Page x]

Part I Personal Dynamics

Chapter 1: Four Important Words

4. Mark Twain once wrote, "When I was eighteen, my father was the biggest fool I'd known. When I was twenty-one, I was amazed at how much the old fellow had learned in just three short years." [Page 2]

Chapter 3: Cocooning

5. Can't you change your concept of "old age" to "vintage maturity?" "past your prime" to "at the summit?" "youthful inexperience" to "open-minded enthusiasm?"

Of course!

It's all a matter of discovering your strengths and capitalizing on them and admitting your weaknesses and overcoming them. If you don't like the image you are projecting now, you can put yourself into the cocoon of the Holy Spirit and emerge as someone with a totally new image. [Page 10]

6. In the Chinese language, the character drawing for *setback* is the same symbol for "opportunity." That's often true in life, too. Is that upset apple cart a big mess, or did you just discover apple sauce? Is that piece of singed glass a ruined window, or have you just invented sunglasses? It's all in how you perceive things. Pray that God will open your eyes to the innovative opportunities all around you. [Page 10]

7. As you receive such trust and positive reinforcement, you will develop more energy. You will discover that your curiosity will increase in proportion to your rising energy. You will desire to learn more about everything and you will discover that you have the energy by which to do the learning.

Be informed on issues related to politics, business, science, ethics, and the arts. Be concerned about global tensions, community affairs, and family needs. Form opinions on such matters as religious freedom, sexual harassment, racial bigotry, environmental pollution, and military preparedness. Unlike the ostrich that buries its head in the sand, you must be alert, informed, and aware of the world around you. [Page 12]

8. As you increase your awareness of things, you will want to share your opinions, viewpoints, and ideas with others. Enhance this by altering your mode of talking. Instead of having people *continue* to think of you as a shrill-toned, idle chatterer, change that image so that they now see you as an even-voiced, well-informed, confident speaker. Here are some tips on how to change your way of talking:

1. Avoid profanity and slang.
2. Increase your vocabulary.
3. Neutralize dialects and accents.
4. Develop a controlled, pleasing tonal quality.
5. Pronounce words clearly and correctly.
6. Speak in complete sentences and at an even pace.
7. Maintain eye contact with the other person.

These speaking-pattern changes will assist you in becoming a more confident and dynamic person. Use your imagination to help I you see a strong personal image of yourself to go with your strong, confident voice. Never sell yourself short and never limit your potential for strength and ability. Always strive to see new possibilities in yourself. Maintain a robust faith in your new image, goals, and progress. [Page 12]

Chapter 5: Symptoms and Cures of Burnout

9. ... the key to becoming a great motivator is first to learn how to become self-motivated. God offers us many opportunities for service to him and to other people, as well as opportunities for personal advancement, but God expects us to show some personal initiative, too. We cannot expect to accomplish great things if we remain idle.

The processes for motivating ourselves include maintaining a perspective on life, nurturing the guidance of the Holy Spirit, viewing ourselves in positive ways, learning to overcome rejection, avoiding burnout, and mastering the techniques of problem solving. [Page 25]

Chapter 6: Solving Life's Problems

10. Solve the problem. Choose what you feel the very best solution to the problem is and get behind it with all your effort to make it work. Press for action, never doubt your ability to succeed, strive for excellent results, and refuse to be satisfied until you get the solution you want. Should you still fail, there will be no shame. You will know you did your best, and you will still be able to pull out your notes and have your other options ready to try.

The bottom line in all problem-solving is to never say die. Remember that as a child of God, you are never in the struggle alone. [Page 30]