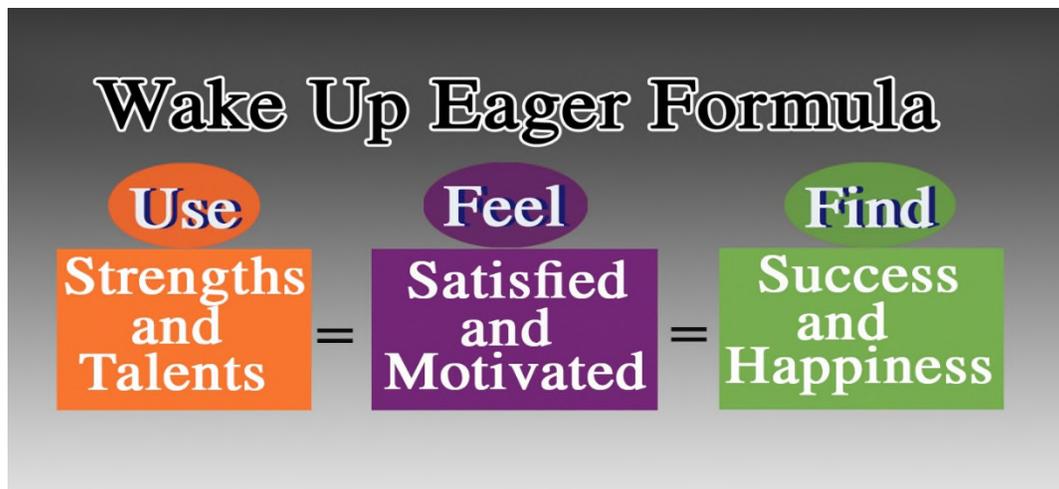


Motivating Yourself and Your Workforce, What you Wish You Knew...

 <p>WAKE UP EAGER E A G E R LEADERS & WORKFORCE</p>	<p>Why Waking Up Eager Matters</p> <p>Wake Up Eager Leader</p> <p>Wake Up Eager Team</p>	<p>My Notes & Actions I Will Take:</p>
---	--	--



Strength & Motivator Research*:

- Just knowing about your strengths increases productivity by **8%**.
- People who use their strengths every day are **3 times** more likely to be eager about work, and **6 times** as likely to report that they have an excellent quality of life.
- Managers who build upon the strengths of others are **86% more** successful, than managers who don't.
- Business units whose employees who use their strengths every day are **44%** more likely to excel in customer service & **38%** more productive, per 25 person team.

** The Gallup Organization*

Additional Resources:

- 19 Reasons Why Strengths Matter www.pricelessprofessional.com/whystrengthsmatter
- Stress Less – Insight About Doing More of What You're Compelled to Do www.motivatorsppd.com
- Tune In Time – 15 Minutes a Day www.pricelessprofessional.com/tnt
- Three Biggest Interview Mistakes Podcast www.pricelessprofessional.com/interviewmistakes

Three – ‘What’s My Why’ - Questions:

“While working at (my company) I want to gain...”

“I am a (Job Title) because I most want...”

“I work at (my company) because...”

Your Turn: First and Second Interests Are...

#1

- Problem Solving
- Expert-Status
- Deeper Meaning
- Books
- Knowledge

Learning

#3

- Service
- Charity
- Coaching
- Altruistic
- Helping Others

Service

#5

- Take Control
- Advancing
- Spokesperson
- Authority
- New Ideas

Power

#2

- Maximize Resources
- Eliminate Waste
- Productivity
- ROI
- Results

Results

#4

- Work Life Balance
- Non-conformist
- Nature & Beauty
- Harmony
- Creativity

Balance

#6

- Standards
- Tradition
- Process
- Protocol
- Creating Order

Process

Interview Questions for Revealing Whether Strengths & Motivators Match the Job:

1. What jobs have you enjoyed the most? Why? Please share **specific** examples of what you enjoyed.
2. What jobs have you enjoyed the least? Why? Please share **specific** examples of what you disliked.
3. Give **specific** examples of past environments you worked best in.
4. Give **specific** examples of past environments that did not work well for you.
5. What kind of responsibilities would you like to avoid in your next job? Why?