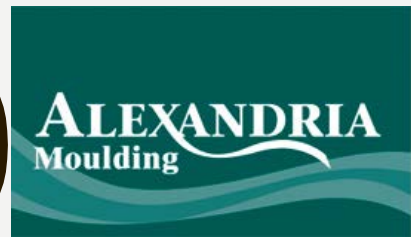


**COMMUNICATE
TO MOTIVATE**

ANGELA LEACH





WHAT MOTIVATES YOU?

mo · ti · va · tion

A reason or reasons for acting or behaving in a particular way.

Desire or willingness to do something; enthusiasm.

Health



HOW CAN WE MOTIVATE OTHERS?

Today's Topics:

1. WWAGS: key communication ingredients
2. DISC – a model to understand people's sources of motivation
3. Best Practices: Communication That Motivates

WWAGS – KEY COMMUNICATION INGREDIENTS

WHAT & WHY

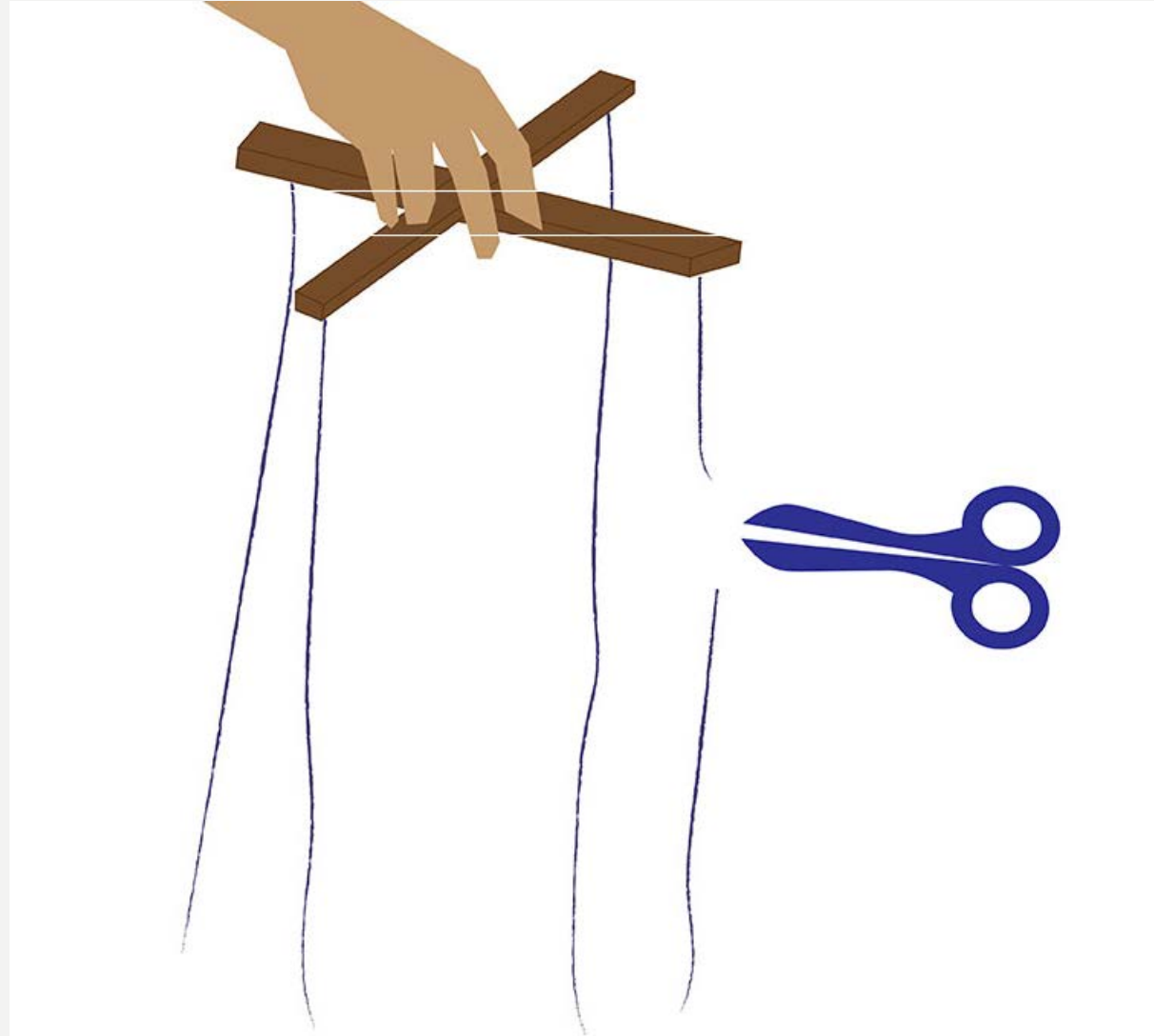
I know what I
have to do and
why it's important



WWAGS – KEY COMMUNICATION INGREDIENTS

AUTONOMY

I can decide
how work gets
done



WWAGS – KEY COMMUNICATION INGREDIENTS

GROWTH

I have opportunity
for continuous
improvement and
developing
expertise



WWAGS – KEY COMMUNICATION INGREDIENTS

SUPPORT

I get coaching along
the way and
obstacles are
removed for me.



KEY INGREDIENTS FOR MOTIVATION

WW	What & Why
A	Autonomy
G	Growth
S	Support

UNDERSTANDING PERSONALITY STYLES



- D Direct and Decisive
- I Inspiring and Influential
- S Supportive and Steady
- C Cautious and Correct

DIRECT & DECISIVE

- Seeks action and results
- Wants to achieve goals and be the best
- Enjoys leadership role
- Values respect and results

GENERATIONAL DIFFERENCES?



Source: FCC-FAC.CA

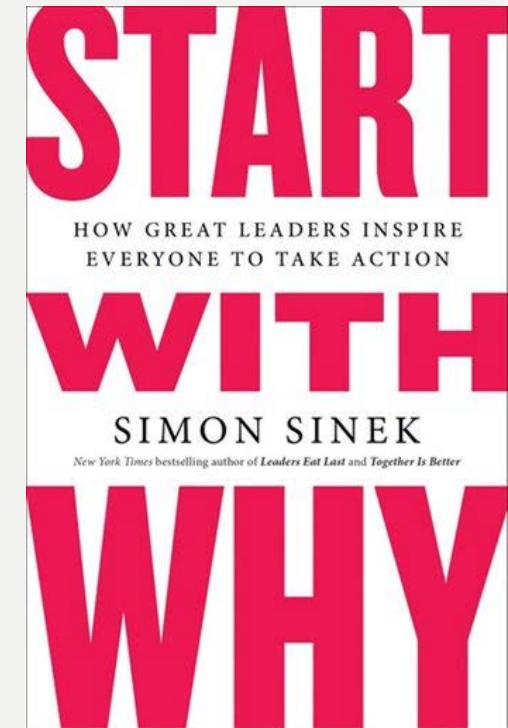
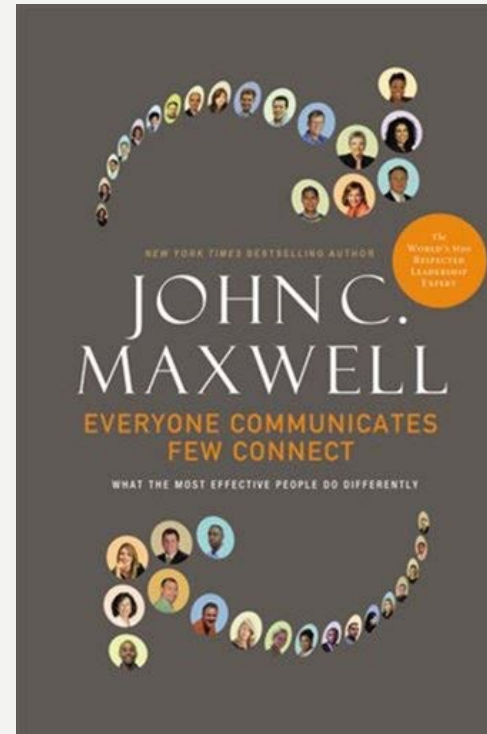
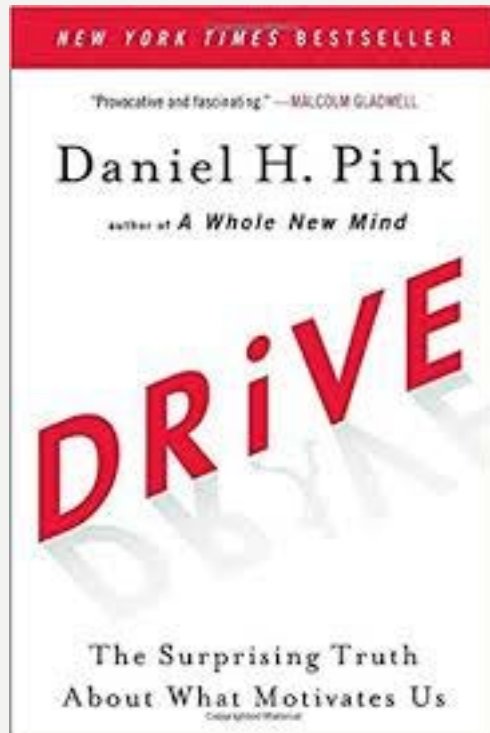
COMMUNICATION THAT MOTIVATES

- A. Share your vision and goals
- B. Clarify roles, responsibilities and expectations
- C. Ask then listen: Understand the perspective and needs of others
- D. Plan to communicate



YOUR QUESTIONS

Check out these books:



ANGELA LEACH

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Training & Coaching:

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