

Why Motivation Doesn't Work

At least very well. It's like the story about the horse pulling a heavy cart with the proverbial carrot dangling in front and a whip at the ready behind. He turns to the driver and asks, "Tell me again. What's my motivation here?"

The problem lies with where our motivation comes from. When the impetus to do something arises innately from within, it has potential to carry us along, becoming self-rewarding and continue into the future. Without help.

When we need constant or periodic motivation from external sources, then our pilot light has gone out and will not light our fire when we need it most. And for most of us, that's a persistent problem. We need direction, counseling, expert advice, and encouragement because we never internalized one or more of the foundational developmental cornerstones of growing up. If we got them, then seeking out motivational help, whether it be in the form of subliminal tapes, coaching, counseling, or encouragement are unnecessary.

If we find ourselves sinking into a bottomless pit of despair, flail about without an inner sense of direction, and needing expert advice for how to run our lives, relate to family, friends, colleagues or loved ones on a regular basis—or even occasionally—that can be understood as a measure of how solid our foundation was laid down. Just how persistent a problem it has become has ample evidence in how many professions are designed to help us do the kinds of things we wouldn't need help with if we had completed the growing up process.

In my experience of working with people, the aim is quite different from normal standards. We agree that they will be thinking for themselves ASAP, rather than rely on my thinking, even in the short term. And it happens that way—NOT because we intend it, set our intentions on it, and rely on any kind of theoretical model. Every one of us already experienced an organic model that drove us initially to become independent, self-motivating, powerful individuals with unique characteristics, goals and even missions around which our lives evolve. That model provides both the inner push as well as powerful pull to become entirely grownup so that we could do all the things we envisioned doing before we even went to kindergarten.

So the work we do together doesn't involve advice, believing in anything, chanting, meditating or repetitions of any kind of advice. In fact advice isn't allowed. No shoulds. No prohibitions. What I have found that works extremely well is to return clients to the points at which they failed to incorporate the basic four cornerstones we all were challenged with early on. They are achieving adequate connection, so that we experience unlimited supply; what comes from connection is an inner sense of enough—having enough, being enough, without deprivation, insecurities, fears of abandonment, etc.

With enough we find the second challenge—to become autonomous—is resolvable. The most important difference that's blatantly obvious concerns quality of thinking. Autonomous people think for themselves without needing expert opinion, advice, counseling or anyone outside telling us what to do and not do. That's not to say that resources are not valued. Dependence is the key difference between those who rely on beliefs, thinking of sages, wise men/women, and peer pressure and those with functional abilities to process beyond two options. Like good/bad, right/wrong, your way or the highway. "But my therapist says...!"

Most people in our culture failed the task of becoming functionally autonomous, hence we have so

many externalized attempts to provide what we could be doing for ourselves. Instead of being independent we manage our dependencies (addictions, attachments, and support groups). How many people even got beyond the one about crossing the street? Remember our mommies yelling at us not to cross the street without holding her hand? Look around at all the signs that substitute for knowing something as fundamental as how to get to the other side when she isn't around. Blinking signs tell us when to walk, providing we aren't ignoring them and don't get caught by the jaywalking police officers.

We have computers that do our mathematics, alarm clocks to tell us to get up, advisors to tell us how to dress, where to find that special loved one, and even a couple of self-described chuckle headed brothers having a great deal of fun at the expense of anyone brave (or fool) enough to call in with questions about their automobiles. All we have to do is raise the hood on our car in a public place and everybody and their brother will stop to tell us what's wrong. If you don't believe me, sit quietly in a mall and listen to how much conversation falls into the categories of soliciting or delivering advice.

Think you already know all this? Take a test and find out how well you did on your inner journey before you were five years old. Go to <http://doihaftagrowup.com/ebook> and you will receive a score. And you will have the option to learn a whole lot more on the topic of growing up in my new book on the subject. Or if you want to skip to the order form, go directly to <http://stores.lulu.com/store.php?fAcctID=3757641>.

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