

Lighting the Fire of Passion, Fuels Success

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As a business owner, coach, parent – any leader has the ultimate responsibility to get the very best from everyone, be it an employee, player or child – helping people achieve their very best is what builds great companies, great teams and amazing families.

However there are many in business and in life that feel the best way to motivate is to rule or “motivate” through force and intimidation; the reality is that tactic is really no way to build a strong, successful and loyal companies team mates or families. In fact is, it’s counter-productive and demoralizing.

I have worked for such individuals and the experience was awful. On the other hand I have worked for and with individuals who patiently helped me develop my interest and “passion” for what I do; whether it be sports, business or life itself – that passion and fire becomes infectious to everyone I touch.

Are you the type to train and build your team through loud, nasty intimidation tactics? How receptive are those on the receiving end? If poled, what would they say about you and your management, coaching or parenting style?

Ask your team or yourself, if you’re a one or two person business; ‘Am I passionate about what I do?’ – ‘Do others see my passion and emulate that drive?’ As the one in charge, do I deliver positive messages? Am I upbeat and encouraging? Do I seek to have people see the best in themselves – or is it completely the opposite? I found this quote by Bob Nelson that I really connected with...

“You get the best efforts from others not by lighting a fire beneath them, but by building a fire within.”

Getting people engaged in a positive way fuels the best results. Now is the time to take an introspective look at what it is you do; how you train and motivate those around you...stoking the fire of passion inside your employees, team and family will ultimately mean greater loyalty, better sales, cohesive work environment and a happier life.

Now is the time for change!

Until next week, continued success...Cliff