

DON'T LET THESE 3 DEADLY DEMOTIVATORS DEFEAT YOU

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By Noel Peebles

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Demotivation happens when your negative thoughts overwhelm any positive motivation you may have. Don't worry you're not alone. We all fall victim to it at times. It may be as simple as "having a bad hair day", but it can also be far more serious.

Demotivation can distract or discourage you from achieving your goals. The truth is; demotivation can be downright deadly and destructive!

Here are some warning signs to look out for –

You might be feeling cantankerous, downhearted, frustrated, or as if you are being victimized in some way. Other tell-tail signs could be boredom, depression and lethargy.

So what's the cause and how can you overcome it?

Well, it could be due to one of several reasons. Here are 3 to think about:

DEMOTIVATOR # 1.

Criticism is a prime culprit. Continued criticism might lead you to think "I can't do anything right." You may feel worthless or believe that no one has faith in your ability. Then you start to doubt yourself.

This can happen when associating with the wrong people. Demotivation can be the result of negative talk, always blaming others, or a "nothing ever goes right" attitude.

The solution is to surround yourself with people who will make you feel

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better about yourself. Seek out people who focus on what's right and good rather than what's wrong and bad.

DEMOTIVATOR # 2.

Demotivation can stem from greed. There is a popular misconception that people who are money-hungry are the greedy ones who end up with the money. This is sometimes true in the short term, but often the exact opposite happens.

When in the retail trade I saw this time and again. I knew of other retailers who would squeeze their suppliers for every last cent. One chap would rip

the stitching on unsold soft toys and then return them to the supplier for a credit. He never paid his bills on time and took advantage of everyone he came in contact with. He tried it with me once... I said ONCE... and I never helped him again. He began to wonder why he was not being offered the good deals from suppliers that I was being offered. And, why weren't his customers returning to buy more?

The fact is – bad things start to happen when greed comes into play. It may not happen straight away, but it does happen. Greed often leads to arguing and fighting which is stressful and demotivating.

I believe in doing your best and treating others, as you would expect to be treated. With the right attitude, people will go out of their way to help you.

DEMOTIVATOR # 3.

Demotivation can happen when you strive for the impossible. You may start to think, "it's all too hard" or "it's just not worth it any more."

Demanding the best of yourself and having others demand it of you is fine, but you are headed for a fall if you demand perfection. Be positive, know what you are capable of doing and be realistic. That way you won't be disappointed.

The thing to remember is that motivation and demotivation are about getting the balance right. We all have our ups and downs and none of us can expect to be 100% motivated all the time.

We all go through patches of boredom, depression and lethargy. But, don't worry too much, unless your demotivation lasts for weeks on end. If it does, then you may have to sit down and carefully assess your situation. Think about what might be causing the problem. Think about what changes may

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be necessary to maintain your right level of motivation?

At the end of the day, your success in life will depend on your own personal motivation, dedication, and commitment. You'll know your capabilities. Your level of motivation will determine what you do and your attitude will determine how well you do it.

Above all, don't let demotivation defeat you.

Noel Peebles. Market Leaders Limited.

<http://www.instantsellbusiness.com><http://www.instantsellhome.com>

7 Deadly Sins of Distributor Web Sites

By Jeff Gilman

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Survey of Distributor Web Sites in the HVACR Industry

Survey shows how web sites DID NOT try to sell. Examples include; few placed featured merchandise in best web page selling space, few offered 'scratch and dent specials', and few provided resources for existing high volume customers. Complete text at http://www.marketingforidiots.com/distributor_web_sites.htm.

Mr. Gilman has extensive management information systems experience gained in several capacities. He has held the positions of Senior Consultant with KPMG Peat Marwick, performed project management for the U.S. Agency for International Development, and was the Office Automation Project Manager for the Health Care Finance Administration and the Integrated Services Office Automation Architect for Saudi Telecom

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