



# The Next Step

## QUOTE OF THE WEEK

**“People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily.”**

*-Zig Ziglar*

**“To lead yourself, use your head; to lead others, use your heart.”**

*-John Maxwell*

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OFFICE, TOLL FREE AT:  
800-969-4639

## THIS WEEK'S TOPIC – MOTIVATING YOUR MEMBERS

### 16 Tips to Motivating your Members

1. Communicate and be consistent.
2. Be aware of your own prejudices.
3. Let people know where they stand.
4. Give praise publicly when appropriate.
5. Keep everyone informed of changes.
6. Care about your members.
7. Go out of your way for your brothers.
8. Take responsibility for your group.
9. Build independence.
10. Exhibit personal diligence.
11. Be tactful with your fellow members.
12. Be willing to learn from others.
13. Demonstrate confidence.
14. Allow freedom of expression.
15. Encourage ingenuity.
16. Delegate.

### Nine "Nevers" of Motivation

1. Never belittle a fellow brother.
2. Never publicly criticize a fellow brother.
3. Never fail to give fellow brothers your undivided attention.
4. Never seem preoccupied with your own personal interests.
5. Never play favorites.
6. Never fail to help fellow brothers grow.
7. Never be insensitive to small things.
8. Never embarrass weak brothers or workers.
9. Never fluctuate in making a decision.

### [Another Motivation Resource](#)

Suggested Reading from ***The 21 Irrefutable Laws of Leadership***:

Chapter 16 – The Law of Connection: Leaders Touch a Heart Before they Ask for a Hand

## TIP OF THE WEEK

When trying to motivate your members, you don't have to start with the most apathetic. Work on those that may need just a little push and work down from there. Others who are motivated are a great tool in changing those who are not.