

# HOW TO BE EXCEPTIONAL IN AN AVERAGE WORLD

Session 4 – 9/25/05

YOUR MOTIVATION FOR CAREER  
PERFORMANCE

“Motivation will almost always \_\_\_\_\_ mere talent.”  
*Norman R. Augustine*  
*President & CEO, Martin Marietta Corp.*

## 1. The Status of Motivation in the 90's

- + Why do people go to work?
  - a. Why does Bill go to work? \_\_\_\_\_
  - b. Why does Joan go to work? \_\_\_\_\_
  - c. Why does Stu go to work? \_\_\_\_\_
  - d. Why does Bev go to work? \_\_\_\_\_

+ Why do you go to work? \_\_\_\_\_

+ What is motivation?  
The \_\_\_\_\_ necessary to overcome inertia  
and increase performance to the greatest level  
possible.

+ “The margin between that which men \_\_\_\_\_ do,  
and that which they \_\_\_\_\_ do, is so great that a  
system which urges men on to action and  
develops individual enterprise and initiative is  
preferable, in spite of the wastes that naturally  
attend their process.”

*Louis Brandeis*  
*U.S. Supreme Court Justice*

+ What, in your opinion, is the “utilization factor”  
(percent of potential) that is currently  
demonstrated:  
In your \_\_\_\_\_ ?  
In your \_\_\_\_\_ ?  
In your \_\_\_\_\_ ?

- ## 2. The Nature of Motivation for the Christian:
- + Why should the Christian go to work?
    - a. To \_\_\_\_\_ your own keep here and now.  
*II Thessalonians 3:6,10-12; Ephesians 4:28*
    - b. To \_\_\_\_\_ your employer's favor.  
*Ephesians 6:5-6; Colossians 3:22*
    - c. To \_\_\_\_\_ service to Jesus Christ.  
*Ephesians 6:7; Colossians 3:23,24b*
    - d. To \_\_\_\_\_ the work of ministry in  
your community.  
*I Timothy 6:1-2*
    - e. To \_\_\_\_\_ rewards in heaven.  
*Ephesians 6:7-8; Colossians 3:23-24*

## 3. The Practice of Motivation in the Office

- + Resolution:  
I will become exceptional by accepting  
\_\_\_\_\_ for my own motivation and  
cultivating it from my understanding of  
God's plan for my \_\_\_\_\_.”
- + A plan for personal motivation:
  - a. Avoid the temptation to be a Christian \_\_\_\_\_
  - b. Remember who is \_\_\_\_\_ every move  
you make.
  - c. See your work as strategic to the \_\_\_\_\_.
  - d. Win the \_\_\_\_\_ of your immediate supervisor.
  - e. Believe that God will \_\_\_\_\_ your efforts.

## 4. Summary

- + Character Trait: \_\_\_\_\_
- + Theme Verse: Hebrews \_\_\_\_\_
- + Example: \_\_\_\_\_  
Hebrews \_\_\_\_\_
- + Quote: “Why should we be in such \_\_\_\_\_  
haste to succeed, and in such desperate  
enterprise? If a man does not keep pace  
with his \_\_\_\_\_, perhaps it is  
because he hears a different drummer.  
Let him step to the music which he  
hears, however measured or far away.”  
*Henry David Thoreau*

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