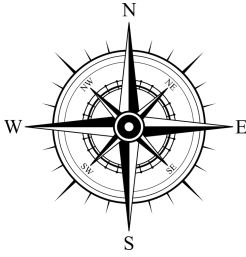


# Motivation Navigator



Use this guide to help you identify if you are naturally more intrinsically or extrinsically motivated when it comes to changing behaviors, specifically around your health.

## Intrinsic (Inside)

Behavior driven by internal reward.  
You are motivated to perform or engage in a behavior because it is personally rewarding, naturally satisfying

## Extrinsic (Outside)

Behavior driven by external rewards.  
You are motivated to perform or engage in a behavior to earn something or avoid a punishment.  
You are seeking the outcome of the task.

When engaging in new behaviors that we don't typically like, we may need to attach the behavior to an extrinsic reward. This helps bridge the gap until it does become intrinsically desired and we no longer need the extrinsic motivator.

## I am willing to engage in the behavior because...

### Intrinsic Motivation

- It makes me feel happy, pleased
- Makes me feel proud
- Feeds my curiosity.
- Allows me to grow as a person
- Allows me to build deeper relationships
- Its my passion/purpose
- It is my self- expression
- Sense of accomplishment

### Extrinsic Motivation

- Praise will given
- Awards will be given
- I enjoy Recognition
- Honor/Prestige will be gained
- Financial opportunities
- Benefits/Perks available
- I enjoy a tangible outcome
- I enjoy seeing my checklist complete
- I am data driven



**Often we need to utilize extrinsic motivation  
to bridge the gap to intrinsic motivation.**

**Review the following ideas for extrinsic motivators  
to see which ones may work for you. Keep in mind that not all  
behaviors respond to the same motivator.**

**We must be specific and intentional.**

**Awards will be given**

- Win a competition
- Receive a prize for your hard work
- Honored for your efforts

**Praise will given**

- Someone commends you
- Receive a compliment or thank you
- Others admire you

**I enjoy Recognition**

- Post on Instagram, Facebook or LinkedIn
- Text or phone call from a loved one
- Recommended by others
- Invited to give advice

**Honor/Prestige will be gained**

- Receive a promotion
- Your reputation is esteemed or well-regarded
- Others are devoted or look up to you

**Financial opportunities**

- Reach and/or maintain a certain lifestyle or financial status
- Able to take a vacation or big trip
- Make a big purchase (like a home or car)
- Invest for your future/retirement

**Benefits/Perks available**

- Gain advantages or allowances outside of normal boundaries
- Receive an extra payment or profit
- Social gain or acceptance

**I enjoy a tangible outcome**

- You buy yourself a gift- spa day!
- You treat yourself to healthy food
- You lose weight
- Your clothes fit better
- Your medications are reduced or eliminated
- Your lab values improve

**I enjoy seeing my checklist complete**

- I can do more with my time.
- I can relax and enjoy myself
- I can have fun or engage in a hobby

**I am data driven**

- I find a solution to a problem
- Produce a product
- Receive a grade for your efforts

**Growing a Habit Loop**

