

# MILLION DOLLAR MOTIVE™



# MILLION DOLLAR ORIGINATOR™ *system*

## MILLION DOLLAR WHY™

**Find Your Million Dollar WHY:** Most significant changes we decide to make in our life & career come from a bigger, more meaningful, compelling “WHY”. People naturally resist change unless their WHY or their vision is more powerful than their current circumstances.

Don't rush this, as your “WHY” is your fuel that you will need to overcome your natural resistance to change. There are no right or wrong answers, as they are based on your personal desires and life / career goals.

First, rate your desire to increase / improve each of the following on a scale of 1 to 10, 10 being the most desire:

Then write your explanation or your “WHY” you ranked them as you did. Do your best not to rank more than 2 with the same score. When you write your explanation on the right, make the statement in the format similar to “I want more (CATEGORY) because it will give me more (DESIRE). The goal is to discover the more core desires that money, time, freedom, etc. will do to improve the quality of your life and career. Write your explanation using action words like “have” “do” “be” become” “achieve” etc.

| CATEGORY       | Rating (1-10) | Explanation / WHY - I want more (CATEGORY) because it will give me more (DESIRE)               |
|----------------|---------------|--|
| EXAMPLE - TIME | 9             | I want more TIME (category) so that I can <u>become</u> a better influence on my kids (DESIRE) |
| TIME           |               |  |
| MONEY          |               |  |
| FREEDOM        |               |  |
| CHOICES        |               |  |
| HELPING OTHERS |               |  |
| FAMILY         |               |  |
| LEGACY         |               |  |
| OTHER (_____)  |               |  |
| OTHER (_____)  |               |  |

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**STEP 2:** Now, take your top 3 reasons “WHY” you want to make positive changes in your origination business from above and write them in the MDO focus grid below and place your name in the statement. You might have to rephrase your explanation a little so it flows well.

## MILLION DOLLAR MOTIVE™

Create your **Million Dollar Motive** (™) statement below.

The top 3 reasons why I, (your name goes here) \_\_\_\_\_ want to improve my origination business is so that I can  
 (#1 reason) \_\_\_\_\_  
 (#2 reason) \_\_\_\_\_ AND  
 (#3 reason) \_\_\_\_\_

## MILLION DOLLAR GOALS GRID™

**STEP 3:** Now that you have your **Million Dollar Motive** (™) statement, break your goals down in your Million Dollar Goals Grid below. Your WHY has been clearly stated and is personal to you. It is the main fuel behind your goals grid below and can help you stay focused when your journey is more challenging. **Go in order from A through D.** Be sure to **PRINT THIS OUT** when you are finished and place it in a prominent place in your office where you can see it every day. Remember, your goals and desires can be flexible and can change as you change.

|   |  |
|---|--|
| <p><b>A</b> <b>3 Dreams in 3 Years - Your Million Dollar Motives</b></p> <p>1<br/>2<br/>3</p> | <p><b>B</b> <b>Annual Milestones go here (1 year goals)</b></p> <p>1<br/>2<br/>3<br/>4</p>                       |
| <p><b>C</b> <b>3 Month Key Initiatives go here (quarterly)</b></p> <p>1<br/>2<br/>3<br/>4</p> | <p><b>D</b> <b>Daily Activities that will help you reach your Key Initiatives</b></p> <p>1<br/>2<br/>3<br/>4</p> |

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with me on a

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