



What Motivates staff?

M	Moneysometimes the driver that motivates people, but invariably not the main reward. Money (or lack of it!) is typically a “satisfier” but will not motivate staff to work harder. Remember the saying, “Money will get you to work, but will not get you to work!”
O	Opportunitygiving individuals the chance to step outside their comfort zone and shine
T	Trusthonestly, let them get on with the job you’ve given them, they’ll embrace the challenge
I	Independenceif you trust them, they’ll work independently making choices and decisions that empowers them to dedicate time to you and the business
V	Voicelisten to them. Theirs is often the voice of reason and great new ideas
A	Altruistic yes really, sometimes people are motivated by just helping others!
T	Targetsthis motivates some individuals to out-perform themselves or others – but remember, not everyone is motivated by bigger and higher target setting
I	ImaginativeEncourage staff to use their imagination to solve problems or make decisions. Thinking outside the box really can come up with inspirational ideas sometimes
O	Opinionyou might not like it, but ask for their opinion anyway – you might learn something and your staff feel motivated to be involved in the business decisions
N	Naturalbeing genuinely interested in your team, their ideas, their issues and their contribution will encourage and motivate them.

Call for further details on training for Motivating staff – 01892 832059