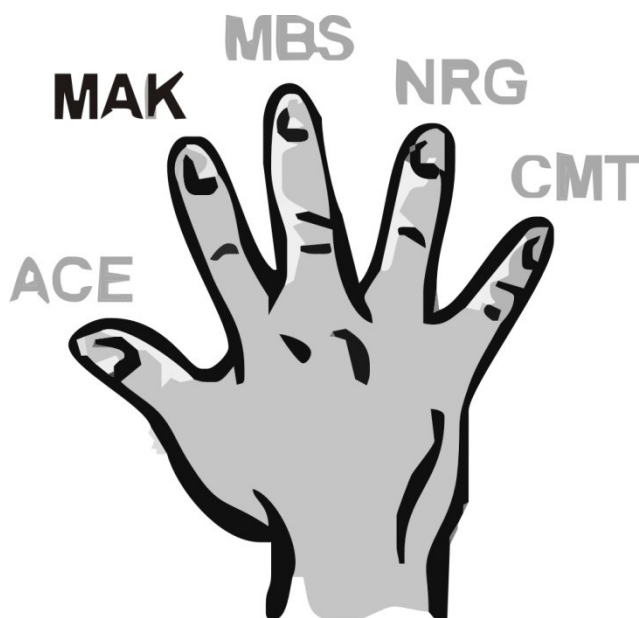


WINJITSU

BOOK Two

MAK

Motivation – Action - Knowledge
(Index Finger) – Making it Happen



On the three sections of the index finger, we have M-A-K. You must **MAK**e it happen. In order to **MAK**e it happen, we will need to break “it” down into its three parts: **Motivation, Action, and Knowledge.**

Most of us understand that the key to achieving success is through motivation, action and/or knowledge. But where do we begin, which is the first step? Is action the first step, or is it knowledge or motivation? Knowledge could easily be the most important part of

any action. Would you jump out of an airplane without knowing how to operate a parachute? Could you defend yourself realistically against a knife if you didn't know its strengths or weaknesses?

What about Action, as it too could easily be the number one key to success and it would seem rightly so. If you don't take any action, you're not going to get results no matter how much knowledge you have. This seems to make a lot of sense. The journey of a thousand miles starts with the first step. You can plan it out all you want, but until you take action you won't get anywhere.

Both action and knowledge are important ingredients for success, but that does not mean either of them comes first; I believe **motivation always comes first**. Motivation, however, is not the number one key to all success. *Motivation is the number one constant to all success.*

To MAKE it happen, we start with getting and staying motivated.

If you have a car and get in it to drive, putting your foot on the gas pedal is **action**. Knowing how to drive the car is **knowledge**. But what's going to happen if you have no fuel in your tank, no **motivation**? You're going to end up sitting in your car on the freeway of life. You will not take action without first having the motivation to do so. So the first thing we want to do is get motivated.

The second thing is we need to do is STAY motivated.

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MOTIVATION



What is motivation? As I mentioned earlier, I believe it is the fuel for our success and without it we can't move, or if we have a quarter of tank when we start, not far down the road, we run out of gas.



Motivation is a necessity. But, you will still need a key to unlock the doors and start the car. In other words, you can have all the motivation in the world, but if you don't have the know-how, you set the stage for disaster.

Imagine a person with no previous driving experience *taking action* and entering to win a rally car race. We need balance, but having the motivation to seek out this balance is important. So motivation is not the secret, but it is what will guide you in obtaining the knowledge you seek. What if we reverse the situation - plenty of knowledge, but no motivation? This is when you know what to do and how to do it, but just don't succeed because you have no fuel, no energy, and no motivation to get the job done. Imagine a race car driver with no passion to drive, so he sleeps on top of the car during the most important race of his career.

In either case, both can learn (on and off the track). A person of impulse can learn the skills necessary for success, and the lazy genius can learn to discover the secrets to being motivated. So we need balance between the two.

Have you ever experienced days when you slowly wake up in the morning, crawl out of bed, and you're just not ready to go? Where's the alarm clock? "*Smack,*" you strike the snooze button for another five minutes of sleep. Then there are days when you wake up with lots of energy ready to take off. This flip of the coin can be the result of

motivation. With motivation, we wake up each morning refreshed and ready to jog with a smile. We feel healthy and confident as the day leads us closer to our goals. We come home to relax with the joy of knowing our day was complete and tomorrow will offer even more fruit.

First, we must have motivation; it always comes first. Without the motivation we are left on the couch with a bag of potato chips, late for work, and flipping through the channels of the television as we gain mass from the chocolate cake we're also eating. Pound for pound you're gaining something, but it's not the motivation to improve.

Are we excited about getting started on something this morning or not?

Motivation is the basis for all your decisions. If we want to take action, we need to know where our motivation comes from and how to maintain it. What are our motives? Have you ever been so excited about something, you run around for days all hyped up about the subject? Three months later someone asks you about it is as if it was old news and unworthy of current focus. You may have used up your gas. Or how about when you make a New Year's resolution and you say you're going to lose 20 pounds, clean out the garage, study martial arts, start a business, learn a new language, and travel to Thailand. Next year comes around and you make the same resolutions that you've been making for the last five years. Or worse, you forget them altogether. We don't just need to have motivation (in the now), we also need to stabilize it (for the future).

How can you stabilize motivation? When you are born, you don't get a workbook for the brain and a 1-800 number for achieving success. In addition, the important aspects of our lives are not taught in school. Formal education does not prepare you for survival in the real world. They teach you how to act in decent conditions. Traditional schools do not teach you how the mind works, how our attitude affects our results. We don't learn in school how to get into the right mental states for better ways of performing at school. And schools certainly don't share the secrets of motivation.

With these principles, you will not only have more energy to act, but you will also bring balance to your life by supporting your needs. So let's put in a full tank of fuel.