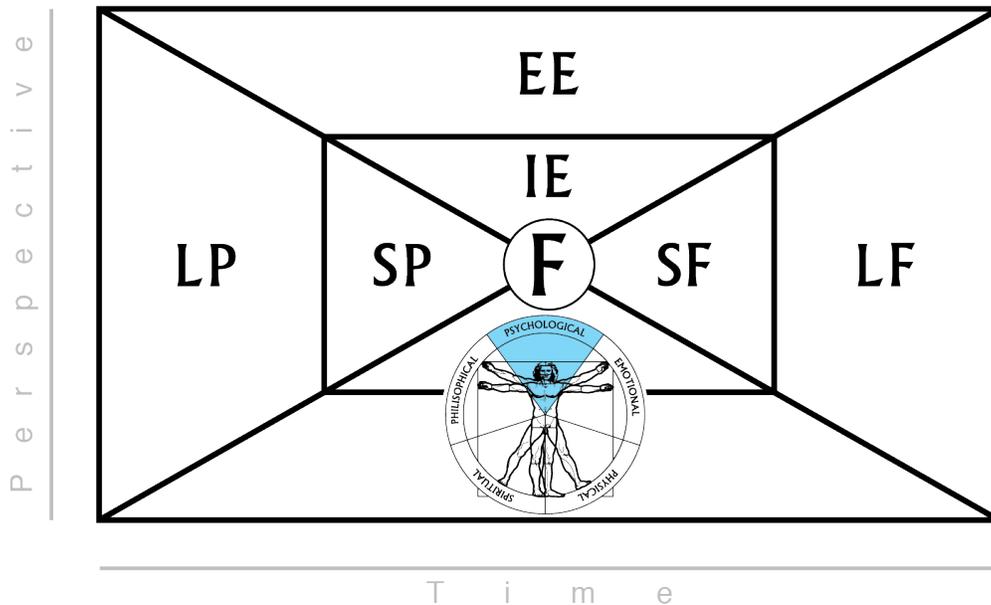




FINDING YOUR FLOW TOOLKIT
VOL. 19
DISCOVERING THE INTRINSIC

"Money was never a big motivation for me, except as a way to keep score. The real excitement is playing the game."

-- Donald Trump



We've spent the last month building strategic personal documents—guiding documents that should continue to serve you ad infinitum as you keep refining these various life canvases. These are the

seeds that frame the arenas and invite Flow.

With so many images planted firmly in your mind's eye, it's easy to see just how much there is to achieve "out there".

Last week we discussed building an architecture of focus through goals—a more specific strategy to move towards your mission(s), vision, and legacy. All said, however, it's important to take a step back and recognize that high achievement is all well and good, but if you don't enjoy the process or if you don't love what you are doing to get there, then what's the point.

My close friend and colleague, Jeff Evans, talks about his ascent up Mount Everest and the many world records that he and his team achieved on May 25, 2001. Among them: 1. First blind man to summit (Erik Weihenmayer). 2. Largest team to summit together (18). 3. First HD camera to shoot at summit... and the list goes on.

In our many conversations about that day I was struck by a comment that Jeff made when I asked him what it was like at the top. His reply: "It was pretty boring, really. There is not much to learn at the top. Just on the way up."

In conversations with surgeons, athletes, artists, professors, scientists—even wild mushroom hunters—I'm struck by the true origin of their success. In sum: they love what they do! There is passion in the arena. They are "Intrinsically Motivated".

Several years ago a friend of mine had told me that his father, after 42 years of service with the phone company, skipped out on his retirement party because he wanted everyone to know how much he hated his career. My jaw dropped. That same week I was watching Jay Leno interview Jerry Seinfeld on the Tonight Show. Both were laughing and having a great time talking about how they couldn't believe they got paid to make people laugh. I smiled. What a significant contrast in experiences. Interestingly, I've met entertainers who hated their line of work and utility repairmen who loved their work. The lesson for me: The love of process can be had

within any MLA. But sometimes it takes investigative work.

As I sit here and write this note to you I'm reminded how much I enjoy thinking, writing, teaching people how to find more flow in their lives. Intrinsic motivation plays a significant part of my writing and word-smithing process.

Finding more flow means setting aside the external reasons you do what you do and for a moment, identify what you love and enjoy about what you do. Learning to tap into your intrinsic motives will increase your energy, performance, and your joy in any MLA you seek to review.

To find more intrinsic motivation within any MLA, consider spending 10 minutes listing the 25 things that you enjoy about your craft. Look deeply and see if you can find things that give you an inner desire, a sense of personal meaning, and joy in the process of your work, hobby or craft.

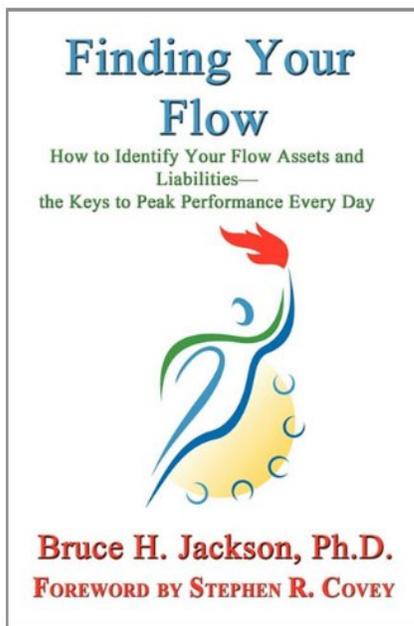
Regardless of how much money you make, the esteem you garner from the world, the perks you get, focus this week on the simple elements of your craft that reminds you why you do what you do. And by chance if you take note of the external stuff, you may just find something positive happening there too. This is the hidden gift of flow.

Until next week...

EXERCISE AND PRACTICE:

- Exercise: Finding The Intrinsic
- Create a list of the 20 things you love about your craft

**Finding Your Flow: How to Identify
Your Flow Assets and Liabilities—The**

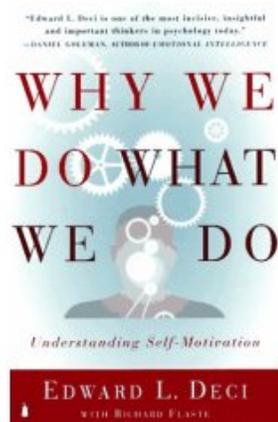


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