

## LIGHTING A FIRE TO GET RESULTS

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### *5 Ways to Motivate Partners and Staff to TAKE ACTION and GET RESULTS!*



The phrase "actions speak louder than words" may be an old cliché, but it surely rings true in the work place.

How many times have you felt your requests fall on deaf ears?

Get colleagues, partners, and staff to *really* listen to you by **taking action yourself**.

Here are 5 ways to get others **MOVING AND MOTIVATED**.

#### **1. Say it in-person.**

Email may be a convenient way to convey a message to a large group of people, but the emotional context of your *real message* may be lost.

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In-person meetings will keep your colleagues engaged.

## **2. Request one-on-one meetings.**

Like group emails, group meetings don't carry much weight.

You can really effect change by connecting your message to colleagues individually and personally.

## **3. Be clear about your vision.**

Ask yourself what impact would the change have on your colleagues, then try to convey that to all the individuals involved.

## **4. Respond to inquiries with confidence.**

Don't waver when a partner or firm leader questions your work. Being confident and consistent in your responses are the keys to achieving the direction you've set.

## **5. Hold people accountable.**

After you've had one-on-one meetings with colleagues, follow up with an email confirming the verbal commitments that were made. Plan to follow up on these commitments even further down road.

Talk is cheap.

**ACTION** will always let people know that you're serious - *and it will bring RESULTS!*

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