

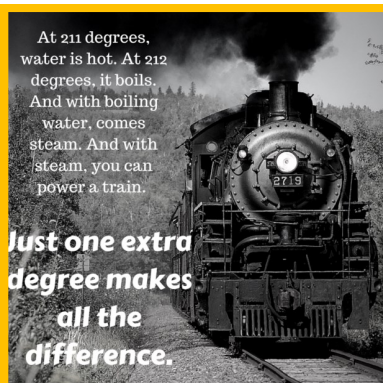


Individual 212 Motivational Exercise



Excerpts from the book by Sam Parker & Mac Anderson, 212 the extra degree

People are motivated in many ways, some coaches believe that yelling and screaming at their players, can motivate them to have a better performance. That type of coaching can increase performance in some people, but in many cases, it only builds resentment, defeats personal growth, and shuts down productive communication. The best motivational exercises may come from within, during individual personal reflection, building internal growth. Henry Ford said, *“Whether you think you can, or you think that you can’t, you’re right!”*



At 211 degrees, water is hot, and at 212 degrees, it boils. Raising the temperature of water by only one extra degree means the difference between something that is extremely very hot, and something that generates enough force to power a locomotive.

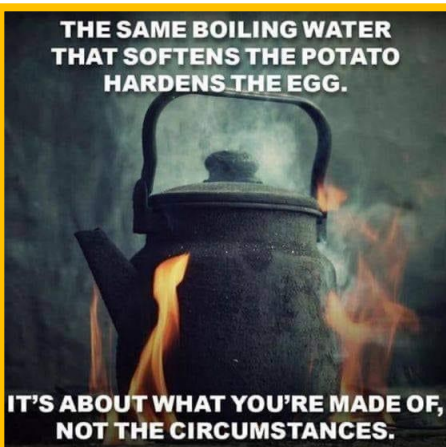
This simple metaphor reminds us that seemingly small things can make a tremendous difference in our lives. It is a message that promotes persistent and additional action by just thinking about it. How many opportunities have we missed because we were not aware of the possibilities that could occur if we applied a small amount of additional effort beyond what we normally do?

People develop personal habits toward action, and rarely attempt to develop them further and continually. Unless we engage in frequent self-review, or an external source (friend, spouse, employer) brings it to our attention. We will continue throughout life making very exceedingly few improvements if any at all.

Now that you are aware of the 212-degree metaphor, and the power of just one extra degree. No longer will you be able to do only what is required of you, and only what is expected of you. Because with the awareness comes responsibility, to yourself, and to others in your life.

You may not always be able to turn up the heat and hit the 212-boiling point, but that does not mean you should not make the attempt. Working toward that one extra degree of effort each day will bring exponential results. There are no real secrets to success. Success in anything has one fundamental aspect, effort. To achieve exponential results requires additional effort, and it takes additional action and personal commitment.

Sometimes you will have immediate exponential results, and sometimes you will realize the benefits of your extra effort much farther down the road. Regardless, in many cases, it may only be that one extra push that gives you ten times the results you were attempting to originally obtain. Pace your expectations and operate at your new target.



It is your life, and you are responsible for your results. Ask yourself, is it time to turn up the heat that one little degree? From this day forward, commit to operating at 212 degrees in everything that you do. Etch it into your thinking, into your being. Apply it to your actions. It is guaranteed to improve your positivity, and in so many cases, it will greatly increase your results.

Let the number 212 serve as your constant reminder: Make it your new way of thinking, your new way of acting. Write it down and leave it wherever it might serve you best.

One of the best quotes of all time was documented anonymously,

“To get what we’ve never had, we must do what we’ve never done!”