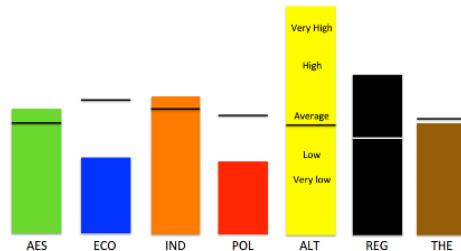


Motivators: The Altruistic Attractor

Knowing our specific level of motivation can be crucial to helping us understand what drives our beliefs and actions so we can bring them into alignment.

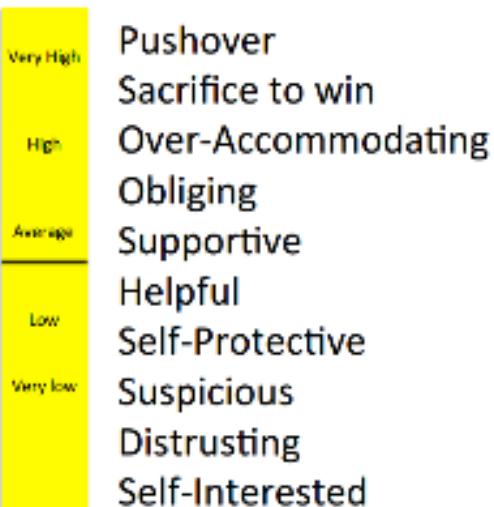


Remember that although we can explore each motivation individually, they cannot be separated. They can only be distinguished; however, all motivators integrate to influence us.

The Altruistic Attractor - *the drive to benefit others at the expense of self*

This motivation is an expression of the need or energy to **benefit others at the expense of self**. **Personal sacrifice** is key to high scores in this dimension. At times there is a **genuine sincerity** to help others, but not always; this can be a sign of **low self-worth**.

Scores high in this motivator have **empathy**; they associate easily with the feelings of others and may feel them too. Those high in this motivation will **help and accommodate anyone** and everyone, while those lower in this motivation will be more discerning about who deserves their support.



Using this descriptor scale, you can identify a key component to each person's score in this motivation, as well as see how the scores range from *Very Low* to *Very High*. Each word represents 10 points of 100 on the scale (example: Suspicious people score between 20-29, Supportive people score between 50-59 in this dimension).

Strengths and Limitations

Altruistic - High

Strengths

- Generous with time and resources
- Focusing on others
- Selfless support of causes
- Genuine concern for others

Limitations

- Values others over self
- Impractical with own resources
- Hard to say no
- May be taken advantage of

Altruistic- Low

Strengths

- Can make hard people decisions
- Can separate emotions from actions
- Face difficult decisions head on
- Difficult to take advantage of

Limitations

- May forget that helping others helps self
- May appear selfish and self-absorbed
- May seem closed off and reserved
- May have little patience

- 1. What drives you in this motivation?**
- 2. How can that be helpful and productive for you?**
- 3. How can that limit you?**



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