



Go Motivate Yourself

Stop Chasing Gurus and Do the Hard Work

By Frank Ramos



To Ana My love

To David and Michael *You're the reasons I write*

DRI
55 West Monroe Street, Suite 2000
Chicago, Illinois 60603
dri.org
© 2017 by DRI
All rights reserved. Published 2016.
Produced in the United States of America

No part of this product may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying and recording, or by any information storage or retrieval system, without the express written permission of DRI unless such copying is expressly permitted by federal copyright law.

Table of Contents

About the Author	8
Foreword	9
Seeking Motivation From Others	10
So Much "Self-Help"	10
Rags to Riches	1C
Overcoming Failure	11
Darkest Before the Dawn	12
They Did It. So Can You	13
So They Did It? So What?	13
How Did They Do It?	14
What Can You Learn from What They Did?	15
What Was Their Process?	15
What Attitude Did They Have?	16
What Talents Did They Have?	17
What Were Their Goals?	18
What Was Their Plan?	18
What Was Their Process?	19
Don't Seek Motivation from Others. Seek What Can Be Reproduced	19
The Gurus	
You Can Do It!	
The Inspirational Stories	
The Inspirational Quotes and Sayings	
They Make Money Telling You to Get off Your Butts	
The Sales Pitch	
So Many Books, So Many Programs	24
Why Does Motivation Cost So Much?	
Why Are You Listening to Them?	26
Cutting Through the Noise	26
Be Your Own Guru	27
Create Your Own Motivation	27
Only You Can Inspire You	28
Chasing Others' Dreams	29
Athletes	29
Celebrities	29
Wealth	30
Keeping Up with the Joneses	30
Professionals	31
Family Expectations	31
Friends' Expectations	32
Your Company's or Law Firm's Expectations	32
Someone Else's Star	
Each of Us Has a Star to Chase	33
Motivating Yourself	35
Your Dreams	35
What Did You Want to Do as a Kid?	35
What Did You Want to Do in College?	35

What Are Your Dreams as a Lawyer?	36
What Are Your Dreams Outside the Law?	38
What Are Your Dreams for Your Family?	38
What Have You Told Others About Your Dreams?	39
What Do You Do with Your Free Time?	39
What Do You Day Dream About?	40
Write It Down	40
Your Passions	42
What Gets You Excited?	42
What Do You Do with Your Free Time?	42
What Are Your Hobbies?	43
What Do You Read?	44
What News Do You Follow?	45
What Conversations with Friends Get You Excited?	45
What Gets You Animated?	46
Write It Down	47
Your Talents	48
What Are You Good At?	48
What Have Others Complimented You For?	48
What Comes Easy for You?	
What Do You Find Intuitive?	50
What Skills Have You Sharpened?	50
What Do You Best at Your Job?	51
What Have You Received Awards For?	52
What Aren't You Good At?	52
What Activities Do You Avoid	53
Write It Down	53
Finding Your Purpose	55
What Do You Think You Should Be Doing with Your Life?	55
What Do Those Who Know You Think You Should Be Doing?	
What Big Things Do You Want to Do?	56
What One Dream Do You Want to Chase?	
Purpose Is Where Your Dreams, Passions and Talents Intersect	58
We All Have a Purpose	
We All Have a Big, Impactful Purpose	
Our Purpose Will Change Others	
Plotting Your Purpose	
Getting Back to the Gurus	
Do You Wonder Why You Follow So Many of Them?	
Why Have You Read So Many of Their Books?	
No One Can Tell You Who You Are Other than You	
Only You Can Figure Out Your Dreams, Passions and Talents	
Only You Can Plot a Course to Fulfill Your Dreams	
Self Motivation	
We Need Motivation to Do the Things We Don't Want to Do	
No One Needs to Tell Us to Do What We Enjoy	
No One Needs to Light a Fire Under Us to Chase Our Dreams	

If You're Chasing the Gurus, You're Seeking Their Help for the Wrong Things	67
Start with your Purpose and Motivation Will Follow	
Lack of Motivation Is a Strong Indicator that You're	07
Chasing Someone Else's Dreams	67
Let Your Passions Motivate You	
Let Your Dreams Motivate You	
The Values of a Self-Motivator	
The Paradigm of a Self-Motivator	
Don't Settle for Being a Dreamer	
Dreams Don't Become Reality on Their Own	
Dreams Require a Plan	
Dreams Require Work	
Dreams Require Sacrifice	
Dreams Require Self Motivation	
It's Up to You Whether Your Dreams Become a Reality	
Reality Check	
Most Don't Care About Your Dreams	
Many Want to See You Fail	
Most Don't Want to Hear Your Plan	
Don't Look for Encouragement from Others	
In Fact, Don't Share What You're Doing with Others	
Don't Discuss It on Social Media	
Just Do It Quietly	77
Seek Advice Judiciously	78
Where Talents and Passions Intersect	79
Find Common Ground Between Your Talents and Passions	79
What Have You Done Where They Intersected?	79
What Can You Do to Ensure that They Intersect?	80
Where at Your Job Do They Intersect?	81
Where in Your Personal Life Do They Intersect?	81
Ask a Spouse or Close Friend Where They See Them Intersect	82
Developing Your Talents	83
Talents Must Be Fed	83
Explore the Scope of Your Talents	83
Seek Out Opportunities to Use Your Talents	84
Use Your Talents in the Office	85
Use Your Talents in Voluntary Bar Associations	85
Use Your Talents at Home	86
Use Your Talents in the Community	86
Grow Your Talents	
Explore New Opportunities to Use Your Talents	87
Seek Others with Complementary Talents	
Fueling Your Talents With Your Passion	
Talent Isn't Enough	
Passion Directs Your Talent	
Passion Motivates You to Use Your Talents	89