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## Necessity, the Mother of Motivation

Do you ever feel guilty when you can't get something done, even though you know it's really, really important...even vital that you achieve it, like losing weight or saving money? The reason we feel guilty is that we think necessity equates to motivation. We feel guilty that we don't feel motivated to do what needs to be done.

But there are two types of motivation. One is the burning desire to accomplish something, where we leap wholeheartedly to it and go the extra mile. The other is a reluctant need to fulfill a necessity, which is not nearly as motivating as desire. We just don't get the endorphin lift from **should** that we do from **want**.

The trick to feeling motivated about the *shoulds* is to create desire so strong that it burns away resistance.

Can you fake desire? Or can you force yourself to want something so much that it becomes as spontaneous and important as any strong desire?

Some people would say yes. They say if you work hard enough on the mind, you can make it do anything, including to desire something so strongly that you'll overcome procrastination and reluctance. Psychotherapy, hypnosis, and hypnotherapy have all been able to accomplish this for many people.

Another way to find motivation is to have an external motivator...a coach, teacher, parent, partner, or friend who will constantly prod you forward. You must give that person permission to prod you, or it will not work. They must apply consistent, supportive pressure.

You also must have a clear and compelling reason to achieve the goal. For instance, you want to lose 10 pounds before summer, because \_\_\_ (why?). The clearer you can picture the details of that desire, the easier it will be for your external helper to motivate you.

Warm Regards,

*Lisa*

Lisa Flashenburg, Your Real Estate Consultant For Life

P.S. If you need a motivator, I'm available for a chat. Get in touch with me by phone or email: [lisaf@LegalEdgeRE.com](mailto:lisaf@LegalEdgeRE.com) or call me at 781-975-0803.



Still time to pack in a mini road trip!

## Extra Articles

### Preparing for a Rainy Day

Financial planning experts recommend having an emergency fund in case something unexpected like a layoff or injury interrupts your paycheck. Your safety net should cover at least six months' worth of living expenses. Here's how to calculate what you need to save:

- **Gather your financial records for the past 12 months.** Include bank and credit card statements, ATM receipts, and canceled checks.
- **Create a 12-month grid.** Down the left-hand side note all your fixed monthly expenses: mortgage or rent, insurance policies, car payments, utilities, medical expenses, etc. Then add other major spending categories such as food, entertainment, etc.
- **Do some arithmetic.** Use the financial documents you collected to calculate the amount you spent in each category during each month of the past year. Total the expenses for each month and then add them together for a yearly figure.
- **Divide the figure by 12 to determine average monthly expenditures.** Then multiply the average by six (or eight, for a more comfortable safety net). This is how much you should put aside.

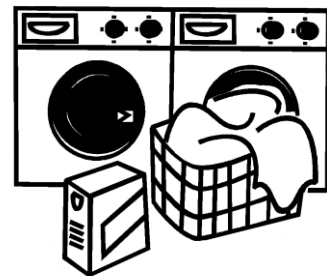
In addition to your emergency fund, you should also have on hand an emergency credit card with the largest credit limit you can qualify for. Apply for this card before an emergency hits, as credit card companies are less likely to give you a line of credit when you are without income.

### New Clothes? Wash First, Then Wear

Should you wash that new shirt before wearing it? Probably, especially if it's clothing for a child.

Dr. Jennifer Shu, a pediatrician who answers questions on the CNN website, cautions that clothes have probably been handled by many different people in factories and stores before reaching store shelves.

But the biggest reason to wash first is that the cloth that clothes are made from may have been sprayed or treated with chemicals to prevent bacteria growth. Also, mass produced clothing is often sprayed with chemicals to keep them smelling fresh. Wash new clothes before wearing to remove these residues and germs.





## **Are You Playing Fun Day Monday?**

**Every Month You Can Win A \$25 Gift Certificate to [amazon.com](https://www.amazon.com)**

**Our Winners So Far Have Been...**

- Joe J. (Woodland Hills)
- Larry A. (Ridge View)
- Karen J. (Thousand Oaks)
- Tom R. (Pine Valley)
- Paula J. (Jumpstone)
- Kevin M. (Twin Pines)
- Susan M. (Woodland Hills)
- Ronnie H. (Twin Pines)
- Traci B. (Woodbury)

**Now it's your turn to win.**

***Watch your email inbox for the Fun Day Monday Contest.***

**It's easy to play and easy to win!**

## Quotes

*Few things help an individual more than to place responsibility upon him, and to let him know that you trust him. —Booker T. Washington*

*If you empower dummies, you get bad decisions faster. —Rich Teerlink, chief executive officer of Harley-Davidson*

*Everybody in life gets the same amount of ice. The rich get it in the summer and the poor get it in the winter. —Bat Masterson*

*If you want a thing well done, get a couple of old broads to do it. —Bette Davis*