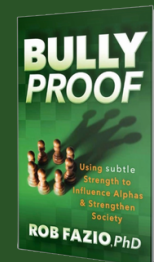


# Motivation Map for Motivational Currency



Person/Topic	Performance	People	Power	Purpose
My motivational currency (high, medium, low)				
Name				
Cues/Data				
Rating (high, medium, low)				
What do I need to ask				
What can I adapt to align with their MC				
How will I start the conversation				
How will I leverage the 3 A's (assess, align, adapt)				