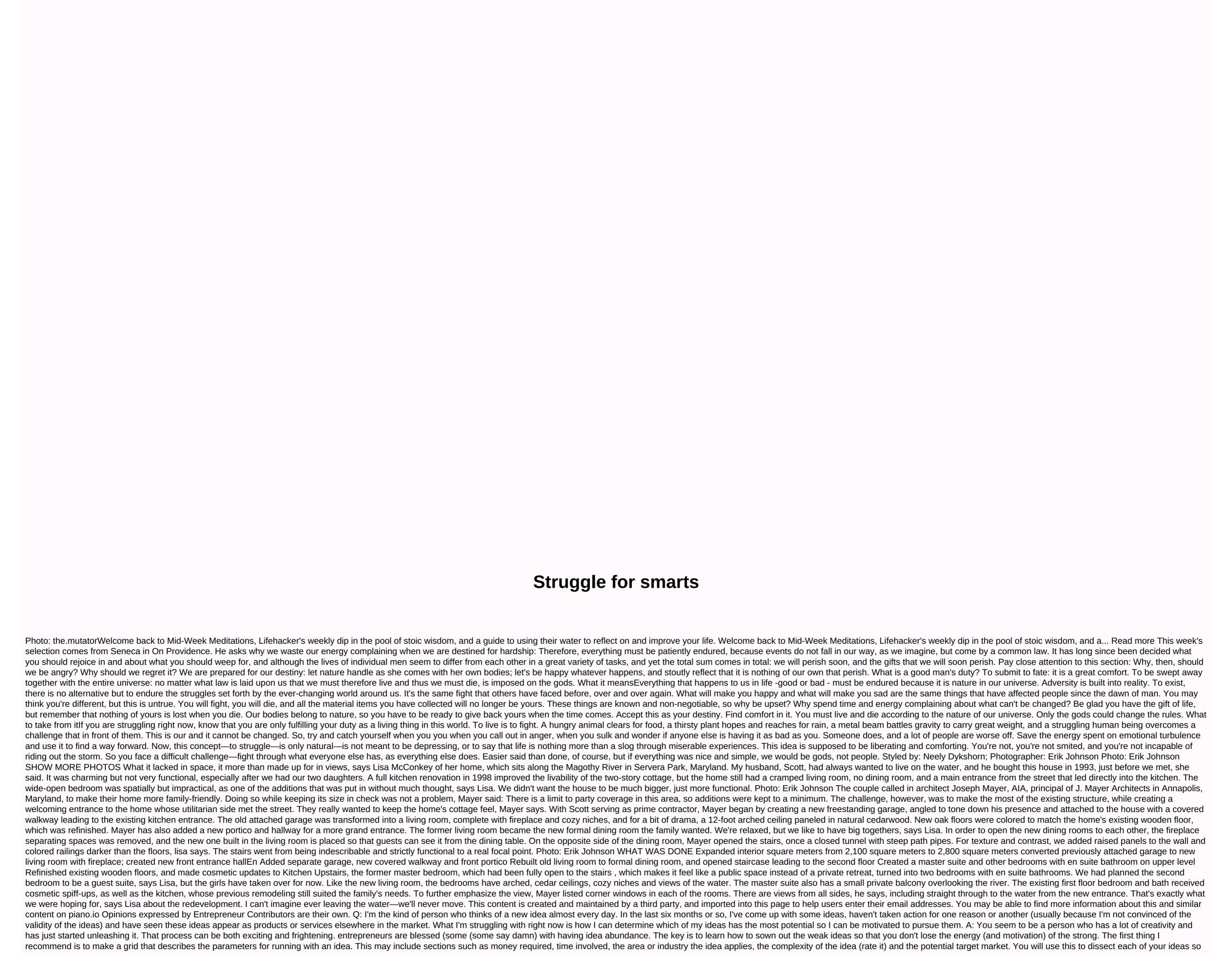
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that you can see what you need to pursue the idea. You can also use it to kick out ideas that are not within reach or require a lot of effort in an area that doesn't motivate you. For example, if you have an idea, but it would take \$2 million to start it, staying motivated to pursue this idea will be very difficult, until you eliminate the hurdle of adequate funding. You should also have your grid reflect and measure what values your idea matches. When we tie our actions to our values, great motivation results that we are now motivated from within and not by external forces. I suspect that if one of your values is to preserve the environment, for example, you probably won't have much motivation to pursue your idea for colored Styrofoam packing peanuts. You may want to plug several of your old ideas into the web to see how they stack up—especially those that were later developed and implemented by others. The grid can help you see what blocked you. How did the person who did implement your idea get around that block? What were the payoffs for implementing an idea you didn't pursue? (That in itself can be very motivating.) Finally, take an idea (preferably a simple one) and take it through the net and on to implementation. Successfully launching an idea will definitely motivate you to deal with others. Sharon Keys Seal is a Baltimore-based company, career and personal coach. Her clients include entrepreneurs, entrepreneurs, managers and CEOs of non-profit organizations. She works to help her clients formulate and achieve their professional and personal goals, while improving their efficiency and productivity. Sharon welcomes questions and comments from readers. You can contact her at (410) 433-0011, or visit her at www.CoachingConcepts.com.The opinions expressed in this column are those of the author, not of Entrepreneur.com. All replies are intended to be general in nature, without regard to specific geographical areas or circumstances, and should only be invoked after consultation with an appropriate expert, su

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