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In this edition :

## Motivational Triggers That Make People Buy

1. People want to make more money. They may want to start their own business, get a higher paying job or invest in the stock market. This will make them feel successful.

2. People want to save money. They may want to invest for the future or save for a big purchase. This will make them feel more secure.

3. People want to save time. They may want to work less and spend time enjoying life's pleasures. This will make them feel more relaxed.

4. People want to look better. They may want to lose weight, tone their body, or improve their facial features. This will make them feel more attractive.

5. People want to learn something new. They may want to learn how to change their car oil or build a deck. This will make them feel more intelligent.





6. People want to live longer. They may want to get in shape, eat better or gain extra energy. This will make them feel healthier.

7. People want to be comfortable. They may want to relive aches and pains or want to sleep in a more comfortable bed. This will make them feel relieved.

8. People want to be loved. They may not want to be lonely anymore or want to start dating again. This will make them feel wanted.

9. People want to be popular. They may want to be a famous celebrity or be more popular in school. This will make them feel praised and admired.

10. People want to gain pleasure. They may want to satisfy their appetite or sexual desires. This will make them feel more fulfilled.

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