

**What's Holding You Back?**  
**Lesson 7: Your Other Best Friend is Change**  
**September 26, 2005**

Blitz: Update on the Jeff Allen "Back" Packs

Week 7 of: "When Good Intentions Run Smack into Reality" by Brian Klemmer

1. You must learn to love change...it presents incredible opportunity
  - A. Look at the last 20 years  
Fax machines that never existed and now business can not live without  
Cell phones went from weighing 20 lbs to barely ounces  
Internet never existed and now we spend our lives on it  
Cold War was center stage and now no more Soviet Union  
Aids: never knew about it now 70% of Africans have it
  - B. Use change to move you forward; do not allow it to stop you or put you in reverse because one thing is sure: change will occur.
  
2. Socrates: Everything goes through three stages  
(see attachment)
  - A. Growth, Stability and Change was the Socrates philosophy
  - B. Plato, one of his students took exception to that concept and revised it.  
So if there is no stability, why do people seek it out? Stability implies safety, comfort, but if stability is nothing but an illusion, then there is no reason to wish for it!  
A more meaningful goal is to focus on remaining in the growth phase.
  - C. Where are you right now in the many areas of your life?
    - 1) Is your Mtech business in growth or decay?
    - 2) Is your marriage in growth or decay?
    - 3) Is your health in growth or decay?
    - 4) Is your spiritual development in growth or decay?Stability is an illusion.
  
3. Choosing your response to Change  
We always have the ability to control our response to change...we choose it!
  - A. Viktor Frankl, "Man's Search for Meaning", in this book he gave

his account of his personal journey and discovery while in a Nazi concentration camp. He found that even in the most horrific of circumstances his response was always his choice.

That does not mean it is easy but it is always choice.

B. Typical response includes Fear.

1) Notice that our physical response to fear and excitement is virtually the same: adrenals, sweaty palms, breathing gets faster, heart beat goes up.

Only difference: How we view what is happening to us.

2) Fear may be a natural instinct but it can last for a second and be converted to excitement and anticipation.

Fear is always based on a picture of a negative outcome.

Thus, negative people typically end in fear.

Positive people will see positive results and come from excitement and joy and anticipation.

C. You always have the option to respond to change: fear or excitement?

1) Two paths in reaction to CHANGE to choose from:

a) choose Fear...Attack and Avoid is next response, then decay, then change happens

b) choose Excitement...then your mind opens to creativity and solutions, leading to growth and change

D. How can we prepare for change properly? Helpful tips

1) Create areas in your life that consist of very slow change.

Like keep your home physically with very little change, so you can withstand great changes in your business, etc.

This will help you absorb change in other areas without feeling out of control.

2) Practice flexibility. Push yourself to intentionally or actively try the unfamiliar...like driving to work a new way, etc. When things happen, be aware and try to go with the flow.

3) Develop the art of surrender. Instead of acting out of resistance when things occur, practice surrender. Sometimes it is best to just “give way” to your environment. This is true where you are not sacrificing principles, just perhaps strategy or Some things are just not important enough so let it go.

4) Develop your spiritual relationship. If you have a great relationship with God, and you acknowledge Him as an infinite being, it makes it so much easier to release yourself from these insignificant secular happenings and surrender.

4. Evaluate the change

A. Do you need to right the boat or need an entire new boat?

Is the change so pervasive (like computers) that you absolutely need to get on board, or can you just stay the course. With some major changes, you will be left behind without them.

B. Am I being asked to change my principles or just my strategy?

Get to know your core beliefs, your core values, and never waffle from these. So many do not grasp this and thus change is really just crisis after crisis...they have no core to evaluate against. They become a blade of grass in the wind.

Sacrifice on strategies...never on your principles.

C. Are you going to remember this change in five years?

Look at the risk/rewards ratio. If it is important, then change. If not going to remember it in five years, then do not waste your time on it. Save your energy and focus on something else.

5. So, what do you view yourself as?

The boiling water is change.

Are you the Carrot, the Egg or the Coffee?

The carrot ends up a limpy vegetable...these people act tough but when challenges come along they soften and fail to stand up for themselves.

The egg turns hard in the middle...these people confront challenges, become calloused and hard in side and quit relating and connecting to people.

The coffee completely changes the water...these people love changes and challenges...they embrace them and take them on as new opportunities, creating new things, and riding the wave. They find the opportunity in change and make it work for them.

**YOUR CHOICE!**

# Change

