

Monday Morning Motivation 1/23/2012



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

Choose to embrace change.

There's been a lot of change lately. I can choose to embrace the change, or to fight it.

Let me tell you -- there are some things that need to be fought. Sometimes, change is a bad thing; sometimes, change is a good thing. Most of the time, it's just a thing -- it's just change.

What's that old quote? "Change is inevitable, except from a vending machine."

It doesn't matter what podunk town you live in, everything changes. People change, work changes, economies change, politicians change (but their stories stay the same). Things change, and we have to choose whether we will act or react to the changes and people around us.

Act or react? It seems like an easy choice, but more of us choose to react, rather than act. Most of us will not move until we're confronted with the necessity to do something -- and as a result, we're constantly reacting to change.

Few changes are the sort that come out of nowhere. Most change is gradual, even when it's a significant change. For example, the advent of the Internet was a big change, but we could see it coming for several years. Political changes take months to play out; even the occasional revolution can usually be seen before it erupts.

There are those things that spring out of nowhere, but they're in the minority. For the rest of them, the astute observer can see the change coming, and move himself or herself to intercept or embrace the change.

For most change, it's definitely the later option -- we should choose to embrace all good change. It may be true that an old dog can't learn new tricks, but you're not a dog, and life is not a trick.

No matter what positive change comes your way, you can see it and embrace it -- and if it's a negative change of some sort, at least you can still duck.

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