

Paradigm Shift: Change or Die!

What if you were given that very choice: **Change or die?**
Studies have proven that 9 out of 10 won't change.

Two truths:

- All behavior serves a purpose.
- 80% of healthcare budget is spent on treating 5 behavior related medical issues:

- 1.
- 2.
- 3.
- 4.
- 5.

So: why don't we change?

- People don't understand why change is needed
- People don't believe the change will work
- People are afraid of failure
- People feel that the pain of changing is greater than the pain of staying the same.

Things that can help bring about change:

- Accountability: change with someone or make them aware of your commitment to change.
- Be informed and ready for how difficult the process may be.
- Take control of what you can.
- Do what works for you: change is not one size fits all.

Remember the tree from our previous lesson?

It wouldn't make sense to hack away at the limbs of an apple tree and expect it to produce cherries.

You have to address the roots!

Change quotes:

If you don't like something change it; if you can't change it, change the way you think about it. ~**Mary Engelbreit**

When you are through changing, you are through. ~**Bruce Barton**

Our only security is our ability to change. ~**John Lilly**