

## Making A Change

Hey, it's your Hometown Motivator Doc Cunningham with another Career Talk presentation. This week's topic is about "Making a Change."

A couple days ago I had to run a few errands. One of the stops was to the grocery store to pick up some necessities. I don't know if this happens to you, but I went in to pick up one or two items and left the store with more. They had even run out of one of the items I came to get.

I arrived at the register to find a few of the checkout clerks having small talk. As the store associate began to scan my items I began the bagging process. In a matter of seconds she announced the total price of \$8.79 cents. Why you laugh, I told you I was there just for a few items. Anyway, I handed her a ten dollar bill. Knowing that she would have to make change I offered to add ten cents to the ten dollar bill.

Before I tell you the rest of the story about my change, how about sharing the story regarding your change? That's right, how about looking at making a change? The store associate was looking to make change as in money but sometimes you and I are trying to make a change as in makeover. If you're hoping to make a change in your income or your employment or in a relationship then along the way you must consider:

1. The Core

Deborah Moses, author of the book "Change Your Life: The Core Approach to Creating the Life You Want" believes change happens when you consider the choices, opportunities, responsibilities and expectations associated with what you're trying to achieve. This C.O.R.E. approach reminds me of the T.H.A.R. approach to change that I've developed.

If you want to experience measurable change in life then start by raising your level of thinking. If you want that change to stick then look at revamping your habits. Let a change in your thought process and habits be a catalyst for changes in your actions. The net effect is that you'll begin to realize changes in your results. You see with T.H.A.R. your change will take you far.

2. The Course

Some of you might have heard me say before that a decision might happen in an instant but change happens over time. Every year around this time we have to make a change from daylight savings time to daylight standard time. This is when you roll back the clock by one hour. The side benefit is you gain an extra hour of sleep or an extra hour to party. The action of reversing the clock happens in an instant and the result of the change produces a new time.

You might have already made the decision to make a change. However, you have to remember that change has a course to run before the results become self-evident. Even though in an instant we're able to change the hands of time it takes a lot more to change over the course of time. A week still takes seven days. A season still takes 13 weeks. A decade still takes 10 years. In other words, the change you're hoping to achieve could take seven days, 13 weeks or even 10 years.

3. The Cost

Back to my story on making change at the grocery store. I offered the checkout clerk 10 cents to avoid getting back too much change. She nodded her head and said, "do you have four pennies?" I was to receive \$1.21 cents in change so giving her four pennies brought my change up to a buck and a quarter. With that step I was able to turn four pennies into 25 cents.

Before you get lost in my new math just remember that a little change can make a big difference. If you want to make a change in your life then you might want to find a penny for your thoughts, a penny for your habits, a penny for your actions and a penny for your results. Put the change together and soon you'll find yourself turning it into big bucks.

So, the question I want to leave you with is this, how much are you willing to put in, in order to get back more from the changes you make in life?

This is your Hometown Motivator Doc Cunningham reminding you when making a change in life start by identifying a penny here and a penny there and before you know it you would have turned small change into big bucks. So, until next time, "keep on keeping on!"