# Changing for the Better

The late Zig Ziglar, author and motivational speaker, loved to tell stories about growing up in Mississippi.

As a student in Yazoo City High School, he said, table tennis was one of his favorite sports.

"Frankly, I could beat most of my buddies at that particular sport. Then a new kid came to town, and he beat me regularly," Ziglar said.

"I was using the old three-finger grip; he was using the new 'handshake' grip. I felt that I was playing as well as I could with the grip I was using, so I changed to the 'handshake' grip.

"Initial results were disastrous. My buddies beat me like a drum," he confessed. "But after a couple of weeks, I started winning and eventually was able to beat the new kid in town. I'm convinced there was no way I could have done that without changing my grip, though I actually got worse at first."

All of us have heard – and perhaps said it ourselves – that "we've always done it this way," when some new idea comes along or a different way of doing things is proposed.



"What if we don't change at all ... and something magical just happens?"

In the societal and corporate transformations we are witnessing in the world today, we must face the fact that change is inevitable. Many changes are positive and benefit both individuals and businesses.

Some things you can change and some you cannot. You cannot change when you were born, where you were born, how you were born, or to whom you were born. It's a fact that you cannot change a single event that has already happened. You can't change one whisper of yesterday.

Tomorrow, however, is an entirely different matter. If you're willing to change your thinking today, you can change your life and your living to make your tomorrows better and brighter.

Analyze your situation. Have you gone as far as you can go, and are you doing as well as you can with present procedures? Most of us would agree that no matter how well we may be doing any job, we can find ways to do it better.

Don't be afraid to take two steps back – as Ziglar did – if it will enable you to move three steps forward.

– Beecher Hunter