

# DR. NATE BOOTH

---

## *Thriving on Change*

Rapid and never-ending change has become the norm in today's world. And tremendous opportunities await those who know how to harness this whirlwind of potential adversity, and use it to their advantage. In this fast-paced program you'll learn the skills, strategies, and belief systems necessary to take charge of change in your business, and in your personal life. You'll discover how to anticipate, react to, or create change in any situation. And you will experience a proven formula for processing any given change that your team or family may be going through. Plus, you'll learn about other aspects that affect change including focus, physiology and maintaining a high level of energy.

Dr. Nate Booth received his D.D.S. degree from the University of Nebraska in 1971 and operated a private dental practice for nine years. He then earned a masters degree in counseling from the same school in 1983. For ten years, Nate worked closely with Anthony Robbins, gaining wisdom, insights, and practical knowledge. With a great passion for training, Nate entered the field of professional speaking. Since then, he has presented nearly 2000 seminars and workshops to audiences around the world. His impressive list of corporate clients includes American Express, INC Magazine, Oracle, Sanyo, Honeywell, NASA and dozens of others. In addition, he is the author of the books *Tiger Traits*, *Thriving on Change*, and *The Diamond Touch*.

## **How to Create Positive Results in Turbulent Times**



**Dr. Nate Booth**

---

Dr. Nate Booth Presents  
***THRIVING ON CHANGE***  
***How to Create Positive Results in Turbulent Times***

**CHANGE, CHALLENGE AND CHOICE**

It's vital that I view changes as challenges and then make the correct choices that will enjoyably propel my company and me into the new century.

I can't just cope with change. I must learn to utilize change to my advantage.

You're successful. Congratulations. You know what used to work.

**THE SIX APPROACHES TO CHANGE**

- 1. The Avoidant Approach**  
Stick my head in the sand.      "I have no idea what's happening."
- 2. The Apathetic Approach**  
Sit and watch the change.      "It's happening, but I don't care."
- 3. The Resistant Approach**  
Fight the change.      "It shouldn't be happening!"
- 4. The Reactive Approach**  
React to the change.      "It's happening. I'm making reactive changes."
- 5. The Anticipatory Approach**  
Anticipate the change.      "I have a good idea of what's going to happen. I'm making proactive changes."
- 6. The Creative Approach**  
Create the change.      "I make it happen; and other people have to react to me!"

## **THRIVING ON CHANGE – THE FOUNDATION**

In changing times, there is a set of principles and core values I **never** want to change.

### **AND**

In changing times, the same set of beliefs and strategies that have gotten my corporation and me to where we are now will not get us to where we want to go.

In a rapidly changing world, we need to be smart, flexible, and quick.

### **MY BELIEF SYSTEM**

All changes in my world are filtered through my belief system.

#### **THE SIX BELIEFS OF CHANGE UTILIZATION SUCCESS**

1. Change creates opportunity.
2. When things change, I (we) must change.
3. There is always a way to use this change to my (our) advantage.
4. I'm going to enjoy the journey through my rapidly changing world.
5. There is a lesson to be learned from every change in my world.
6. I'm an active participant in the change process.

#### **THE CHANGE UTILIZATION EXERCISE**

Identify one change that's occurring in your business or personal life. Then answer the following questions.

1. **“What opportunities will this change create for us/me?”** List as many possibilities as you can.
  
2. **“How are we/am I going to have to react in response to this change?”** Be specific here. These are actions we can take.

3. **“What are the life lessons that we/I need to learn from this change?”** Be more general here. Possible life lessons are enhanced flexibility, improved communication, quicker product development, or being closer to our customers.
4. **“What can we/I do right now to make everyone more active participants in the change reaction process?”** Remember communication and control.

## **The Three Stages of Change**

### **Stage #1 -- Letting Go of the Old**

As strange as it may seem, the starting point for all change is the ending that we will have to make to leave the old behind.

#### **Success Strategies for Stage #1:**

1. Realize that everyone reacts to change differently. Let people know that you understand what they're going through and that you care about them.
2. Identify what is being lost, who is losing each of the “whats.” and how they will be compensated for their losses whenever possible.
3. Identify and communicate what is not being lost.
4. Honor the past, clearly mark the break with the old, and create a vision for the future that inspires people to action.

### **Stage #2 -- Transitioning between the Old and the New**

This is the in-between period between the old and the new. This is usually a time of great emotional intensity. It's also the time when greatest creativity and growth can occur!

#### **Success Strategies for Stage #2:**

1. Provide everyone an important role to play.
2. Create a theme for the transition period that suggests a journey from one stage to another.
3. Create an effective support system.

## **Stage #3 -- Embracing the New**

The last step in all change reaction is a beginning.

### **Success Strategies for Stage #3:**

1. Celebrate your wins every step of the way.
2. Use your success to reinforce a culture of change.

## **SOMETIMES YOU NEED TO BE A CHEERLEADER**

At any moment in time, any human being's actions are the result of their driver emotions at that time.

You can manage your own or any one else's driver emotions with mental focus and with physiology.

### **MENTAL FOCUS**

#### **Six vital focus areas:**

1. Focus on outcomes first and process second.
2. Focus on limitations and problems 2% of the time, and on resources and solutions 98 % of the time.
3. Focus on the past, the present and the future as needed.
4. Focus on learning and growing.
5. Focus on things that are important, not just urgent.
6. Focus on being and giving.

### **PHYSIOLOGY**

Emotion is created by motion.

Movement sends messages.

## **CHALLENGES ON THE PATH TO YOUR VISION**

Challenges are the spice of life. If you had no challenges in your life, you would be dead.

Like the eagle, use the challenges of life as a chance to soar!