



Change is Hard

Change is hard because your brain wants to do the same thing the same way over and over again, whether the activity is good for you or not. We know how challenging it can be to go through change. However, change can be exciting! It can take you to places you have never been. It can bring people into your life that you may not have met. There is so much potential with change.

I believe change is positive. After all, change is what brought me to Supply New England! Even when it seems tough, you are learning and growing as a person. You need to change when things around you change. We know that when the weather changes, we need to adjust what clothes we wear. Somehow, though, we find it difficult to change equipment, even when we know it is for the best.

Living in your comfort zone is easy. You simply install the same equipment day-in and day-out. That, my friends, is how people and businesses get left behind. Change is inevitable, how you **handle** change is what can set you apart from the pack.

When you venture outside of the comfort zone, your assumptions become challenged. Your opinions, mindset, and knowledge are all tested. You must find new ways to talk about a product. It may have a different way of being installed. Installing a new system, the same way you installed the old system may not work. Make sure to read the install instructions for everything you install. Those that have attended one of my trainings have heard me say, "Make the install manual your bathroom reading material, even if you've installed it a hundred times". This is true because even the equipment you are installing today may have changes to the manual that you may not be aware of if you don't check it once in a while.

Without a doubt, change can make you more flexible and adaptable. You learn to embrace chaos in a way that seems foreign but acceptable and achievable. You will be armed with more confidence as you walk into the next unknown situation. You begin to thrive in new situations because you have proven to yourself that you can, not only handle change, but even thrive during a change. And that all leads to the evolution & growth that makes you the best in the business!

By Nancy Imhoof, HVAC Sales Manager