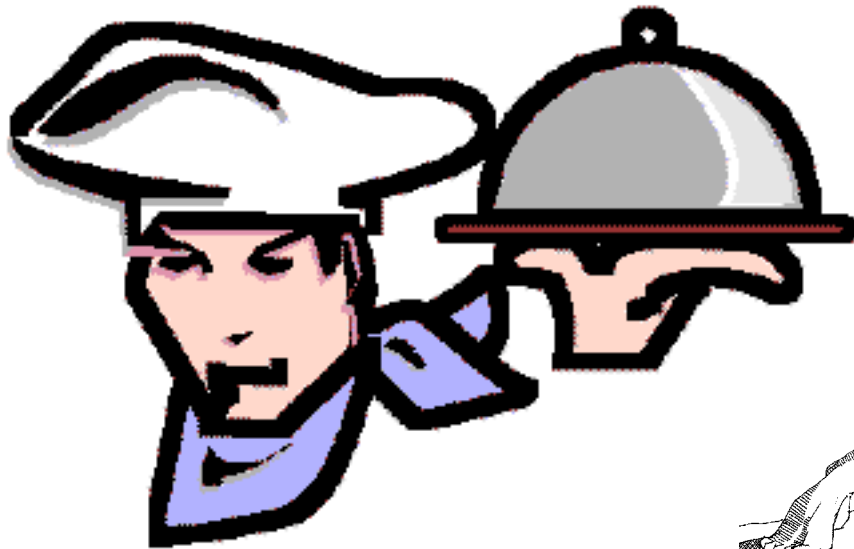


Managing Change

& Technology

November 2000
Vol. 1 No. 8

Greetings! - *Peter de Jager*
A Holiday Offering





Greetings!

Yes... I know... it's not the holidays yet, but the November issue I wanted to send out isn't ready... So, rather than wait any longer to get MC&T out to you, I decided I'd send out my holiday issue early.

As you can tell from past issues, I'm a great fan and believer in the power of a good quote. A few choice words arranged with the poetry of language in mind, can capture an idea forever.

As a speaker, I'm always searching for just the right way to phrase a concept. Do it well and even my mundane ideas can shine. Do it wrong and rare, brilliant ideas are lost forever in a morass of mundane mumblings.

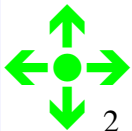
This issue is 'nothing more' than a collection of quotes, mostly related to change. While I've obviously done some filtering to winnow out the less than eloquent, I make no claim these will all resonate with the reader.

Naturally, if in reading these, you find I left out one of your favourites, then by all means send them to me, along with your feedback on MC&T.

MC&T is a marketing tool, but it is also an attempt to create a community focused on something we have in common... 'Change'

Your feedback helps build my motivation to continue with MC&T and also shapes the future of our newsletter.

Enjoy... and happy holidays
Yours truly
Peter de Jager



Man is a creature of hope and invention,
both of which believe the idea that
things cannot be changed.”

Tom Clancy

A decision made at night may be changed in the
morning.

Samoan Proverb

A fanatic is one who can't change his mind
and won't change the subject.

Winston Churchill

A foolish man may be known by six things:
Anger without cause, speech without profit,
change without progress, inquiry without
object, putting trust in a stranger, and
mistaking foes for friends.

Arabian Proverb

A hero is someone right who doesn't
change.

George Foreman

A man's character never changes radically from
youth to old age. What happens is that
circumstances bring out characteristics which
have not been obvious to the superficial
observer.

Hesketh Pearson

A mind not to be changed by place or time.
The mind is its own place, and in itself
Can make a heav'n of hell, a hell of heav'n.

John Milton

A person needs at intervals to separate himself
from family and companions and go to new
places. He must go without his familiars in order
to be open to influences, to change.

Katharine Butler Hathaway

A policy is a temporary creed liable to be
changed, but while it holds good it has got
to be pursued with apostolic zeal.

Mahatma Gandhi

A single day is enough to make us a little
larger or, another time, a little smaller.

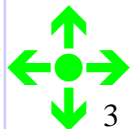
Paul Klee

A wise man changes his mind, a fool
never will.

Spanish Proverb

A very slight change of our habits is
sufficient to destroy our sense of our
daily reality, and the reality of the world
around us.

George Moore



Adapt or perish, now as ever, is Nature's inexorable imperative.

H. G. Wells

All change is a miracle to contemplate; but it is a miracle which is taking place every second.

Henry David Thoreau

All change, all production and generation are effected through the word.

Leopold Senghor

All changes, even the most longed for, have their melancholy; for what we leave behind is a part of ourselves; we must die to one life before we can enter into another!

Gail Sheehy

Although our inattention can contribute to our lack of total well-being, we also have the power to choose positive behaviors and responses. In that choice we change our every experience of life!

Greg Anderson

Although the connections are not always obvious, personal change is inseparable from social and political change.

Harriet Lerner

America is a land of wonders, in which everything is in constant motion and every change seems an improvement. .

No natural boundary seems to be set to the efforts of man; and in his eyes, what is not yet done is only what he has not yet attempted to

Alexis de Tocqueville

Ancient laws remain in force long after the people have the power to change them.

Aristotle

Any change is resisted because bureaucrats have a vested interest in the chaos in which they exist.

Richard Nixon

Bebop was about change, about evolution. It wasn't about standing still and becoming safe. If anybody wants to keep creating they have to be about change.

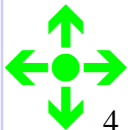
Miles Davis

Being ready isn't enough; you have to be prepared for a promotion or any other significant change.

Pat Riley

Both tears and sweat are salty, but they render a different result. Tears will get you sympathy, sweat will get you change.

Jesse Jackson



Certainly, travel is more than the seeing of sights; it is a change that goes on, deep and permanent, in the ideas of living.

Miriam Beard

Change can either challenge or threaten us. Your beliefs pave your way to success or block you.

Marsha Sinetar

Change excites me. I am fifty years old. It's when the mind catches up with the body.

Raquel Welch

Change is a measure of time and, in the autumn, time seems speeded up. What was not and never again will be; what is is change.

Edwin Way Teale

Change is not merely necessary to life, it is life.

Alvin Toffler

Change is such hard work.

Billy Crystal

Change is the constant, the signal for rebirth, the egg of the phoenix.

Christina Baldwin

Change starts when someone sees the next step.

William Drayton

Change your life today. Don't gamble on the future, act now, without delay.

Simone de Beauvoir

Change your thoughts, and you change your world.

Norman Vincent Peale

Change yourself, change your fortunes.

Portuguese Proverb

Changes are not only possible and predictable, but to deny them is to be an accomplice to one's own unnecessary vegetation.

Gail Sheehy

Desperation is the raw material of drastic change. Only those who can leave behind everything they have ever believed in can hope to escape.

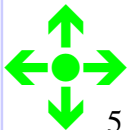
William S. Burroughs

Even when the laws have been written down, they ought not always remain unchanged.

Aristotle

Everything changes, nothing remains without change.

Buddha



Excellent firms don't believe in excellence — only in constant improvement and constant change.

Tom Peters

Failure is not fatal, but failure to change might be.

John Wooden

Folks don't like to have somebody around knowin' more than they do. It aggravates 'em. You're not gonna change any of them by talkin' right, they've got to want to learn themselves, and when they don't want to learn there's nothing you can do but keep your mouth shut.

Harper Lee

For me words are a form of action, capable of influencing change. Their articulation represents a complete, live experience.

Ingrid Bengis

He that never changes his opinions, never corrects his mistakes, and will never be wiser on the morrow than he is today.

Tryon Edwards

He who rejects change is the architect of decay. The only human institution which rejects progress is the cemetery.

Harold Wilson

God, give us the serenity to accept what cannot be changed; Give us courage to change what should be changed; Give us the wisdom to distinguish one from the other.

Reinhold Niebuhr

I have accepted fear as a part of life — specifically the fear of change. . . . I have gone ahead despite the pounding in the heart that says: turn back!

Erica Jong

I make no complaint. I am a writer. I do not accept my condition; I will strive to change it; but I inhabit it, I am trying to learn from it.

Salman Rushdie

I wanted to change the world. But I have found that the only thing one can be sure of changing is oneself.

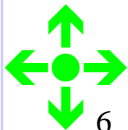
Aldous Huxley

If a day goes by that don't change some of your old notions for new ones, that is just about like trying to milk a dead cow.

Woody Guthrie

I've dreamt in my life dreams that have stayed with me ever after, and changed my ideas: they've gone through and through me, like wine through water, and altered the color of my mind.

Emily Bronte



If facts conflict with a theory, either the theory must be changed or the facts.

Benedict Spinoza

If one is going to change things, one has to make a fuss and catch the eye of the world.

Elizabeth Janeway

If the shoe doesn't fit, must we change the foot?

Gloria Steinem

If we are to change our world view, images have to change.

David Hockney

If we do not change our direction, we are likely to end up where we are headed.

Chinese Proverb

If we don't change, we don't grow. If we don't grow, we aren't really living.

Gail Sheehy

If you are building a house and a nail breaks, do you stop building, or do you change the nail?

Rwandan proverb

If you can't change your fate, change your attitude.

Amy Tan

If you don't like the way the world is, you change it. You have an obligation to change it. You just do it one step at a time.

Marian Wright Edelman

If you don't like what you are doing, you can always pick up your needle and move to another groove.

Timothy Leary

If you never change your mind, why have one?

Edward De Bono

If you want to have clean ideas, change them as often as your shirt.

Francis Picabia

If you want to know the theory and methods of revolution, you must take part in revolution. All genuine knowledge originates in direct experience.

Mao Tse-Tung

If you want to make enemies, try to change something.

Woodrow Wilson

If you're old, don't try to change yourself, change your environment.

B. F. Skinner



In a time of drastic change it is the learners who inherit the future. The learned usually find themselves equipped to live in a world that no longer exists.

Eric Hoffer

In a world where change is inevitable and continuous, the need to achieve that change without violence is essential for survival.

Andrew Young

In science the important thing is to modify and change one's ideas as science advances.

Herbert Spencer

In their search for quality, people seem to be looking for permanency in a time of change.

John Naisbitt

.In this world of change, nothing which comes stays, and nothing which goes is lost.

Anne Sophie Swetchine

Inconsistencies of opinion, arising from changes of circumstances, are often justifiable.

Daniel Webster

It ain't really what you'd call change. It's all happened before and it'll happen again with a different set of facts.

Gloria Naylor

It is change, continuing change, inevitable change, that is the dominant factor in society today. No sensible decision can be made any longer without taking into account not only the world as it is, but the world as it will be.

Isaac Asimov

It is well for people who think to change their minds occasionally in order to keep them clean.

Luther Burbank

It often takes more courage to change one's opinion than to stick to it.

G. C. Lichtenberg

It takes a deep commitment to change and an even deeper commitment to grow.

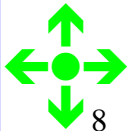
Ralph Ellison

Just because everything is different doesn't mean anything has changed.

Irene Peter

Delicious ambiguity.

Gilda Radner



Life is its own journey, presupposes its own change and movement, and one tries to arrest them at one's eternal peril.

Laurens Van der Post

Life is measured by the rapidity of change, the succession of influences that modify the being.

George Eliot

Life is not a static thing. The only people who do not change their minds are incompetents in asylums, who can't, and those in cemeteries.

Everett M. Dirksen

Man has a limited biological capacity for change. When this capacity is overwhelmed, the capacity is in future shock.

Alvin Toffler

Man is not imprisoned by habit. Great changes in him can be wrought by crisis — once that crisis can be recognized and understood.

Norman Cousins

Man must be prepared for every event of life, for there is nothing that is durable.

Menander

Markets change, tastes change, so the companies and the individuals who choose to compete in those markets must change.

An Wang

Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it's the only thing that ever has.

Margaret Mead

No great movement designed to change the world can bear to be laughed at or belittled. Mockery is a rust that corrodes all it touches.

Milan Kundera

No one changes the world who isn't obsessed.

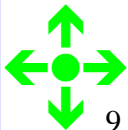
Billie Jean King

No one is in control of your happiness but you; therefore, you have the power to change anything about yourself or your life that you want to change.

Barbara De Angelis

Not everything that is faced can be changed. But nothing can be changed until it is faced.

James Baldwin



Nothing endures but change.

Heraclitus of Ephesus

Nothing is so perfectly amusing as a total change of ideas.

Laurence Sterne

Often we change jobs, friends and spouses instead of ourselves.

Akbarali Jetha

One change leaves the way open for the introduction of others.

Niccolo Machiavelli

One thing is sure. We have to do something. We have to do the best we know how at the moment. If it doesn't turn out right, we can modify it as we go along.

Franklin Delano Roosevelt

Only I can change my life. No one can do it for me.

Carol Burnett

People can't live with change if there's not a changeless core inside them. The key to the ability to change is a changeless sense of who you are, what you are about and what you value.

Stephen R. Covey

People change, not necessarily in negative ways. Sometimes goals and intentions in life aren't aligned. It's just choices we make in life.

Otherwise, why aren't we with the person we were with in seventh grade?

Kirstie Alley

People do think that if they avoid the truth, it might change to something better before they have to hear it.

Marsha Norman

People's minds are changed through observation and not through argument.

Will Rogers

Progress, far from consisting in change, depends on retentiveness. Those who cannot remember the past are condemned to repeat it.

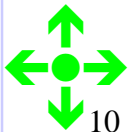
George Santayana

Slumber not in the tents of your fathers. The world is advancing.

Giuseppe Mazzini

So often I heard people paying blind obeisance to change as though it had some virtue of its own. Change or we will die. Change or we will stagnate. Evergreens don't stagnate.

Judith Rossner



Some people change their ways when they see the light; others when they feel the heat.

Caroline Schoeder

Someday perhaps change will occur when times are ready for it instead of always when it is too late. Someday change will be accepted as life itself.

Shirley MacLaine

Such is the state of life, that none are happy but by the anticipation of change: the change itself is nothing; when we have made it, the next wish is to change again.

Samuel Johnson

Teachers can change lives with just the right mix of chalk and challenges.

Joyce A. Myers

That's the risk you take if you change: that people you've been involved with won't like the new you. But other people who do will come along.

Lisa Alther

That's what learning is, after all: not whether we lose the game, but how we lose and how we've changed because of it, and what we take away from it that we never had before, to apply to other games. Losing, in a curious way, is winning.

Richard Bach

The art of living does not consist in preserving and clinging to a particular mode of happiness, but in allowing happiness to change its form without being disappointed the change.

Charles Morgan

The art of progress is to preserve order amid change and to preserve change amid order.

Alfred North Whitehead



The chameleon changes color to match the earth, the earth doesn't change color to match the chameleon.

Senegalese Proverb

The great growling engine of change — technology.

Alvin Toffler

The horizon leans forward,/ Offering you space to place new steps of change.

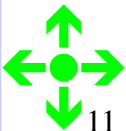
Maya Angelou

The longer you stay in one place, the greater your chances of disillusionment.

Art Spander

The main dangers in this life are the people who want to change everything — or nothing.

Nancy Astor



The most distinguished hallmark of the American society is and always has been change.

Eric Sevareid

The only man who can change his mind is a man that's got one.

Edward Westcott

The only way to make sense out of change is to plunge into it, move with it, and join the dance.

Alan W. Watts

The person who risks nothing, does nothing, has nothing, is nothing, and becomes nothing. He may avoid suffering and sorrow, but he simply cannot learn and feel and change and grow and love and live.

Leo Buscaglia

The search for static security — in the law and elsewhere — is misguided. The fact is security can only be achieved through constant change, adapting old ideas that have outlived their usefulness to current facts.

William O. Douglas

The soft-minded man always fears change. He feels security in the status quo, and he has an almost morbid fear of the new. For him, the

greatest pain is the pain of a new idea.

Martin Luther King, Jr.

The winds of the heavens shift suddenly; so does human fate.

Chinese Proverb

There is a certain relief in change, even though it be from bad to worse; as I have found in travelling in a stage-coach, that it is often a comfort to shift one's position and be bruised in a new place.

Washington Irving

There is a danger in reckless change, but greater danger in blind conservatism.

Henry George

There is little virtue in being different for the sake of being different, or in change for the sake of change.

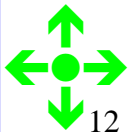
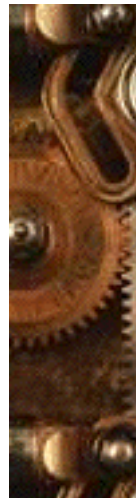
Clinton R. Meek

There is no good reason why we should not develop and change until the last day we live.

Karen Horney

There is no sin punished more implacably by nature than the sin of resistance to change.

Anne Morrow Lindbergh



They always say that time changes things, but you actually have to change them yourself.

Andy Warhol

They said, “You have a blue guitar,/ You do not play things as they are.”/ The man replied, “Things as they are/ Are changed upon a blue guitar.”

Wallace Stevens

Things do not change: we change.

Henry David Thoreau

To change a mind is to change the world.

Joan Konner

Time is neutral and does not change things. With courage and initiative, leaders change things.

Jesse Jackson

To change one’s mind is rather a sign of prudence than ignorance.

Spanish Proverb

To exist is to change, to change is to mature, to mature is to go on creating oneself endlessly

Henri Bergson

Today the world changes so quickly that in growing up we take leave not just of youth but of the world we were young in. . . . Fear and resentment of what is new is really a lament for

the memories of our childhood.

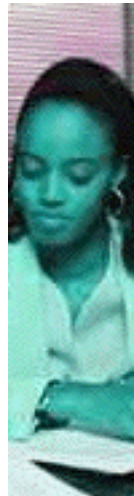
Peter Medawar

Turbulence is life force. It is opportunity. Let’s love turbulence and use it for change.

Ramsey Clark

Very often a change of self is needed more than a change of scene.

A. C. Benson



We cannot change our past. We can not change the fact that people act in a certain way. We can not change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude.

Charles Swindoll

We do not succeed in changing things according to our desire, but gradually our desire changes.

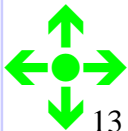
Marcel Proust

We have the power to do any damn fool thing we want to do, and we seem to do it about every ten minutes.

J. William Fulbright

We must adjust to changing times and still hold to unchanging principles.

Jimmy Carter



We must always change, renew, rejuvenate ourselves; otherwise we harden.

Johann Wolfgang von Goethe

If change is a constant, then stability is a psychosis

Peter de Jager

We must be the change we wish to see in the world.

Mahatma Gandhi

We must remember that one determined person can make a significant difference, and that a small group of determined people can change the course of history.

Sonia Johnson

We perceive and are affected by changes too subtle to be described.

Henry David Thoreau

Weep not that the world changes - did it keep a stable, changeless state, it were cause indeed to weep.

William C. Bryant

What is necessary to change a person is to change his awareness of himself.

Abraham Maslow

What one decides to do in crisis depends on

one's philosophy of life, and that philosophy cannot be changed by an incident. If one hasn't any philosophy in crises, others make the decision.

Jeannette Rankin

What we call 'progress' is the exchange of one nuisance for another nuisance.

Havelock Ellis

What, then, is the true Gospel of consistency? Change. Who is the really consistent man? The man who changes. Since change is the law of his being, he cannot be consistent if he stick in a rut.

Mark Twain

When you blame others, you give up your power to change.

Robert Anthony

When you start dealing with real change you are talking about interfering with those who are in possession of something.

Carl Stokes

When you're through changing, you're through.

Bruce Barton

Whosoever desires constant success must change his conduct with the times.

Niccolo Machiavelli



With the only certainty in our daily existence being change, and a rate of change growing always faster in a kind of technological leapfrog game, speed helps people think they are keeping up.

Gail Sheehy

When a man you like switches from what he said a year ago, or 4 years ago, he is a broad-minded person who has courage enough to change his mind with changing conditions. When a man you don't like does it, he is a liar who has broken his promises.

Franklin P. Adams

There is no such thing as can't, only won't. If you're qualified, all it takes is a burning desire to accomplish, to make a change. Go forward, go backward. Whatever it takes! But you can't blame other people or society in general. It all comes from your mind. When we do the impossible we realize we are special people.

Jan Ashford

It is a secret both in nature and state, that it is safer to change many things than one."

Sir Francis Bacon

I never blame myself when I'm not hitting. I just blame the bat and if it keeps up, I change bats. After all, if I know it isn't my fault that I'm not hitting, how can I get mad at myself?"

Yogi Berra

If you can neither accept it or change it, try to laugh at it.

Ashleigh (Ellwood) Brilliant

There are two rules you must follow if you wish to gain supreme power over the world.

Rule #1: Never tell everything you know!

Anon

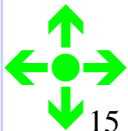




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