



**DANGER IN THE COMFORT ZONE:**  
How to change when change isn't coming naturally



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# Action Plan

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## Change Opportunity



## Direct the Rider

Where will you begin?



What does the future look like?



**Motivate the Elephant**  
How can you shrink the change?



## Shape the Path

What one thing can you shift to make the right behaviors more likely?

A large, empty rounded rectangular box with a thin blue border, intended for the user to write their answer to the question above.

# Switch: How to Change Things When Change is Hard

## Grow Your People

Read the following four sentences, and write down whether you agree or disagree with each of them:

1. You are a certain kind of person, and there is not much that can be done to really change that.
  - a. Agree
  - b. Disagree
  
2. No matter what kind of person you are, you can always change substantially.
  - a. Agree
  - b. Disagree
  
3. You can do things differently, but the important parts of who you are can't really be changed.
  - a. Agree
  - b. Disagree
  
4. You can always change basic things about the kind of person you are.
  - a. Agree
  - b. Disagree