

FIVE PART FORMULA FOR CHANGE

1. **WILLINGNESS**: in order to change, one must be willing – circumstances make us willing (= Step One)
2. **BELIEF**: in order to change, you must believe you can do so (= Step Two)
3. **MAKE A DECISION**: in order to change, one must decide to do so (= Step 3)
4. **TAKE ACTION**: in order to change one must act on that decision (= Steps 4 – 11)
5. **GET RESULTS**: our actions have had an effect = CHANGE (= Part one of Step 12)