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## **Adapting to change will help you grow and flourish - by Joe Friedman**

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Joe Friedman

We've all heard the saying, "The only constant in life is change". It's by an early Greek philosopher, Heraclitus. This year the pace of change has accelerated. As COVID-19 continues to evolve masks are coming off, businesses are opening up, tourists are traveling, and families are getting together again. The world seems to be heading back to a place that resembles 2019.

What changes from the last 15 months will stay and which will go as we move forward? While some of these decisions are out of our control, others need to be figured out.

NH CIBOR's board decided that their meetings will continue on Zoom while the monthly marketing meetings will be in person. Committee meetings are likely to be a combination of both. Continuing education classes will also likely be variable with some on-line and some in person. Special events and networking opportunities will be in person.

We can gain some insight on change from other notable people who offered their opinions. Stephen Hawking said "Intelligence is the ability to adapt to change." George Bernard Shaw said, "Progress is impossible without change and those who cannot change their minds cannot change anything." Anne Frank said, "How wonderful it is that nobody need wait a single moment before starting to improve the world." And Henry Ford said, "If you always do what you've always done, you'll always get what you've always got." These quotes are about individual change. For a group, Margaret Mead said "Never doubt that a small group of thoughtful committed citizens can change the world. Indeed, it is the only thing that ever has."

Personally, I will be making a career change with the starting of Skyline Realty, my new commercial real estate brokerage & consulting company. It has been a pleasure working with Brooks Properties for the last 17 years and they will be my first client. I look forward to continuing to work with them and exploring new opportunities in the New Hampshire Seacoast area .

Commercial real estate has always had an interesting and dynamic environment; it is constantly

changing. Adapting to those changes will help you grow and flourish in business and in your personal life.

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