



Working together achieves better results

A piece of advice I received years ago has been echoing in my mind, as I listen to many people calling / demanding change:

It is easier to change from within than from without.

There are variations of this advice that refer to changing yourself first but in the situation the advice was given, I took it to mean *you need to be at the table first*. And once you're there, real change happens by working *with* others, not against them.

Today, I think this idea still holds true. If you're not in a position of power, influence often starts with cooperation – by building trust and getting alongside those who *do* have the ability to make things happen. Ideally, that means eventually earning a seat at the table yourself.

But that's only one side of the equation. For genuine change to take place, those in power must also lean in – listen deeply, invite others in, and work *with* people, not *for* them or *around* them.

This is where the old adage comes to life: **1 + 1 = 3**.

Neither side can make the same impact alone. Together, the possibilities multiply.

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