

## Shark Bait—Barriers

During a research experiment a marine biologist placed a shark into a large holding tank and then released several small bait fish into the tank.

As you would expect, the shark quickly swam around the tank, attacked and ate the smaller fish.

The marine biologist then inserted a strong piece of clear fiberglass into the tank, creating two separate partitions. She then put the shark on one side of the fiberglass and a new set of bait fish on the other.

Again, the shark quickly attacked. This time, however, the shark slammed into the fiberglass divider and bounced off. Undeterred, the shark kept repeating this behavior every few minutes to no avail. Meanwhile, the bait fish swam around unharmed in the second partition. Eventually, about an hour into the experiment, the shark gave up.

This experiment was repeated several dozen times over the next few weeks. Each time, the shark got less aggressive and made fewer attempts to attack the bait fish, until eventually the shark got tired of hitting the fiberglass divider and simply stopped attacking altogether.

The marine biologist then removed the fiberglass divider, but the shark didn't attack. The shark was trained to believe a barrier existed between it and the bait fish, so the bait fish swam wherever they wished, free from harm.

### The Moral

All of us have gone through things in our lives that creates barriers that can stop us from reaching our personal and professional goals. We then enter into a life that consists of doing the least amount needed to get by during the week and living for the weekends.

### 5 Why's:

1. Reflect on something you repetitively think or do that you know is negative and harming your personal or professional life.
2. Ask "Why do I do..." or "Why do I think this..."
3. Answer that first why and then based on that answer, ask the next why.
4. Repeat until you get to the fifth why. This is usually where the truth is at.

Don't make excuses. Don't blame others. You're merely uncovering the WHY behind the WHAT you're doing or thinking. Just that knowledge alone is powerful enough to create some change. The next time you want to do that negative pattern, you'll know why and can choose to NOT do it.

