

Self-Help Tools: Persevere or Pivot

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Source: Concept from Eric Ries, *The Lean Startup*; framework adapted by SDLR

Not every hard moment means it is time to quit, and not every plateau means you should stay. The key is knowing whether effort is creating movement.

Ask:

- Is the gap between where I am and where I want to be shrinking over time?
- If yes, keep going. If not, it may be time to adjust course.

Then consider:

- What is the opportunity cost of staying where I am?
- What growth or peace might I gain by changing direction?

Someone has been job searching for four months. They have sent 60 applications, landed three interviews, and received zero offers. The same approach has produced the same result for four months. The gap is not closing. The pivot here is not quitting the search. It is changing the method: fewer applications, more direct outreach, targeting companies they actually want to work for. The strategy needed to change, not the goal.

How to use it:

- Reflect every 3 to 6 months.
- Track your progress against your goal, not against comfort.
- If progress flatlines, the lesson might be complete.