

That Wasn't Supposed to Happen!
The Five Kyes to Managing Sudden Change

With Noel McNaughton

Key #1: Know what you want in your life

(Go to <http://www.midlife-men.com/lifemission.html> for exercises on life goals)

Notes:

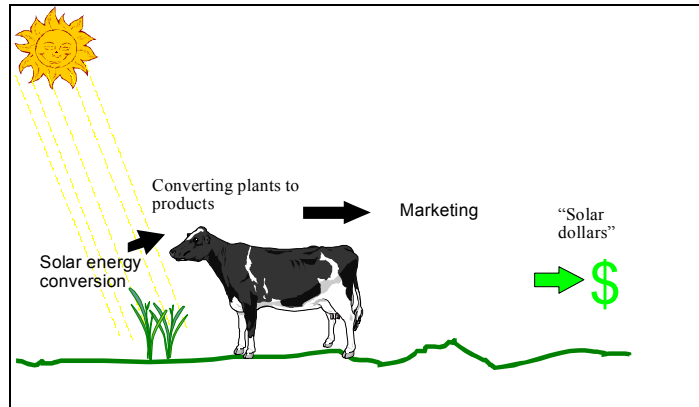
Key #2: Communicate with your spouse and family

- listen with respect, wait till the other person is done speaking
- seek first to understand, then be understood
- give praise and express appreciation and love for your family on a regular basis
- use 'I' statements rather than 'you' statements
 - “You” Statements point fingers and lay blame (e.g. You always..., You never..., You should, you shouldn't... etc.)
 - “I” Statements give information about what you see happening, what you think it means, and how you feel about it. (E.g. “I get angry when we are late for a meeting because I feel conspicuous, and feel that people are judging me.” “It looks to me as though you are upset about something, and I am afraid you are angry with me. Is that true?”)

Notes:

Key #3: Farming and Ranching Consists of Catching Sunshine and Putting It In the Bank.

Three links in the chain from the sun to the bank: energy conversion → product conversion → marketing
Notes:



Key #4: Plan

Break your expenses into three categories:

“A” expenses generate new wealth (these expenses address the weak link in your solar chain.)

“B” expenses are inescapable

“C” expenses are maintenance

Estimate your gross income, subtract 40% for profit. Allocate the ‘A’ expenses first, then the ‘B’ expenses, and allocate whatever is left to the ‘C’ expenses. Use discipline, creativity, cooperation with neighbours and whatever else you need to do instead of spending money to look after the ‘C’ expenses.

Notes:

Key #5: Prepare for Predictable Surprises

A Predictable surprise is an event or a set of events that take an individual or group by surprise, despite prior awareness of all the information necessary to anticipate the events and their consequences, but failed to respond with effective preventive action. (from **Predictable Surprises: The Disasters You Should Have Seen Coming, and How to Prevent Them** by Max H. Bazerman, Michael D. Watkins, Harvard Business School Publishing Corporation, 2004)

Notes:

Recommended reading:

Holistic Management by Allan Savory and Jody Butterfield, Island Press, 1999

Your Money Or Your Life by Joe Dominguez and Vicki Robin, Viking, 1992