
Welcome to [ASK] - Always Seeking Knowledge!
#3 - Sunday, March 10, 2002
Written and Published by Bruce Ward, Holistic Results Pty. Limited

Table of Contents

- 1 Quick [ASK]
- 2 Welcome
- 3 Around the Traps
- 4 Keeping focus
- 5 Update your Diary
- 6 Books and materials you can use
- 7 Joke
- 8 Quotes that mean something
- 9 New Contact details for Holistic Results

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1. Quick [ASK]

Practically, why not invite one of the other Educators to spend time with your group. They are only too happy to assist. Get a diversity of opinion going. Buy books and tapes, either on your own or within the group. Read the *E-Myth*, read Napoleon Hill's *Think and Grow Rich*, listen to Stephen Covey's tape about the *Seven Habits of Highly Effective People*. Go to personal development programs. Re-do the holistic management program - that is particularly cost effective, as you will hear new ideas a second time. You will retain about 80% of the information the second time instead of 10%.

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2. Welcome

The Ward family are now residents of Sydney, living at Lavender Bay, overlooking the western side of the harbour and bridge. Things were pretty hectic for a while, with a 3 week settlement period at Inverell. I didn't know things could ever happen that fast - but they did!!

Our new contact details are shown at the foot of this Newsletter. Emails remain the same.

In terms of administration, Wendy Cobcroft is carrying on the same functions she did, still based in Inverell. A little bit of technology is working for us.

3. Around the Traps

WA

There was good representation at Coombing Park and the MasterClass, from WA. Don Wilson now considers himself an 'honorary Kiwi'. That should work well, after all he has no Rugby Union barrier to overcome with the parochial people over the ditch, coming as he does from the land of AFL!

Joc Dwyer has been over east for the last week, at Tamworth, attending an intensive Arden Anderson program organised by Holistic Management practitioner, 'Brett the Vet' Warren.

Western Australian practitioners will be meeting soon for the AGM of Whole Farm Management Inc. One of the decisions they will need to consider is the ongoing need for such a body, now that the new Australian and New Zealand body is up and running. We wish them well in their thinking, and urge them to test the decision holistically.

Vic

Again, good representation from Victoria, although Hazel Wann and John Brister had to cry off at the last minute, due to illness. It was wonderful to see so many make the trip for Coombing Park, including David Minifie and Max and Elizabeth Bowran, Ewan Karkeek, Ross and Tania Twigg, and Doug Paton.

NSW

Much of the state is getting a bit dry. I am writing this at Quirindi, where it is decidedly dry. Sorghum crops in places looking stressed, and sunflowers are not so flash, either.

Cam McKellar tells me that he has some volunteer irrigated wheat ready for grazing already, and 'in the market for thin cows'. Cam has just finished Arden Anderson, as well, and is looking to reinstate quite an animal component into his irrigated cropping program this autumn and winter. For instance corn stubbles will be 'cowed in' rather than ploughed in. Great stuff, and I suspect that there will be some big learning from this for all cropping people. When I asked him why he was making this decision, he replied, "to create a stronger future resource base".

Paul and Robbie Griffiths did a terrific job leading the launch of the new Association. Not many people are really aware of the sheer volume of work Paul put in, to make it happen. In fact, it would not have happened without him. I was sorry to see him relinquish the chair, but well understand. His short 'official' tenure was the tip of an iceberg lasting more than 4 years. Thanks Paul, and Robbie, for a great job, well done. I for one am looking forward to spending some quality time with you in Sydney, not work time planning a Not-for-Profit Association!!

Qld

It's dry up around Warwick and the Downs as well. Really impressed with Ben/David/Margo/Margo Cory's progress. In fact, I suspect there are a number of good things happening in Queensland all round. Bill and Nicki MacQueen now have 2 daughters, with new Patti recently joining her older sister, Jess. Well done!

NZ

What a huge season it continues to be. Just the very opposite of this time last year. Both islands seem to be 'in clover' at the moment. Some big stories on animal production, although in Southland it is almost too wet. There, lambs are running both late and low in weights, but dollars are very high.

Ben Turner has joined the Board of your new Association, and I look forward to a great and productive contribution from Ben. He is a clear thinker indeed, and will soon be a dad, as well! John Waldron has announced his engagement, and I was lucky enough to meet Staci again, just last weekend. Congratulations to you both.

John's parents, Val and Vera, were some of the 11 Kiwis in the MasterClass, and noisy participants on the 'fun-bus' in which they all toured.

David Bennett, from the North Island, and winner of our prize last year to a NZ Young Farmer member, took his prize at the time of Coombing Park.

Duncan and Fiona Ensor, across the river to the Turners, also are sporting a new child. The proud grandparents include practitioners from the Innes and Ensor families.

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4. Knowledge and growth

I have spent a good deal of time in the last year or so looking at and studying "successful" people - and indeed, working out what is "success". I have written about this before. It is an important subject. The definition, "Success is constant movement towards a valuable purpose", is the best I can find.

It fits perfectly with the aspirations of most people we tend to work with. When people form their temporary holistic goal they are saying in clear terms, 'this is how we want our every day lives to be, and here is the future resource base required by us - and our successors - so we always have opportunity and choice when making decisions towards our purpose'.

The opportunities open to people who have formed an holistic goal are so many that it may daunt them. That can be frustrating for people looking for recipes. Holistically there are no recipes - you have absolute freedom to CHOOSE to be organic or inorganic, crop or not crop, set stock or plan your grazings holistically, etc. etc. You have also been given proven processes to help you work through the myriad sub-options (decisions) that choice and opportunity create.

Occasionally people jump in and try to do everything at once. Deciding to plan your grazings is a decision in itself. How to best do it will involve perhaps another 50 or 100 decisions, each answered by you as you move through the Aide Memoire. Every one of those decisions in turn must be tested towards your holistic goal, and none can be answered by anyone but yourself.

George King made the point to 300 practitioners in February that it is ok, and in fact preferable to hasten slowly. Based on his experience, he now feels he may have tried to do too much too soon. In fact he believes that his cattle even now are not ready for calving on the move, and this year he 'parked' them during calving. The great thing is he has the tools to test this and every other option for himself, towards his goal. So do you! Parking the stock was a decision. How best to do that involves many, many more decisions.

Better decisions come from better knowledge. I have discovered that the most successful people in every industry tend to be the people who spend the most dollars on themselves, constantly seeking and gaining new knowledge in a wide range of areas that impact their business and personal/social lives. They constantly mix with 'successful people', and they learn the principles those people adopt. Their success is much more than financial. The very successful ones are socially responsible and environmentally aware as best they can be.

So, I urge you to spend time and money gaining new knowledge. You are the only investment you can guarantee, so don't hold back. What's more, if you are a farmer you may get a 75% discount on the cost. Just don't make a mistake and discount the value of the knowledge. Say to yourself whenever you hear something either for the first or indeed any time, "Isn't that interesting - I wonder what that might mean for me?"

Will we ever assess the value people gained at Coombing Park, and the knowledge 66 people at the MasterClass gathered? Not all the value will come from their time with Allan, much of it will come from mixing with other successful people. Now, isn't that interesting!

In your support groups you have the opportunity to cost effectively and easily do a wide range of things. First-up, if your support group is not as active as you want it to be - or it used to be - do something about that! Be the change you expect, as Ghandi said. It is entirely your responsibility if you wish to grow personally and financially. It doesn't matter whether you fund your growth from your 'P' or 'W' allocations, you can be sure that every action you take will create an equal and opposite reaction (benefit) in your life.

Peter Lewis (ABC Landline) told a great story at Coombing Park about the bloke who wanted a special sort of hamburger at McDonalds, with absolutely everything in it. The young assistant had a little time up his sleeve so set to and produced the burger, handing it to the customer. In return he was passed a \$20 note which he placed into the till, before moving on to the next customer. 'Excuse me!', said the special burger customer, 'what about my change?' 'Sir, said the assistant, I understand that change comes from within!' NOW,ISN'T THAT INTERESTING!

Practically, why not invite one of the other Educators to spend time with your group. They are only too happy to assist. Get a diversity of opinion going. Buy books and tapes, either on your own or within the group. Read the *E-Myth*, read Napoleon Hill's *Think and Grow Rich*, listen to Stephen Covey's tape about the *Seven Habits of Highly Effective People*. Go to personal development programs. Re-do the holistic management program - that is particularly cost effective, as you will hear new ideas a second time. You will retain about 80% of the information the second time instead of 10%.

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5. Update your Diary

Monday, March 11,	Gloucester, NSW	Module 3
Sunday, March 17	Katanning, WA,	Module 1
Thursday, March 22	Dandaragan, WA,	Module 3
Wednesday, April 3	Cromwell, NZ	Module 2
Monday, April 8	Gloucester, NSW	Module 2
Monday, April 15	Katanning, WA	Module 3
Sunday, April 21	Katanning, WA	Module 2

Call us and talk about coaching in holistic goal formation, wealth generation planning or biological planning. Coaching can be conducted by regular phone schedule, or at your location.

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6. Books and Materials you can use

"Good News for a Change"

David Suzuki and Holly Dressel have followed up their *From Naked Ape to Superspecies* with an excellent summary of many things that appear to them to be 'working' in reversing environmental and social decline around the world. Interestingly, Chapter 3 - Using Coyotes to Grow Grass, is largely focused on Allan Savory's writings and the experience of US and Canadian practitioners.

"Seven Words that Could Change the World"

In this tiny little book that takes about two hours to read, Joseph R. Simonetta makes a great case for environmental literacy. If you want to know more about our place in the sun, or more particularly the universe, this is the best reference I have ever seen. In laymans terms you will learn more about our planet, the other planets in our solar system and the relevance of our solar system within our galaxy and in relation to other galaxies. I strongly urge you to read this one. It really is good.

"The One Minute Manager Meets the Monkey"

Kenneth Blanchard has written quite a series of One Minute Manager books. The 130 pages of this one have relevance to any situation you are involved in - your business, your family and your outside interests. At under \$A15.00, it is remarkable value. So, what's the monkey? The monkey is any situation where you have a commitment to do something. Too often we take on somebody else's monkey. We are then responsible for its 'care and feeding' until we work out how to pass the monkey. Blanchard calls it the best weight loss program he knows. You loose at least 30 lbs every time you shed a monkey from your back and give it to the person who should be responsible for its care and feeding! Easy to read. The monkey is now on your back to go and read it!

By the way:

You can get all of these books from The Book Connection in Dubbo, NSW
Ph: 02 6882 3311 Fax: 02 6882 3311 or email orders@bookconnection.com.au
(Also ask them about their Mail Order Catalogue - it is terrific)
or
Scorpio Books in Christchurch, NZ
Ph: 03 379 2882 Fax: 03 379 2886 or email scorpbk@ihug.co.nz

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7. Joke.

This one came from Megan Christie, Mundijong, WA. Thanks, Megan!

TRADITIONAL CAPITALISM:

You have two cows. You sell one and buy a bull. Your herd multiplies, and the economy grows. You sell them and retire on the income.

ENRON VENTURE CAPITALISM:

You have two cows.

You sell three of them to your publicly listed company, using letters of credit opened by your brother-in-law at the bank, then execute a debt/equity swap with an associated general offer so that you get all four cows back, with a tax exemption for five cows. The milk rights of the six cows are transferred via an intermediary to a Cayman Island company secretly owned by the majority shareholder who sells, the rights to all seven cows back to your listed company. The annual report says the company owns eight cows, with an option on one more. Sell one cow to buy a new president of the United States, leaving you with nine cows. No balance sheet provided with the release. The public buys your bill.

AN AMERICAN CORPORATION:

You have two cows. You sell one, and force the other to produce the milk of four cows. You are surprised when the cow drops dead.

A FRENCH CORPORATION:

You have two cows. You go on strike because you want three cows.

A GERMAN CORPORATION:

You have two cows. You re-engineer them so they live for 100 years, eat once a month, and milk themselves.

A JAPANESE CORPORATION:

You have two cows. You redesign them so they are one-tenth the size of an ordinary cow and produce 20 times the milk. You then create clever cow cartoon images called Cowkimon and market them worldwide.

A BRITISH CORPORATION:

You have two cows. Both are mad.

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8. Quotes that mean something

"Only those who will risk going too far can possibly find out how far one can go."

-- T. S. Eliot

"Happiness is that state of consciousness which proceeds from the achievement of one's values."

-- Ayn Rand

"How wonderful it is that nobody need wait a single moment to improve the world."

-- Anne Frank

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Regards

Bruce Ward

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New Contact Details for Holistic Results

Holistic Results Pty Limited
PO Box 103
Milsons Point NSW 1565

Phone: 02 9929 5568 (from overseas +61 2 9929 5568)

Fax: 02 9929 5569 (from overseas +61 2 9929 5569)

Emails remain the same:

blward@holisticresults.com.au

sward@holisticresults.com.au

web: www.holisticresults.com.au