

Welcome to [ASK] - Always Seeking Knowledge!

#13 - Wednesday, October 8, 2003

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1. Quick [ASK]

How we approach our relationships, our work, our leisure, our reading and our listening, is how we create our life. If your creation is not yet what you desire, that's ok too. You get to create your life again and again, choice by choice. It is never too late.

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2. Welcome

Suzie and I had the best possible break in the US and Canada, several months ago. I did the typical male thing, climbing on to the plane muttering about not having the time for a break, etc! It was the first time Suzie has been to Albuquerque. It was really important for me that she see the region that has so impacted our lives in the last 10 years. We spent four days enjoying Jody and Allan's hospitality in their delightful adobe home on the banks of the Rio Grande River.

There are exciting things afoot for the Center, both at the David West ranch in Texas, willed to the Savory Center two years ago, and also the La Semilla project, right on the city limits of Albuquerque, where the Center has gained a long term lease and will soon start construction of a range of learning projects, including an administration centre. All of this particularly excites me, as Judy Richardson from South Africa, and myself, have now been appointed as Directors of the Savory Center, providing 'foreign' input into the Center's future thinking and actions.

We spent a wonderful few days with Jim, Daniela and Savanna Howell in their new house. Their business operates at 10,000 feet, so there are a few seasonal restraints! They graze agistment stock through summer and autumn, then spend a few autumn weeks guiding hunters - shooting elk and deer under licence. During the summer they log a few aspen and Douglas firs

for high yield timber markets, all in accordance with with a carefully constructed plan that will see them with more timber at the end of a logging cycle than they commenced with. In addition, each winter they lead amazing tours to either Africa, Australia/NZ or Argentina.

Forthcoming Tour to Africa - Immediate expressions of Interest

Expression of Interest: Next year Jim and Daniela's *Sun Country Tours* have planned a combined Australian/NZ/US trip to **Africa**. If you are interested in the best guided tour of southern Africa, we are looking for **immediate** expressions of interest. The tour will commence from Johannesburg on March 24th, concluding April 6th, also in Johannesburg. There are only 10 seats available, and we have already been approached by several people.

Highlights are:

- Visits to four of the finest holistically managed properties in South Africa
- The annual gathering of southern Africa holistic management practitioners - perhaps 150 or more people, all doing wonderful things under conditions that would challenge most of us. This will be held at Vryburg, South Africa from March 30 to April 1.
- A visit to Dibangombe, where the Africa Center for Holistic Management is located, just out of Victoria Falls, in Zimbabwe. Here there will be time for walking tours of wild Africa, opportunities to view wild elephants and much other wildlife watering each evening - within the safety of a remarkable 'hide', plus time with some of the 80,000 villagers who are now seeing their lives change as a result of the work of the Africa Center.

Please give Suzie a **call** on **+61 2 9929 5568**. We call it the "best tour" because the numbers involved are very small and limited, as Jim and Daniela have organised most nights on a ranch, talking directly to the owners. It is a personal experience tour.

I could go on, and tell you about Chico Basin Ranch, where Duke and Janet Phillips run 95,000 acres of leased land in a 8 inch (200mm) rainfall zone, with stunning results. They suffer the same problems as everybody else - low rainfall (just 20mm in all of 2002!!) and low paddock numbers. They get around that with skilful, open ended electric fencing, which encourages the cattle to "circle back" upon themselves, achieving high stock densities with very limited supervision. Best of all is the community involvement at Chico Basin. It has become a retreat for artists, bird watchers (235 species identified so far), walkers, runners etc. The cattle are Beefmaster cattle, using

the Lassetter Ranch principles. Much of the daily work is carried out either by volunteers or people paying for the experience. A paradigm breaking experience. We ate barbequed NZ lamb for dinner!!

Canada was wonderful. We spent our time along the lakes near Niagara Falls. I was fascinated by the canal and lock systems of the St Lawrence Seaway, and could have studied that much longer. Next time we go, it will be to look at Canadian agriculture. The most we saw was a winery, where they produce an 'Ice Wine', made by leaving the grapes on the vine until after two major freezes, when they hand harvest the resulting raisin like bunches, producing this amazing white desert wine.

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3. The seasons are 'a changing - and there is a challenge for you in here!

For businesses running livestock, seasonal change means a new grazing plan will be needed - either now or within a few weeks. For southern hemisphere winter rainfall regions, this means creating a new closed plan. For many others it will mean creating a new open plan. Why use the word, 'creating'?

I subscribe to the belief that we 'create' our own future. We do not simply respond to events around us, but create our response.

I'm distressed to see that in the USA, NZ and Australia, many people fell into problems in the last year or so, simply because they did not put a few hours into grazing planning. One farmer tells me he fed \$500 per cow, just because he did not make decisions early enough to avoid the problem. These people inadvertently created a particular type of future for themselves.

On the other hand, many people have rung me in recent months to tell me how, for the first time in their life, they have made money during a drought, simply through the combination of holistic grazing planning, holistic financial planning and deliberately making their decisions towards a holistic goal. These people created an entirely different outcome, very often in the same district as the first group!!

For those not yet using holistic grazing planning, why not? I suspect the problem often remains within the words people use. For instance, talking about 'grazing rotations' tends to suggest a limitation in thinking. Everyone accepts that rotational grazing 'systems' have some inflexibility - for instance, in the number of paddocks within a cell, or of the recovery period used (usually just one recovery period - not a range of them for differing conditions), or even worse - in the sequence of moves, which typically remain the same year in, year out!

[If you are about to create an Open Plan](#)

Are you actively taking notice of Step 5 in the Open Planning procedure? It is critical when creating a plan rather than engaging in a simple, yet deadly, rotation.

Here is the Challenge!

The NSW \$2 lottery is currently worth around \$5m. I will buy a ticket for every person who sends me an email by midnight on October 15, 2003, with the exact wording of Step 5 of the Open Plan, as set out in the Aide Memoire for Holistic Grazing Planning - Version 2.3.1.

If you are about to create a Closed plan

The **same deal** is available for people who are about to create a closed plan. Only this time I need the wording of the **first paragraph of Step 7 in the closed planning procedures.**

If your Aide Memoire is out of date - you had better call me, so we can arrange an update for you.

In any business: We create our own future. How we approach our relationships, our work, our leisure, our reading and our listening, is how we create our life. If your creation is not yet what you desire, that's ok too. You get to create your life again and again, choice by choice. It is never too late.

By the way, an expert on all of this, Sandy MacGregor, recently advised us he is running half day workshops at:

- Tamworth, NSW on October 25; and
- Inverell, NSW on October 26.

Get along a and listen to him. His 'accelerated learning' techniques are both simple and practical.

For full details, look and book at www.calm.com.au or phone him on 02 9457 7133

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4. Update your Diary

Support Groups - can you let both ourselves and HDMA know of your dates, so we can each let others know.

Events we have planned:

Wednesday, Oct 15, Scone, NSW
Management

Introduction to Holistic

Thursday, Nov 6, Scone, NSW
Planning

Wealth Generation and

Wednesday, Dec 3, Scone, NSW
Planning

Holistic Grazing and Land

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Coaching

For many years our business has been coaching people in holistic goal formation, wealth generation planning and biological planning. This service is provided by regular phone schedule, by email, or in person at your location.

Successful people use a coach to stay on track. Importantly, in difficult times coaching often provides the critical difference between clarity and debilitating confusion.

Without caring help, it is all too easy to deviate from where you want to be - to some place else. We act as a 'process coach', letting you focus on the outcome you require, taking away the worries people so often experience - such as, 'Am I doing this the right way?' Coaching is an important part of working on your business rather than all the time in the business.

Email blward@holisticresults.com.au to discuss your coaching time.

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5. Books and Materials you can use - 3 this time

"The Age of Consent"
By George Monbiot

Monbiot is a columnist for the *Guardian* newspaper. He writes, "Everything has been globalised, except our consent". This book studies, amongst many issues, the political reasons underlying the Iraqi war. That in itself is really a study in decision-making - and spin-doctoring. The entire book tends very much to support John Ralston Saul's (*Voltaire's Batards*) contention that modern policy tends to:

- Lack commonsense
- Lack humanity

"The New Rulers of the World"

By John Pilger

I am really impressed with this book. I have always tended to regard Pilger, an expatriate Australian living in London, as of the 'looney left'. I found this book a remarkable essay, and clearly I have listened to other people's views for too long, rather than seeing for myself.

The book is in 3 parts, focusing on policy issues in Indonesia, the Middle East and Australia. Fascinating reading.

"Growth Fetish"

By Clive Hamilton

Hamilton is Executive Director of the Australia Institute. An economist by training, he explores in depth the belief that an economy is only sustainable if it is growing. He asks the hard questions about how natural functions are going to continue to support this growth, and whether individual countries - or the planet - can sustain say 3% growth per year, ad infinitum. Hamilton challenges the use of GDP as a meaningful indicator of any sort, and instead proposes an alternative - the Genuine Progress Indicator (GPI) as a better, but not perfect alternative. The key difference is that GPI assigns a negative value to unwanted activities.

The text contains some challenging graphs of the last 40 years in the UK, USA and Australia, when comparing performance as judged by GDP v's GPI

If you are interested in the view of our modern world from different paradigms, then I believe these three books will be very attractive to you. Why not "book club" them with members of your support group?

By the way:

You can get 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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6. Quotes that mean something

(Chosen because they relate to the items in this issue)

'The thing always happens that you really believe in; and the belief in a thing makes it happen.'

--Frank Lloyd Wright

"There are two ways to slide easily through life; to believe everything or to doubt everything. Both ways save us from thinking."

--Alfred Korzybski

"If you think you are too small to be effective, you have never been in the dark with a mosquito."

--unknown

"Sometimes the best helping hand you can get is a good, firm push."

--Joann Thomas

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7. Joke

A wise schoolteacher sends this note to all parents on the first day of school:
"If you promise not to believe everything your child says happens at school, I'll promise not to believe everything they say happens at home."

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This publication is intended as information and not advice. You should test any ideas contained herein towards your own holistic goal.

Regards

Bruce Ward