



Decisions Should Not Be A “BEST GUESS”

Business and life generate opportunities for us to decide on a path to take, product to buy, choice to make. While we all have a level of intuition which is remarkably accurate, we are not all tuned in to that nor are we always left alone to make “The Call”. If you are in a place where a decision must be made, a bit of due diligence and measurable effort is well worth the spend from your time and energy banks. You might even fill your wisdom bank in the process.

Here is the mechanism we suggest that is designed to tell the truth about your options and how they best fit into your needs/wants.

Ready?

LET’S GO!

- 1) Get honest about what decision has to be made. Honest? Yes...write down the intention of the decision. What EXACTLY are you trying to achieve by making this decision, what is expected to come from it and what exactly is the decision.

- 2) Everyone wants to get this decision made. Especially YOU! However, there are a few things which are to be considered “ABSOLUTES”. You can not ignore them and they must be delivered in this decision. These are your Non-Negotiables. Write them down here and...be honest! (add more lines as needed)

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

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3) You can't always get what you want but you'll be left empty if you don't at least ask for it. Here's the time you'll take to write down what you want from this decision. You might NEED a home (see step 2) but you WANT a home with an inground pool. Get it? Got it? GOOD! Let's Go!

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

4) Weigh it up! Now it's time to cross check and measure the true value and effectiveness of the decision. For each Non-Negotiable, you must have a value of 1 or 0. If the decision is meeting the Non-Negotiable, it gets a value of 1. If not, it gets a 0. Simple as that. Now, list 'em and score 'em.

- | | |
|------------------|------------------|
| 1. _____ score__ | 4. _____ score__ |
| 2. _____ score__ | 5. _____ score__ |
| 3. _____ score__ | 6. _____ score__ |

Multiply all the scores together. If you get a 1, move on to step 5. If you get a 0, you either skipped the class about what a Non-Negotiable is or you need to truly refine what is the truth about your musts; reassess and repeat.

5) How important is important? We understand the Non-Negotiable absolutes but now we have to measure how important these WANTS are. On a scale from 1 to 5 where the value of 5 represents MOST IMPORTANT and 1 represents NOT IMPORTANT, value each of your wants here.

- | | |
|--------------------------|--------------------------|
| 1. _____ Importance_____ | 6. _____ Importance_____ |
|--------------------------|--------------------------|

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2. _____ Importance_____ 7. _____ Importance_____
3. _____ Importance_____ 8. _____ Importance_____
4. _____ Importance_____ 9. _____ Importance_____
5. _____ Importance_____ 10. _____ Importance_____

6) ALMOST THERE! Now, fill your banks. What? Yep. Evaluate how many of the four banks will be filled when each of these wants are met. Simple, of the four banks: Wisdom, Money, Energy, Time, score each want for the total number of banks filled. 1 through 4 are the only options here.

1. _____ # of Banks?_____ 6. _____ # of Banks?_____
2. _____ # of Banks?_____ 7. _____ # of Banks?_____
3. _____ # of Banks?_____ 8. _____ # of Banks?_____
4. _____ # of Banks?_____ 9. _____ # of Banks?_____
5. _____ # of Banks?_____ 10. _____ # of Banks?_____

7) Tally and Reflect. For each WANT, multiply the IMPORTANCE factor and the # of BANKS factor to get the WANT SCORE. Add all of the WANT scores together. This total is your DECISION SATISFACTION SCORE.

Then, multiple your total number of WANTS list by 20. This is your BEST IN SHOW score.

Finally, divide your DECISION SATISFACTION SCORE by the BEST IN SHOW score and convert that decimal to a percentage. This answer is your DECISION RATING. If the percentage is below an 80% DECISION RATING, you may want to go back to the drawing board. The truest value here is when you use this tool to assess and compare multiple choices/decisions. In this case the scores will tell you the truth about your next steps, whatever they may be.