

Critical Decision-Making Model

Designed & Development by:





Section #1

Discussion Guides



“Six Cylinder” Theory

[Instruction]

Everyday we wake up and leave our homes and families and enter into the “marketplace”. The “marketplace” is where we find jobs, career-paths and moneymaking opportunities for entrepreneurs to create and serve – all of this leads to creating our individual lives - lifestyle. Humans (people, employees) are emotional creatures and many times “blur-the-lines” and bring stress from home into the marketplace and vice versa; we take our stress from the marketplace, home.

DEFINITION:

What is the Theory?

Life operates like a six cylinder engine, all six cylinders working together to make the engine run. When one cylinder begins to misfire the engine still runs, just not as well – life goes on, just not as well. Over time if the cylinders are not taken care of the engine wears itself out - life goes on, it goes on in misery.

IDENTIFY:

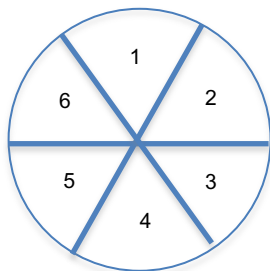
What are the Cylinders?

1. Spiritual – A relationship with a higher power (not Religion, Church, Sunday’s)
2. Health – What you see in the mirror (inside / out); the “vehicle” you’ve been given
 - a. Physical – vital signs (doctor’s report) – muscle mass, body fat, aches & pains
 - b. Mental – attitude (habit of thought), destruct-construct, problem-solution, optimistic-pessimistic
 - c. Emotional – feelings, moods, emotions, desires (positive or negative)
3. Family – the first set of intimate / toxic relationships immediately following – “self” (you).
 - a. Parents – mothers, fathers, siblings
 - b. In-Laws – mothers, fathers, brothers, sisters, cousins, nieces, nephews, etc
 - c. Yours – spouse, children, grandchildren, great grandchildren
4. Career (job) – Your seed (skills, talents, natural abilities) taken to the marketplace for service
5. Finance – Income, expenses, bank statements, shopping, investing, taxes
6. Social / Serenity – Your peace, your quite time, you getting away from it all

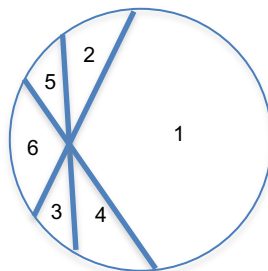
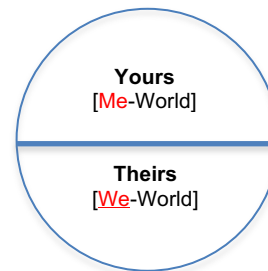


GUIDING PRINCIPLES: How do they relate to one another?

- Life operates like a six cylinder engine, all six cylinders working in **harmony**



Life Balance

"Real"
[Out of Balance]"Ideal"
[Daily Regulation]

- No one cylinder determines the entire state of affairs; each is **independent**
 - Tendency is to let one cylinder **burden** our state of mind (chatter)
 - Dynamic – each cylinder is changing all the time (people, places and things)
 - We've all heard the saying, "count your **blessings**" – thankful / gratitude find in the 6C's

As it pertains to your career cylinder – what kind of team do you want to create (use the worksheet to get started and then use as a communication tool to your individual team members.

- Quotes:
 - Know what you stand for or you will **fall** for anything (set clear expectations at work) *Les Brown*
 - Begin with the **end** in mind (adapt to change, problem solving, conflict resolution) *Stephen Covey*
 - It's not what am I getting here, it's what am I **becoming** here (process) *Jim Rohn*

Your goal as a leader in the marketplace is to help people align the career cylinders. When you can help people define what the career cylinder looks like to them – you create a bridge to build on. Using your business or department as a "vehicle" in the marketplace to help folks get the things they desire, want or need.

- "Real" verses "Ideal"
 - A constant daily fight to keep the balance (most struggle) (work to home / home to work)
 - "Real" – how you **decide** to allocate your time (reflect back at the end of the day; trends)
 - "Ideal" – how you **desire** to allocate your time (requires very specific thoughts & conversations)



Section #2

Trainer / Coaching Guide



1. Overview

People have a tendency to allow stress to follow them around. We bring stress from work home with us and at the same time thoughts about family and friends pop up in our thoughts while at work. Use this exercise to help isolate thoughts with one clear message – be where you are – if at work, be at work in your thoughts and not let personal stress distract from doing your job.

In the same regard – teach others to leave work at work and learn to isolate work stress from time at home or when trying to relax. It does you no good to have a member on your team distressed and out of balance all the time – there is no personal best when out of balance.

2. Objective

- A. Use this tool during your one on one evaluation – show an interest in all the cylinders to bridge natural relationship gaps.
- B. Clearly define your Six-Cylinder desires as the one leading by example – be willing to share with others.
- C. Set clear expectations on your Six-Cylinders what it takes to keep the balance each day
- D. over come emotional hijacks and adapt to change, solve problems and resolve conflicts – quicker than the external customer can create it all)

3. Debrief Notes

- A. Completing the Six Cylinder Exercise may take you awhile; set it down and come back to it
- B. Go beyond material things; look at relationships
- C. Problem solving (behavior issues) - sometimes start with things you do not want (refer to the maturity metrics – immature metrics)
- D. Recognize the real verses the ideal; personal accountability
- E. Recognize the list continues to change and evolve



Section #3

Worksheets



Six-Cylinder Priorities:

Worksheet #1

Life is like a six cylinder engine. All six cylinders of an engine work together in harmony to give the engine power. If one cylinder misfires or does not perform properly the engine still runs but not as well. The misfiring cylinder has a way of distracting us throughout the day and hindering our personal best.

Your life operates in a very similar manner. There are six areas of your life and everything in your life falls into one of these six cylinders. Your dreams and desires for the future, your fears and fallbacks from the past - everything falls into one of your six cylinders. Even today right here and now each second of this day can be allocated to one of your six-cylinders. A major key to your personal best is having a sense of structure and this tool provides you six simple ideas to build your own framework.

The goal is being your personal best when balancing your priorities - specifically in times of change or adversity. Completing the exercise will develop the emotional intelligence skill sets for creative problem solving and conflict resolution – all based on your personal priorities and what's important to you right now.

Instructions:

Your challenge is to identify your cylinders and keep the balance when defining your lifestyle. This exercise is designed to use your own set of priorities while seeking new ideas for personal best.

Step 1: Prioritize your six-cylinders in column #1 on the left (rank using the list below)

Step 2: Write each cylinder in the blank provided based on your personal priority. Next,

Step 3: In #2 column on the right identify at least five desires for one specific cylinder.

Step 4: Share your list with select individual team members / leaders

Six-Cylinders: Spiritual Health Family Career Finances Social

#1 My Six-Cylinder Priorities (in order):

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

#2 _____ CYLINDER:

In the column to the left, circle the number you wrote as your priority for "_____". Now in the space below expand on just this cylinder by writing five (5) **desires** you want for that cylinder right now.

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

Six-Cylinder Exercise:

Worksheet #2



First: Prioritize your six cylinders by listing them in order as they are just for today. We recognize priorities change so just for today what is more important to you based on this simple list of six categories. **Second:** Use the space provided to list 4-5 different desires you have for each of your six cylinders.

Six-Cylinders: Spiritual Health Family Career Finances Social

1. _____ Cylinder:

2. _____ Cylinder:

3. _____ Cylinder:

4. _____ Cylinder:

5. _____ Cylinder:

6. _____ Cylinder:



1. Spiritual Cylinder

1. Daily:
 - 84,600 seconds – Pray all day
 - Study of the word (66 Chapters)
 - Witness to others
 - Live in the spirit; habit the 9
 - Read devotional to kids
2. Weekly:
 - Youth outreach
 - Prayer group
 - Church involvement
3. Monthly
 - Prison ministry

2. Health Cylinder

1. Physical
 - Weight room (50% of time)
 - 220lb muscle / 12% body fat
 - Protein 220 grams / 6 = @ 40 per
 - Tattoo - finish back
2. Emotional
 - Emotionally intelligent
 - Aware / Accurate
 - Motivate / Empathy
 - Persuasion
3. Mental
 - Honest, loving, pure
 - Solutions rather than problems

3. Family Cylinder

1. Wife:
 - Speak love language
 - Positive when entering Salon
 - Nice when she calls at work
 - Speak kindly towards family
 - Approach
 - Accept; not so critical (worry, fear)
2. Kids (Specifics for each one):
 - Read scriptures to kids
 - Set good behavior examples
 - New house
 - New Addition (2x)

Six-Cylinder Sample Prioritize & Isolate

4. Career Cylinder

1. Speaking – 2 events a month
2. Consulting – 3 VCP contracts
3. Real Estate – Development(s)
4. \$1m Annual Sales (combined)

5. Finance Cylinder

1. Financial Reports & Accounts:
 - Accurate & current
 - Manage weekly
 - \$_____ a day
2. Diversify Income
 - Real Estate = \$_____m / \$_____y
 - Business #1 = \$_____m / \$_____y
 - Business #2 = \$_____m / \$_____y
 - Speaking = \$_____m / \$_____y
3. Tax Savings \$_____m / \$_____y)
4. Christmas account \$_____m / \$_____y
5. Tithe weekly
6. Credit card debt – pay off (\$_____)
7. Colorado Christmas vacation w/ family

6. Social Cylinder

1. Weekly:
 - Wife night – Sat.
 - Guy night – Wed.
 - Family night - Fri
 - Harley - Weekends
2. Quarterly:
 - Family overnight
 - Harley overnight
3. Family Vacation:
4. Harley Rally's:
 - Dayton – March
 - Austin – July
 - Galveston –Sept
5. Gemini Alumni Grand Prix party
6. Learn the guitar



An overview of the unique coaching system designed by Parrish. Choose from five (5) simple instructional messages designed exclusively for entrepreneurs and high performance team leaders. The flowchart below is supported by a variety of learning-aides (videos, power points and discussion guides). Or, invite Parrish on-site for a custom training experience at your location. Each module supports the fundamental development of emotional intelligence and the process of emotional maturity.

