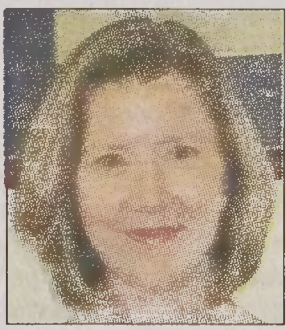


BUSINESS

*On with the new:
Survey all PRS panels*

TaylorMade



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Syndicated Columnist

GOALS, ORIGINS, TOP TEN, PATTERNS. These headers top the panels of the PaperRoom System™ work described in *Choice Points*. We've discussed how to gather and record all the data, now what do we do with it? Whether you use Rice's self help book or engage a specially trained PRS coach, processing the information is key to breaking the code imbedded in your answers.

When you look at a handmade quilt, you initially see beautiful, yarn-dyed colors carefully displayed in pattern. Turn it over and you'll see something else. Tiny stitches, lots of them. Hundreds of hand-tied knots. Some threaded areas that look irregular and uneven. You see what's beneath the attractive, colorful exterior and how it came to be. You might say the same thing about looking under the surface of the panels we work with in the PaperRoom.

The GOALS panel, for instance asks how we would like to see our lives unfolding in twenty years. I hear answers like "At the top of my game, by then", or "Working part time in a job that really means something to me" or "Spending time with grandchildren". The answers, however varied, consistently reflect the authentic values of the speaker. They are quite simple, what matters most. Time can be spent chasing or attending to any number of things, but the entries on the GOALS pattern tell the real story.

Another part of each person's story unfolds in the next panel, called ORIGINS. After listing the characteristics of the most influential people in your life, its time to consider afresh their present day influence. With real choice as the goal, each of us has a

window here through which to quickly view the past and air out dated notions. Through the 'ME' quadrant we see both clutter and the confirmation of genuine attributes. Guided by our values, we can choose the behaviors to carry us forward.

Your story takes a heady turn with the TOP TEN - who doesn't love to relive life's most exciting and rewarding moments? Whether re-telling accounts of graduation ceremonies, significant career accomplishments, or fondly remembering a very special celebration, these memorable experiences reflect the moments that punctuate all the rest. And they do something else. Taken together, they describe the kinds of experiences you need to have from time to time to be your best self. To be on top of your game. To feel satisfied and fulfilled. Given that, it makes sense that the TOP TEN entries provide a metaphor for your ideal work environment.

In one his most famous stories, Thomas Wolfe asserted "you can't go home again". And certainly, you can't go back to TOP TEN moments. Not literally anyway. But figuratively, you can go back every time you see a snapshot, look at the diploma or hold that greeting card in your hand again. In fact, we need to go there in some fashion if that type of experience made it to the TOP TEN. Such key natural selection takes the chosen words beyond the 'it would be nice if' level and elevates them to the core need level. So critical is our understanding and pursuit of core needs that an additional panel was developed to articulate them. This adjunct panel entitled CORE NEEDS asks: "What are my core needs and how can I meet them in new ways?"

Part of the answer

may be found in the last panel(s), PATTERNS. Through a thorough review of lifetime jobs, one can see the kinds of environments that have enlivened you. An examination of various locations, employers, and types of tasks will readily remind us of where our needs were met, and where they were not. Often length of employment is an indicator. Places we didn't hang around very long likely clashed head-on with our core needs and values. Taking the EXIT is the ultimate values statement. And the story takes a new turn...

Last week's column ended with this comment about writing your PaperRoom story: "It's a compelling collection of pertinent facts and information. It's all about you. And its potential lessons abound." To that I'd like to add that the gestalt, the full set of thoughts and experiences written on the grey and white panels, offer nothing short of a panoramic view that is your life. Taken in together, each stand alone panel also bends to shape and inform the others.

It's an excellent way to tell your story.

Contact marilyn@taylortrain.com to complete your PaperRoom panels and make your way to authentic choices.

Marilyn Taylor is the owner of Taylor Training and a certified coach/corporate trainer with the Boston Coaching Company, home of PaperRoom System for Coaching.

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