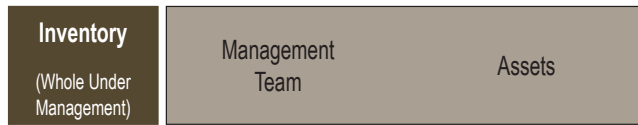


# Holistic Management® Framework

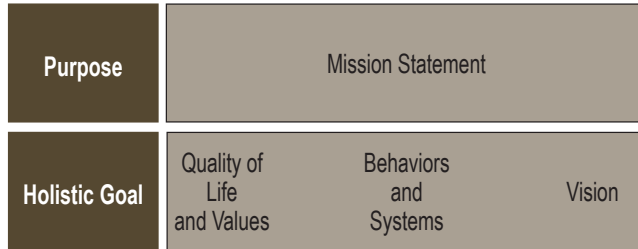
## Principles

1. Nature functions in wholes
2. Understand your environment

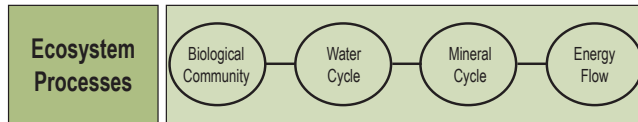
### Practice One



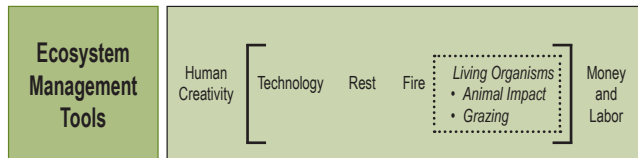
### Practice Two



### Practice Three



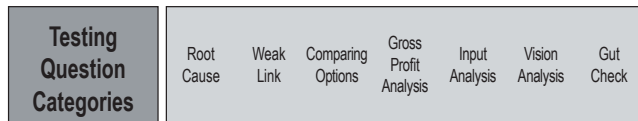
### Practice Four



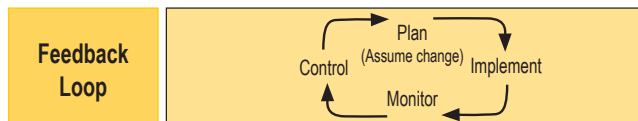
### Practice Five



### Testing Question Categories



### Practice Six



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## Holistic Management® Whole Farm/Ranch Planning System Highlights



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## Holistic Management Decision-Making

Look at all you manage - your team and assets.



Develop a Holistic Goal with those involved.



Consider ecosystem processes in your decision.



Create the mission, vision, strategies, policies, and objectives for your Holistic Goal.



Identify the tools available to manage your resources.



Consider influential factors. (experience, data, peer pressure, cost, etc.)



Apply seven tests to make sure your decision(s) are sound and will lead toward your Holistic Goal.



Before you make a decision, consider the unintended consequences that can arise within complex living systems.



Identify indicators to monitor for the earliest signs of change.



Use a feedback loop to monitor your decisions and plans. Plan, implement, monitor and control to adapt to life's changes.

# Holistic Management Principles and Practices

## PRINCIPLES

### Nature Functions in Wholes

Taking a holistic perspective means paying attention to relationships between different aspects of the “whole.” When you manage your land resources, build biodiversity, or improve production, you can’t change or control one thing without impacting something else.

### Understand Your Environment

All environments are not the same. Environments exist on different ends of a scale linked to humidity and how quickly dead vegetation breaks down. Tools respond differently in these environments.

## PRACTICES

### Practice One: Define What You Manage

Each of us is responsible for managing an **inventory** made up of your **management team** and your **assets** (land, equipment, clients, money, etc.).

### Practice Two: State What You Want

To begin the process of creating your Holistic Goal—describe the life you want to live, based on your deepest values.

### Practice Three: Aim for Healthy Soil

This practice uses four fundamental ecosystem processes in Nature, to assess the health of your land. They are:

Water cycle	Energy flow
Mineral cycle	Biological community

### Practice Four: Consider All Tools

Use the following tools for managing your resources:

Human Creativity	Fire
Technology	Animals/Living Organisms
Rest	Money and Labor

### Practice Five: Test Your Decisions

Before moving forward with a decision or action, ask seven testing questions to help ensure that your decision or action is socially, environmentally, and financially sound.

### Practice Six: Monitor Your Results

After you gather information, consider a number of factors, test each action toward your Holistic Goal, and create monitoring criteria to give you an early indicator if your plan goes off track.

## Test Your Decisions

*The testing questions help sift through the variables that are part of making a decision.*

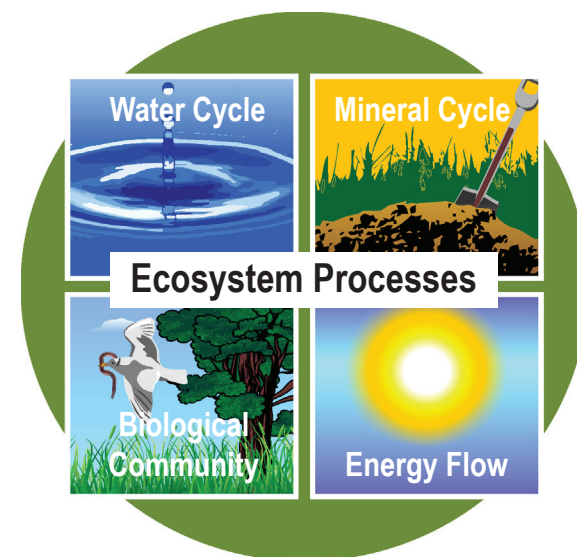
Does the action or decision meet the triple bottom line toward your Holistic Goal? It is difficult to make decisions that consider all three aspects of the triple bottom line: social, financial, and environmental. Some decisions may be economically sound, but are implemented at the expense of the environment or human welfare; others are environmentally sound, but economically unfeasible or harmful to humans. When we don’t manage for all three aspects, our decisions can have undesirable or even disastrous results.

These seven tests supplement other considerations when making a decision (research, gut feelings, intuition, cash flow, etc.). Use testing to help you explore options.

### The Seven Tests

- 1. Root Cause**  
Does this action address the root cause of the problem?
- 2. Weak Link**
  - Social: Are there any social concerns regarding this action?
  - Biological: Does this action address the weakest point in the life cycle of this organism?
  - Financial: In my enterprise, what single thing will have the greatest positive impact on my ability to generate more income?
- 3. Comparing Options**  
Which action gets the “biggest bang for the buck” toward your Holistic Goal? Where is your highest return?
- 4. Gross Profit Analysis**  
Which enterprises contribute most to cover the fixed costs (overhead) of the business?
- 5. Input Analysis**  
Is the energy or money to be used in this action derived from the most appropriate source in terms of your Holistic Goal? Will the way the energy or money is to be used lead toward your Holistic Goal?
- 6. Vision Analysis**  
Does this action lead toward or away from the Vision articulated in your Holistic Goal?
- 7. Gut Check**  
Considering all the testing questions and your Holistic Goal, how do you feel about this action or decision now?

## Aim for Healthy Soil



Understanding how ecosystem processes function and what to look for on your land helps you determine how well they are operating and how to work more effectively with Nature to create healthier, more productive land. Ecosystem environments function through four basic processes.

### The Water Cycle

The movement of water from atmosphere to soil and back and how that movement affects plant and animal life.

### The Mineral Cycle

The movement of minerals and nutrients and how that movement affects plant and animal life.

### Biological Community

The ongoing development of biological communities.

### Energy Flow

The movement of energy from the sun through all things.

*To understand how well ecosystem processes function on your land, get out and walk on it.*

*Read the land and watch for symptoms of an ineffective process.*