

RAMM Formula™

How to Get From Where You Are to Where You Want to Be!

R = Result Define Your Outcome, Purpose, Mission, Destiny, Point B
What's Important? What's Precious? Why?
What Do You Want? What do You Value? Why?
Where Are You Going? Are You Committed? Are You Willing?
If Not, Change Result, Not You!

Result: What's important to you? What's precious to you? Why?

A = Action Do Something vs. Inertia
Past, Present, Future Actions?
What Holds You Back?
Are You Ready to Act NOW? Soon? Future?

Action: What actions are you taking... past? present? future?

M = Measure Are You ON COURSE or Off? Getting Closer or Further Away?
Account-Ability - How Do You Measure Progress?
Quality and Quantity
Be Do
Results Checklists
Relationships Profits
People Things

**Measure: Are you on or off course? Are you getting closer, or farther away?
How will you measure your progress?**

M = Modify *Adapt-Ability* *Flex-Ability vs. Rigidity*
Correct-Ability *Revise-Ability vs. Denial*
Changes to Make? New Actions to Take?
Alter - Shift - Adjust - Move

Modify: What are you willing to shift, revise, alter, adjust, CHANGE?

Outcome of RAMM Formula – You are...

Your Next Step Is...

Satisfied: No commitment to act or change... defer

Dissatisfied: Problem, difficulty, not ready yet... advise

Ready: Explicit need, want to change, Act Now... propose

RAMM Formula Worksheet

RAMM Stands For...

R = Result
A = Action
M = Measure
M = Modify

Key Questions I Will Ask Include...

Result: What's important to you? Precious to you? Why?

Action: What actions are you taking... past? presently? future?

**Measure: How do you measure your progress? Getting closer, farther?
Are you on course or off course? Do you even measure?**

Modify: Are you flexible and willing to shift, revise, alter, adjust, CHANGE?

If the Outcome of RAMM Formula Is...

My Next Step Is...

Satisfied - No commitment to act or change
Dissatisfied - Problem, difficulty, implied want
Ready - Explicit need or want; Act Now

Adapt-ability... Use the R.A.M.M. Formula™ to Stay on Course

Old eastern wisdom suggests, "What is open and flexible grows, and what is closed and rigid eventually withers and dies."

Adaptability is the creative response to change. Today's climate mandates that we be more adaptable, flexible and flowing in the face of change. It is one of the vital life skills we must develop and after 9/11, one of the most important. Now is a very good time to establish a new vision for yourself and your work.

Treat yourself to one solid hour of uninterrupted quiet time each week to answer some important questions. Try these on:

WHY DO YOU WORK? How is it a means to greater ends? How is it an end in and of itself? What would you be doing or like to do if you didn't "have to" work any more? Here's a tough one: "What would you do if you knew you had a short time left to live?"

HOW DOES YOUR LIFE/WORK PROVIDE YOU WITH MEANING AND PURPOSE? Meaning and purpose are key ingredients to reach fulfillment in our life as well as success in our work. Identify which things in your work give you a sense of meaning and purpose.

WHAT KIND OF LIVELIHOOD AND LIVING DO YOU REALLY WANT? What would it be like when it's the way you want it? Do you want to work forever or will you walk away some day? Do you have an "exit strategy?" What is it?

WHAT CAN YOU CHANGE OR DO DIFFERENTLY TO MAKE LIFE, LIVELIHOOD AND LIVING THE WAY YOU WANT THEM? If these are not exactly the way you want or envision them, how will you change, adapt, revise, shift or modify to get it the way you want it?

ARE YOU WILLING TO TAKE THE ACTION NECESSARY? Wanting something is easy. Being willing to do what's necessary to achieve what you want is a whole different dimension and level of commitment. Have you made a firm decision to take action? Are you ready to do something? Chances are you will have to do something different. Are you prepared?

WHAT IS THE FIRST THING YOU WILL DO? WHEN WILL YOU DO IT?

Are you often too busy doing "busy-ness" that you don't take the personal time to reflect, re-evaluate and recharge the mental batteries?

Redefine your destination with as much clarity as you can muster. As the pilot you want to plot your flight plan before taking off. We stay on course by keeping our destination clearly in mind every step of the way. There may be tremendous turbulence. Wind currents blow us off course. Weather forces changes in direction.

THIS REQUIRES ADAPT-ABILITY.

Despite incredible odds, a pilot accomplishes the primary objective virtually 100% of the time, making sure the plane and its precious cargo arrive safely. And more than 90% of the time they arrive on schedule. To me, that is remarkable.

How would your life and work be better if you had that kind of success rate and "on-time" record?

The RAMM Formula™ Takes You Anyplace You Really Want To Go!

R = Result: What is your outcome or destination? What result do you want?

A= Action: What actions will you take to get you moving toward your result?

M= Measure: Are you on or off course? Getting closer to or further away?

M= Modify: What changes, revisions, adjustments will you make to stay on course?

Decide your destination. Plot your flight plan. Choose a flight path. Take off. Be pro-active. Measure and modify your actions and results against your destination. Then, be flexible. Be willing admit when you get off course, make a mistake or take a wrong turn.

Be ready to shift, revise, alter, or modify your course heading. Make whatever in-course corrections are necessary to get you to your next port of call, and ultimately to your destination. Keep making sure that where you are headed is still important to you.

You cannot fail, presuming you are committed enough not to quit and you are willing to keep on going until you get there. Make your journey the destination. Then you are fulfilled and “successful” whether or not you arrive at your port of call.

The journey itself becomes your daily success. There is no failure. There is only success or learning.

Shift your paradigm. You succeed or learn. Learning is a better outcome than failing. Learning is much more exciting, energizing, motivating and stimulating. It makes you want to try again.

BE WILLING TO CHANGE! BE WILLING TO LEARN! BE WILLING TO ADAPT.

Life Skill for Business:

Adapt. Be ready to move to the next peak of success and fulfillment in your work and in your life by being flexible and adaptable.

Keep asking the important questions. They might be the best gift you give to yourself today!

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