

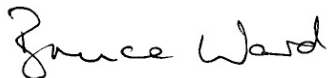
## You have what you have

This was a question that arose in a course, regarding beginning to manage holistically. I was making the point that you should start where you are. Here was my reply:

Deal with the 'known'. You have what you have at the moment (in terms of grass, fencing, animals, and all other resources). Whatever you do, don't rush out and start spending your money, because (without a proper plan) someone else is potentially going to get rich out of that.

Don't make spending decisions until you have worked out what it is that the long term future needs to look like. Then you make your decisions towards that.

It will be really good (if you change some things - grazing, weak-link thinking and so on) without spending money (on fencing, water etc) in the first instance. You will already be streets ahead of everyone else, just by doing the planning. So, don't get yourself into too many knots over not yet having the 'optimum' infrastructure. You can't do any damage in the next 3 months, whilst you do the planning. It can only be good.



**Managing Director**