

The Compass



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MODEL-NETICS PLAYBOOK

Harold S. Hook

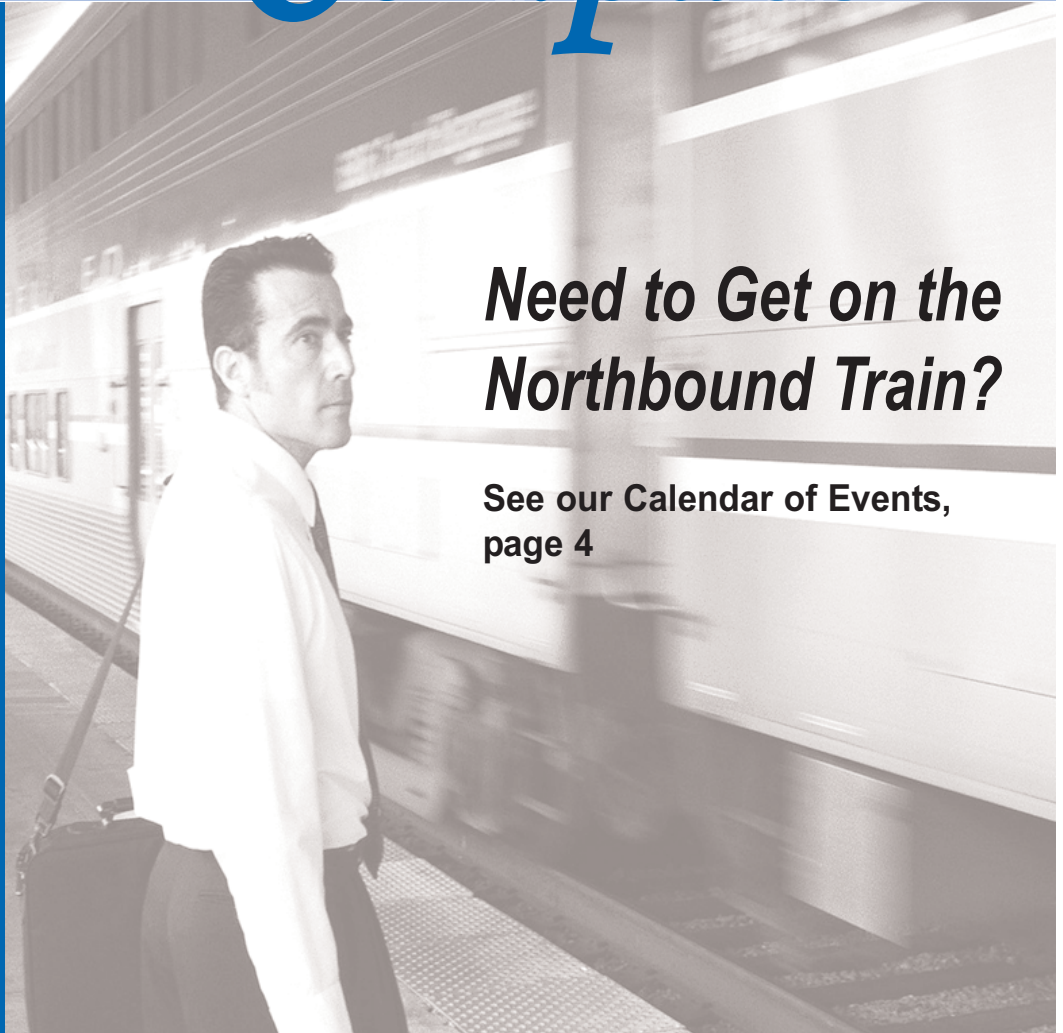
Escaping from the "Box"

The box we have in mind is not the kind of box from which Houdini made his famous escapes. Rather, it is the mental box, which in Model-Netics is called the "Logic Box" (Model 65).

The Logic Box

The Logic Box is the idea that an individual's collection of knowledge, attitudes, skills, and habits limits his or her perception. And, this limitation acts as a restriction on objective thought and creative expression. Everyone is "in the box" to some degree, and the Logic Box brings this limitation into focus. So, how can Model-Netics help an individual or a group of individuals to escape from the bounds of the Logic Box? The answer is a process we call "Reference Checking."

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Need to Get on the Northbound Train?

See our Calendar of Events,
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Main Event Management Corporation | 2727 Allen Parkway, Ste. 1600 | Houston, TX 77019-2125

Phone: 713-831-8605 | Fax: 713-831-6306

email: info@maineventmanagement.com | www.maineventmanagement.com

The Reference Check

The first step in the Reference Check is to clearly state the problem. The second step is to compare each of the 151 models in Model-Netics against the statement of the problem and see if there is a relationship -- the stronger, the better. This controlled search process helps produce both understanding and insight into the problem. This process is done in alphabetic order -- a critical element in escaping from the box.

Why does this process work? The whole idea in problem solving is to make sure that you have looked at the problem from every angle before making a decision. But, because of the Logic Box problem the human mind seems unable to look at a problem from every angle. We need a tool that will force us to look at the problem from every angle -- whether we like it or not. Model-Netics is such a tool. The Model-Netics Reference Check "spins the problem" so that you can look at it from 151 different angles -- whether you want to or not.

This process produces "creative discontinuity." The discontinuity refers to the comparison of the models in alphabetic order, as opposed to thinking and using the models by subject topics. The creative aspect comes from a full and complete consideration of a given problem from 151 different aspects.

Houdini, the master magician, succeeded by tricking our minds. The Logic Box is a limit on our problem solving ability, and to escape this box, we must also trick our minds. All it takes to master this trick is to master Model-Netics. May all your escapes be happy ones!

Who was Houdini? Harry Houdini (1874-1926) was a magician's magician, who was principally known as a great escape artist. Name any kind of physical constraint, and he probably escaped from it.

HSH

Harold S. Hook is the Founder and President of Main Event Management Corporation and the creator of Model-Netics.

MAKING THE INVESTMENT

In An Era Of "Not Enough Hours In The Day" and "Spreading Ourselves Too Thinly," A Reason For Teaching Model-Netics

Here's the all too common snapshot: You're a manager in your organization, you have several critical organization wide projects to oversee, 120 people to manage, 3 direct report positions to zero base and fill, a budget to develop, 2 conferences to attend, a new software update to learn, 173 untouched messages sitting in your email inbox, and a spouse who keeps mentioning you haven't taken a vacation in over a year.

There is probably not a manager today who is not concerned about how much needs to be accomplished in too little time. With increasing job demands and shrinking budgets, what can provide you the leverage you need to prioritize, analyze and tackle your responsibilities successfully? How about this: Teach Model-Netics.

The powerful impact of the Instructor Training Program (ITP), related teaching methodology and actual teaching experience has proven beneficial to thousands of managers worldwide. While learning the models via the Basic Course in Model-Netics allows participants to apply the models to their accumulated knowledge and experience, the steps necessary to prepare for teaching the course can take your relationship with the models to a new and higher level.



"The time that I spend preparing for class, I have actually saved ... The things you learn [through the time involved in your weekly class preparation] are going to assist, rather than hinder you."

*-- Jim Chambers, Associate Director
American General Financial Services
(See December 2005 Instructor Training,
page 4)*

“It is my job to make good, well thought out decisions every time – the M-N models help me do that – so I would say M-N has helped my career greatly – in many ways, the models are a great safety blanket.”

*-- Stacey Zengel
General Manager,
Imaging Solutions
Jack Henry & Associates, Inc.*

“As a director I have to manage people, facilities and processes. When something isn't going well or I think we could do better, I turn or think of Model-Netics and which model fits the particular situation. Because of Model-Netics I make a conscious effort in balancing my life. Model-Netics has really changed my life, and I highly recommend it to anyone and everyone.”

*-- Jane Dembski, Director
Parks and Recreation
City of Bellaire*

“I highly recommend [teaching Model-Netics as a method of self-development] because it can take your career in a new direction, and you will have a higher appreciation for the material.”

*-- Mary Stilwell, Instructional
Design Specialist III
Symitar, a Jack Henry &
Associates Company*

FEATURE ARTICLE, *continued from page 2*

Teaching the models yields a twofold benefit for the organization. Not only do employees learn the common management language of the organization, but the instructor acquires an incredible self-development advantage. Having to completely immerse oneself in the "management alphabet" offered by the models and communicate how each and every one of these tools applies to the organization is much akin to the difference between studying French in a classroom at your local university and living and breathing the experience of the French by taking a sabbatical in Paris.



So when faced with increasing responsibilities and bulging calendars, teaching a 20-week course might not be the obvious remedy. But when you take into consideration the multitude of skills to be gained personally, our instructors would argue the opportunity to teach Model-Netics should be embraced.

For more information regarding the Instructor Training Program, please visit our web site at www.maineventmanagement.com.

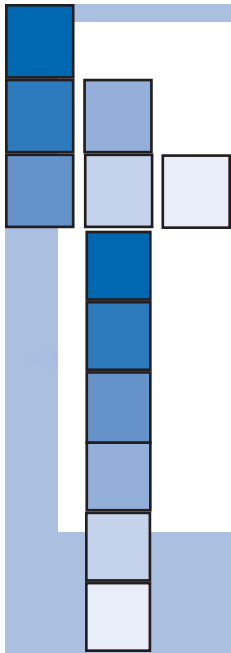
“As a long time user of Model-Netics, I have always used the models in both work-related and personal situations. The difference for me after teaching Model-Netics is that I was able to recall and apply many more models in real time situations. The ITP experience is another great example of ‘you learn a subject better by teaching it’.”

*-- Mark Godwin, Director of
Client Services
Healthcare Management
Systems, Inc.*

“You are left drained, yet exhilarated, after a session. If you found, when you took the course, that there were many new tools and approaches that benefited you in your daily activities, then teaching the course will offer you an enhanced opportunity to further your self-development because you will have a greater understanding of the models, their applications and an ability to practice them.”

*-- Tammy Hughes, Senior Director
Life, Investment and Retirement Services
Industrial Alliance Pacific
Insurance and Financial Services*

Main Event Management Corporation
2727 Allen Parkway, Suite 1600
Houston, TX 77019



Calendar of Events

December 2005 Instructor Training Program

Part I Speaker

Michael Corley, President
Progressive Employer Services

Michael explained that he first took the Model-Netics Basic Course in a non-management role, but that he recognized the value of the models' widespread application to management situations. Recently his company, Progressive Employer Services, has doubled in size, and Michael noted that a lot of their employees "don't have management experience." He knew after their last acquisition that they had "to do something to get on the same page." He expressed his excitement about his plans to use the models to provide that common management language. "I'm [going to be] able to make this the culture of the organization...and I'm very excited about it."

Part III Speaker

Jim Chambers, Associate Director
American General Financial Services

Jim opened by commenting on his "awakening" as an instructor—after initial trepidation about the amount of time needed for preparation to teach Model-Netics, he found that this skill building process generated benefits both for his students as well as himself.

"Bottom line, I feel that there has been significant value added to my company through my students and through myself. I have two words to leave you with and that is that it works".

Although Jim's class consisted of a large number of non-management staff, he found that teaching them the common language offered by the models allowed them to "understand what was going on in management." Jim re-emphasized that the time commitment he had to make for teaching was time well invested. "The time that I spend preparing for class, I have actually saved – when I do my project outlines, when I do my project reports, when I run into problems with projects, I can take some of the models that I've learned [by teaching them] in class, fold those right into the problems, or projects, and [develop] a new solution, a new path, or a new direction to take. The things you learn [through the time involved in your weekly class preparation] are going to assist, rather than hinder you."

Model-Netics Instructor Training Program

2006

March 6-8

June 5-7

September 11-13

December 4-6

Model-Netics Recertification Seminar

2006

March 9-10

June 8-9

September 14-15

December 7-8