

visioned by

FQUR

...growing from within...

TRUE WEALTH COMES IN 4 CURRENCIES

The word 'wealth' comes from the Old English mid-13c. words "weal" (well-being) and "th" (condition) which taken together means 'the condition of well-being' or 'happiness'?

It's sad how we have bastardised the origins of so many important words to fit with today's monetary, materialistically mad culture.

For the last twelve years, after being a CEO / Director in the public, private and third sector, I have sought to create a platform for more self-awareness in people (thus organisations) of true 'wealth'.

I believe a shift in self-awareness (people, teams, and organisations) is the start of all change and the start of sustainability.

Greater self-awareness moves life and business to a more sustainable 'wealth', based on the four human quotients

from which all other aspects of life emerge.

This more humane concept evolved from my experience of seeing what narrow, brittle cognitive IQ and standardised testing did for so many people – all too often diminishing self-esteem, self-confidence and self-awareness.

IQ was created in 1902 to ensure that the 'dumb' kids did not get into the new expensive state schools, about to be created in France. It was a 'negative' test and an attempt to stop 'stupid' people creating more stupid kids!

Over one hundred years on in 2010, such challenges were also highlighted in Edinburgh University's research, which showed that their Masters students (the 'highest IQ') mostly came out with less self-esteem than they went in with! They then asked me in to do something about this by broadening their students 'education'.

I did this through opening their self-awareness up to the four quotients of 'wealthy' human life.



PHYSICAL Q (PQ - To Live) – looks at how you are now, the numbers for your body to keep you alive, how they relate to your current health and this provides the awareness to make a change if necessary.

"True friendship is like sound health; the value of it is seldom known until it is lost."



EMOTIONAL Q (EQ - To Love) – being aware of our emotions and how they affect us physically and intellectually and also impacting on others, is the starting point for reflection and self-control. Taking time to think through your relationship with yourself and others can make a huge difference to your business and happiness.

"Begin to appreciate each other's gifts and you begin to appreciate your own limitations."



INTELLECTUAL Q (IQ - To Learn) – we all have a set of learned behaviours habits and beliefs, healthy or otherwise, which control our day to day lives with little or no awareness on our part. As these are learned, with awareness, they can be changed to improve life and business.

"Because your thought system is filled with information from your own past, it looks for examples to prove to itself that it is 'right'."



SPIRITUAL Q (SQ - To Leave a Legacy) – we all have our own uniqueness, our, hopes, dreams and ambitions and the ability to make a difference to our world. What do you truly want your life to contain – as everything you do, is connected to all of your outcomes.

"Tell me what you plan to do with your one wild and precious life."

The four quotients in concept

PQ	IQ	EQ	SQ
To Live	To Learn	To Love	To Leave a Legacy
Human-Living	Human-Doing	Human-Being	Being Human
Doing	Thinking	Feeling	Being
Working	Managing	Leading	Serving
Conforming	Competence	Character	Creativity
Matter	Money	Momentum	Meaning
Doing	Dictating	Debating	Dialoging
Existence	Expert	Entrained	Empathic
Athlete	Warrior	Statesman	Spirit*

*Carl Jung 4 Stages of Life

I believe that what we have unfortunately achieved in the last 100 years, is to narrow our worth as human beings to our IQ score and thus to 'rank' society based on a narrow cognitive memory test! We have thus increasingly, as we can see from the declining physical,

mental and spiritual health in both personal and professional life, lost three quotients which balance people to achieve what 'wealth' originally meant – wellbeing and happiness.

We can easily see this from the continually rising obesity, suicide and mental health challenges our societies face.

It also epitomises that the 'pinnacle', of life from this narrow IQ hierarchical academic focus, is quite simply to become a university professor and deal with theories in a predominately sterile and hierarchical non-connected elite environment!

It all for me simply goes back to Gandhi's wise and foundational statement about personal responsibility;

Here we can easily see how leaders that seek to improve the 'wealth' and thus health of the world, continually embrace all four human quotients. They inspire us by 'being' not just 'doing'.

***“You have
to be the
change you
want to
see in the
world.”***

continues overleaf

Q4 Leaders	PQ	IQ	EQ	SQ	
Gandhi	X	X	X	X	POWER 'THROUGH' PEOPLE
Mandela	X	X	X	X	“
M L King	X	X	X	X	“
Jesus	X	X	X	X	“
Buddha	X	X	X	X	“
Manager/leaders					POWER 'OVER' PEOPLE
Churchill	0	X	X	0	Crisis only 'leader'
Hitler	X	X	0	0	Control based leader
Jobs	X	X	0	0	Business but not relationships
Thatcher	X	X	0	0	Couldn't connect with team or people
Trump	0	X	X	0	Makes money and sells concepts
Welch J.	X	X	0	0	Sacked bottom 10% continually

Paradigm shifting leaders – those that inspire world change, are 'healthy' in all four quotients.

Simple, yet not easy.

Also in today's ever fattening world (66% of Scotland is now overweight), how can anyone overweight be a true leader? (80% of children born to obese parents WILL become obese!).

So.....

- What example are you setting for your children, family, work colleagues or employees in each quotient?
- Do you know your key numbers in sustaining life – especially if you say all you want is for your children to be 'healthy and happy' (wealthy) - blood pressure, heart rate, cholesterol and body fat % etc?
- Do you place people (EQ) before process (IQ)?
- Do you train your mind to be open and relaxed and thus able to make wise decisions, using your whole brain?

- Do you realise that there are more messages go from your heart to your head than visa versa i.e. the heart is the most important 'leader' of any human? Any fear, stress or discomfort and the frontal lobes of the brain shut down and creativity instantly dies.
- Do you live now – or constantly in the past or in the future? Look at the world around you – which quotients do you see?

Look at the world within you – which of the four quotients do you see?

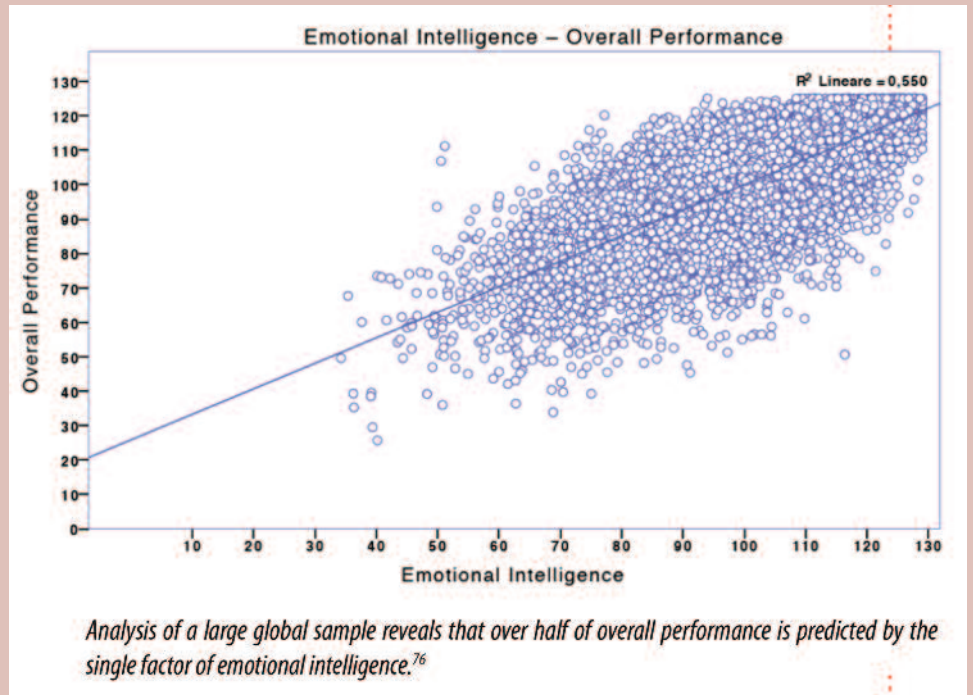
The more positive future - if there is to be one – will be about the journey in - 'Inscaping' and a greater and greater self-awareness and far less of what the world, certainly in the west mostly does through 'Escaping' into money and materialism rather than meaning - with the then necessary alcohol, drugs and sex as well as 'busyness' to get through each day.

Even by a focus on EQ, never mind PQ or SQ we see the increased success it brings.

A new study examined over 75,000 individuals (primarily managers and employees from over 15 workplace sectors) from 126 countries.

As shown in the graph opposite, there is an extremely strong positive relationship between emotional intelligence test scores and success scores. (6 Seconds – the Emotional Intelligence Network)

In today's interconnected world, EQ is more important than IQ to obtain what most would call 'success'.



The Four simple Facts about 4 Quotients



PQ Exercise daily (at an appropriate level) – plus know your real foundational life numbers!



IQ Keep using your mind - or you cannot really 'learn and grow'.



EQ Build relationships through improved self-awareness - to form positive personal or professional relationships to sustain humanity and business.



SQ Practice mindfulness or meditation - being in the present, at peace with yourself and aware of the endless interdependencies of life.

Many people that pursue, or even achieve financial wealth, have a poverty of physical, emotional and spiritual wealth! In fact for me, find spiritual 'wealth' (SQ) and you will, in achieving SQ, likely already have PQ, IQ and EQ.

And remember – If you ever say 'I don't have enough time' – it simply means it is not important enough to you!

"There is an Indian Belief that everyone is in a house of four rooms: A physical, a mental, an emotional and a spiritual. Most of us tend to live in one room most of the time, but unless we go into every room everyday, even if only to keep it aired, we are not complete."

Rumer Godden

If you wish to explore 4 quotient wealth in your organisation – email or call.

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