

VALUABLES

Ideas, Systems and Strategies for Managing Family Wealth to Fulfill Your Greatest Values.

About VALUABLES

Many financial advisors focus on communicating with clients to provide complex analysis of the investment markets and economies. However, we have learned that most clients are not particularly interested in this complex analysis. Most clients hire an advisor for their knowledge of the markets, not for their ability to explain that knowledge. Most want to know what time it is, not how to build a watch.

Experience has taught us that wealthy families care most about using their wealth as a means to a desirable end, which is to achieve a more satisfying, fulfilled and impactful life, and to fulfill their most important Life Values.

VALUABLES is a periodic article series focused on the concepts, systems, and habits which we have observed among families who have been successful in this quest to use their wealth as a tool to live a life of significance. The most successful families share a set of habits, systems, and insights which enable them to use their wealth as a tool to fulfill their Values and what is most important to them.

We named this article series **VALUABLES**, because it provides an exploration of those habits, systems, and insights. We hope it will help you to consider your assets and possessions which are most valuable to you, and how you can use your financial wealth to enhance and cultivate your true "Valuables".

What a World!

By Erik Strid

"Traditional lab tests for disease diagnosis can be too expensive and cumbersome. George Whitesides' ingenious answer is a foolproof tool that can be manufactured at virtually zero cost."

~ Ted.com

A Positive Focus

In our experience advising families, there is one trait that clearly stands out as critical to achieving a great quality of life and fulfillment, as well as leaving an important legacy for future generations. Families who are able to master the skill of **Gratitude and a Positive Focus** tend to be happier and enjoy a better quality of life, and also to extend their success and legacy over many generations.

As we have written in a prior edition of our **VALUABLES** series:

The most effective way to fill your life with a great sense of enjoyment and gratitude, is to make a habit of consciously and continually recognizing the positive progress you have made. Dan Sullivan calls this Positive Focus[®], which simply means that it is a critical mental habit to focus on what is working in our lives, and to gratefully celebrate the progress we are actually making, instead of fixating on that which is not working.

Positive Focus[®] is a way to regularly remind ourselves of the Wins we are achieving in our lives, by reflecting on the accomplishments we have made, as opposed to the future progress we wish we were making. By so doing, we accomplish two important mental objectives:

- 1. We give ourselves a rare opportunity to celebrate our wins, and to reflect with gratitude on the actual progress we have made. We can allow ourselves the happiness and fulfillment that comes from recognizing that, although we have not yet reached our ideal, we have indeed made forward progress.*
- 2. We also release a great sense of confidence, as we realize our own capabilities to make progress. It is very difficult to feel confident when we continue to measure ourselves and our self worth against our future ideals, because we can never make real progress against our ideal. Instead we feel powerless and useless, because the ideal is too big for us. When we recognize our actual accomplishments against where we started, we may come to the conclusion that we are indeed capable of making progress, and that we can continue to use those capabilities to achieve more in our future.*

To read more about Positive Focus, Click [HERE](#)

What a World

Many of our conversations with the people we work with are centered on talking about the stock market and the economy, and the outlook for the future of the world. Very often, this leads to a discussion of all of the many problems the world currently faces, and everything that is wrong today in the world of politics, economics, and business. The daily gyrations of the stock market, combined with a healthy dose of media sensationalism, can cause us to become quite fixated on what *isn't* working in the world. An alternative view is to take a Positive Focus and consider what *is*.

Thanks to the internet, the world is literally bursting with communication, innovation, and world changing technology right before our eyes, and we are living in an era which is unprecedented in the pace of positive change sparked by technology. Perhaps this is the real reason the stock market keeps going up!

In our "What a World" segment, every quarter we try to share something positive and exciting that is going on in the world of innovation. This quarter share a revolutionary new health care concept called "Zero Cost Diagnostics"

Zero Cost Diagnostics

One of the greatest challenges in modern medicine is the diagnostic process. Diagnosing disease is one of the most expensive, time consuming, and error prone elements of the health care process, and the expense of diagnostics can be blamed in large part for the rapidly accelerating cost of health care. A group of inventors have set out a goal of developing tools to reduce the cost of diagnosing disease to zero. As Peter Diamandis writes in his landmark book Abundance:

Tribogenics is a company aiming to build the world's smallest and cheapest X-Ray machine. Instead of a quarter-million-dollar dishwasher-sized device relying on eighteenth century technology...the key component of the Tribogenics version costs less than \$1, is half the size of a thumb drive, and uses triboluminescence to create X-Rays. Groups of these pixels can be arranged into any size or shape. A fourteen-by-seventeen-inch array takes a chest X-Ray, a long curve gives you a CT scan. As these pixels require very little energy – less than 1/100th of a traditional X-Ray machine – a solar panel or hand crank can power one. "Imagine an entire radiological suite in a briefcase". Continues Fox. "Something powered with batteries or solar, easily transportable, and capable of diagnosing anything from a broken arm to an abdominal obstruction."

Today mammography requires an expensive, large, stationary machine that takes a crude, two-dimensional picture. But imagine a "bra" that has tiny X-Ray pixel emitters on the top and X-Ray sensors on the bottom. It's self-contained, self-powered, has a 3G or WiFi enabled network, and can be shipped to a patient in a FedEx Box. The patient puts on the bra, pushes a button, and the doctor comes online and starts talking: "Hi – All set to start your mammogram? Hold still..."

A Lab the Size of a Postage Stamp

The movement to develop low, or no-cost diagnostic tools has also caught the attention of George Whitesides, who is both a successful entrepreneur and a chemistry professor at Harvard. Whitesides has set his sights on helping to reduce the costs of diagnosing diseases to the lowest possible levels, with amazing results. In the words of Abundance:

Whitesides recently turned his attention to the diseases plaguing the rising billion. The only way to develop the vaccines needed to fight HIV, malaria, and tuberculosis is to find a method for accurately and inexpensively diagnosing and monitoring large numbers of patients. You can't do this with today's technology.

Instead of starting with a \$100,000 machine and trying to lower its cost by orders of magnitude, he started with the cheapest materials available: a piece of paper about one centimeter on a side, able to wick fluid.

The result of this idea is that Whitesides has developed a set of diagnostic tools to analyze body fluids for several types of disease, all of which are contained on a piece of paper no larger than a postage stamp. To see more about this ground breaking technology, see the video below:



URL: <http://youtu.be/-ewobn8mGAA>

What a World!

We live in the very best of times today. Our world is safer, healthier, less violent, more productive, and wealthier than the world has ever been throughout history. More importantly, things are getting better all the time, as innovation and technology are causing quality of life to accelerate at a rate that is unprecedented in all of human history. Zero cost diagnostics are just another point of proof of this fact. What a world indeed!

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