

# FRANKLIN CHART | **DECISION-MAKING MODEL**

- STEP 1:** Determine if you are willing to submit your will to God's no matter what decision He may lead you to. It is helpful to get your heart into such a state that it has no will of its own in regard to a given matter. **Pray for his strength and help in unselfishly accepting his will no matter what the cost to you or your desires.**
- *Not my will, but yours be done* – Luke 22:42
  - *Seek first His kingdom and His righteousness and all these things will be given to you as well.* – Matt 6:33
- STEP 2:** **Pray for guidance and wisdom.** Ask God to help you see His perspective on the problem. Remember, our intuition is often wrong.
- *Trust in the Lord with all your heart and lean not on your own understanding.* – Prov 3:5
  - *A man is foolish to trust only himself. But those who use God's wisdom are safe.* – Prov 28:26
  - *If any of you lacks wisdom, he should ask God, who gives generously to all without finding fault, and it will be given to him.* – James 1:5
- STEP 3:** **Get the facts.** (The Franklin Chart is recommended for this phase). Don't make decisions out of ignorance. Find out all you can first. Seek the will of God in His word. In steps 1 and 2 you are seeking God's will through His Spirit. In this step you are seeking the Will of His Spirit through or in connection with the Word of God. The Spirit and the Word must be combined.
- *Every prudent man acts out of knowledge.* – Prov 13:16
  - *How stupid to decide before knowing the facts.* – Prov 18:13
- STEP 4:** **Seek wise counsel.** Seek out and ask for the advice of other Christian men and women. Talk to someone who has already taken the risk if possible. It is wise to learn from experience, but it is wiser to learn from the experience of others. If the decision will in any way affect your wife or husband, ask also for their counsel.
- *For by wise guidance you will wage war, and in abundance of counselors there is victory.* – Prov 24:6
  - *Without counsel purposes are disappointed; but in the multitude of counsellors they are established.* Prov 15:22
- STEP 5:** **Consider the circumstances.** Take into account the providential circumstances and all of the pertinent facts surrounding an issue. These very often indicate God's will in accordance with His Word and Spirit.

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- STEP 6:** **Set your goal.** Be sure you understand the reason and purpose for the decision you're about to make. You can't chase two rabbits at the same time.
- *An intelligent person AIMS at wise actions, but a fool starts off in many directions.*  
– Prov 17:24
- STEP 7:** **Count the cost.** This is called a calculated risk. Ask yourself: Is it necessary? What will it cost? Is it worth it?
- *It is a trap to dedicate something rashly, and only later to consider your vows.*  
– Prov 20:25
- STEP 8:** **Anticipate and plan for problems.** Don't ignore problems, they won't ignore you.
- *Be prepared. Don't go charging into battle without a plan.* – Prov 20:18
  - *A sensible man watches for problems and is prepared to meet them. The fool never looks ahead and suffers the consequences.* – Prov 22:3
- STEP 9:** **Face your fears.** Fear is not a sign of weakness; it is a sign of your humanity. Courage is not the absence of fear, but rather the strength to move ahead in spite of your fears.
- *Fear of man is a dangerous trap, but to trust in God means safety.* – Prov 29:25
  - *So do not fear for I am with you; do not be dismayed for I am your God. I will strengthen you and help you; I will uphold you with my righteous right hand.* – Isaiah 41:10
- STEP 10:** **Wait on the Lord and then go for it!** It is extremely important that you have completed the process above and conclude that the Lord has conveyed to you His direction. If you are not confident at this point continue to rest in and wait on the Lord. If on the other hand you believe you have received adequate direction and are at peace with the decision, this is the point at which you must stop talking and start acting. Do not procrastinate. You must begin to put your plans into action.
- *Commit to the Lord whatever you do and your plans will succeed* – Prov 16:3
  - *Trust in the Lord with all your heart and lean not on your own understanding. In all your ways, acknowledge Him and He will make your paths straight.* – Prov 3:5-6
- STEP 11:** **Consider it all joy and in all things give thanks.** As you implement based on your prayerful and informed decision, facing possible problems, trials and tribulations as well as successes, give thanks.
- *Consider it all joy, my brethren, when you encounter various trials, knowing that the testing of your faith produces endurance. And let endurance have [its] perfect result, that you may be perfect and complete, lacking in nothing.* – James 1:2-4
  - *Be joyful always; pray continually; give thanks in all circumstances, for this is God's will for you in Christ Jesus.* – 1Thes 5:16-18

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## HOW TO USE THE FRANKLIN CHART

1. Each quadrant must contain at least five different Positives or Negatives.
2. To the degree possible, the content in the diagonal quadrants should NOT be the same. So for example, the positives of doing something might be very similar to the negatives of not doing it. Encourage a certain amount of creative thinking here. It is OK to have some overlap, but it should NOT be 100%.
3. Once all quadrants have data, then score each line within the quadrant with a score between 1 and 10. A score of 10 would indicate that item is extremely important to the decision. It is a means of weighting the alternatives. Each line should have a score. As an observer, your role will be to challenge the accuracy of the scoring. Did the person really weigh the factor with the correct degree of importance (i.e., too important or excessively important or unrealistically unimportant)?
4. Total each of the quadrants to get an overall score for each of the four quadrants.
5. Determine which score is the highest. That is the way the data points to the decision to be determined.
6. Compare or contrast the scores in quadrants in opposite corners. There should be consistency between opposite corner scores. Sometimes they can tell you whether the decision is being “fudged” by the strong desire just to do the (whatever).

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## THINGS TO LOOK FOR

1. Are the scorings reasonably related to how important they should seem to the overall decision?
2. Is there missing information? Have any critical areas been overlooked or ignored so that the person doesn't have to face that issue?
3. Is there any lying going on?
4. Is there overlap or too much sameness among quadrant items? This may lead to overstating the relative importance of that quadrant.

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## DEFINE THE DECISION

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**FRANKLIN GRID.** As you complete this grid, assign it a weighting between 1-10 for each item listed, then total those weightings for each quadrant.

		PROS		CONS	
YES		List the things you stand to gain by saying YES to this decision	Wtg	List the disadvantages of saying YES to this decision	Wtg
	1.			1.	
	2.			2.	
	3.			3.	
	4.			4.	
	5.			5.	
	6.			6.	
	<b>TOTAL WEIGHTING:</b>			<b>TOTAL WEIGHTING:</b>	
NO		List the benefits of saying NO to this decision	Wtg	List what you would you give up (or settle for) if you say NO to this opportunity	Wtg
	1.			1.	
	2.			2.	
	3.			3.	
	4.			4.	
	5.			5.	
	6.			6.	
	<b>TOTAL WEIGHTING:</b>			<b>TOTAL WEIGHTING:</b>	

## CONCLUSIONS

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## DECISION

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