

THE PURSUIT OF TIME *and* MONEY

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Time and money often seem finite and limited resources. However, with the right resourcefulness, with the right mindset, our resources can become infinite. This is brilliantly illustrated in *The Pursuit of Time and Money*.

—**Greg McKeown**, Author of the New York Times bestseller *Essentialism: The Disciplined Pursuit of Less*.

A thought-provoking read that helps us to explore the hidden dimensions of time and money and how our internal storylines drive our behaviors. Dr. Spano's ability to bring cutting-edge research to real life application is guaranteed to help you let go of fear and self-sabotaging behaviors so that you can make better life choices. A wonderful book by an extraordinary person. Enjoy.

—**Nido R. Qubein**, President High Point University.

I can't recommend Dr. Spano highly enough! With a keen understanding of worldview, personal development, entrepreneurial vision and finance, she brings a unique voice to these disciplines. But why money and time?

Dr. Spano writes, "*What if it turned out that everything you believed about time and money was keeping you from achieving a meaningful, prosperous life?*"

Argh, she was right! Dr. Spano's integration of ancient wisdom, modern research, and her global observations helped me write my own, new perspective through the suggested reflective practices. I was immediately drawn into her wisdom regarding time, money and perspective...to the deepest levels of personal understanding. It feels like a new operating system has been installed!

She further reminds, "*Prosperity is a mindset. It's a place to come from—not a place to get to.*"

—**Vernon Rainwater**, Lead Pastor,
Northland Church, Longwood, Florida

Dr. Sharon Spano has provided the reader with thought-provoking concepts concerning time and money. All of us certainly wish we had more time and more money to achieve our life's goals. Dr. Spano has brought to light that, with proper focus and understanding, we can have an abundance of time and money. Our real happiness lies in other areas. We simply need to think about them differently as Dr. Spano points in this timely book. As a career soldier, I often felt like I needed more time and more money. I wish I had a resource like this book to enable me to understand a better way to grow and experience true abundance.

—Lieutenant General (RETIRED) **Benjamin R. Mixon**

Insightful and practical, Dr. Spano leads you to a heightened awareness of your own personal experience with time and money. Recognizing patterns and behaviors, she provides an effective road map thru “reflective practice” for personal growth and prosperity.

—**James Sang Lee**, 4x ISKA World Martial Arts Champion

Time and money seem to be defined in quite static ways that often imprison us rather than set us on a path to freedom. Sharon Spano's research expands the typical view of time and money as concrete and solid by examining the stories we have about them. How do we transform our views and experiences of time and money from scarcity to abundance and flow? We have heard the notion of scarcity to abundance before, but Sharon's research comes from multiple perspectives including interior, exterior, individual, collective, developmental stages, and states, along with reflective practices. This supports a vivid understanding of how your meaning making and experience of time and money can be a “Cycle of Freedom.”

—**Terri O'Fallon**, Ph.D, Founder, Pacific Integral

At last a welcomed and an informed way to look at our personal relationship with time and money.

—**Dick Batchelor**, Dick Batchelor Management Group,
Inc., Business Development Consultant

Living authentically requires knowing our core values and then being true to them: “to thine own self be true,” Shakespeare. Dr. Spano utilizes the tools of time and money as a way to explore the essence of who we are, to peer into the windows of our soul. She then provides a transformational process to guide us toward our greater purpose and depth.

Dr. Spano shows how one’s deep internal experiences with time and money can sabotage every area of our lives. She points the way toward living with a sense of abundance by providing a transformational process beginning with core beliefs and leading toward our greater purpose. This book encourages and strengthens the essence of living authentically.

—**Martha Mertz**, Founder, Athena International

Building on existing research, Dr. Sharon Spano provides a roadmap for making the transition from a life lived out of a paradigm of scarcity to one of abundance. Through developing a better understanding of and attitude toward our time and money, this volume presents the challenge to live a larger life of stewardship and generosity.

—**Gregory L. Holzhauer**, Law Partner,
Winderweedle, Haines, Ward & Woodman, P.A.

This groundbreaking book opens up a new conversation about the pursuit of time and money. Dr. Spano presents a thoughtful, research-based exploration of the paradox of time and money through the lens of human development. Reflective practices at the end of each chapter help us to realize why we may be constrained by our own perspectives of time or money. The good news is—if we are courageous and bold,

we can take purposeful steps to improve our chances for a meaningful, abundant life.

—**Gwen DuBois-Wing**, Ph.D., Governance and Leadership
Consultant/Coach, DuBois-Wing & Associates

For anyone who's ever experienced the chase for more time and money, this book is a game changer. Dr. Sharon Spano will take you on a thought-provoking journey that will help you explore your beliefs about two of the most important resources in your life. The life application practices really made me think about what it means to pursue time and money in healthier ways.

To the point and very well written. It's very surprising what I found out about myself while reading the book. It's an eye opener.

—**Oliver Tonn**, Co-Owner, Engel & Volkers, Florida, Master
License Partner of Engel & Volkers USA Holdings, Inc.

Dr. Spano shows us how time and money are intricately connected windows into the soul of a human being and how they impact both our lives and relationships on a daily basis. One thing I enjoy about Dr. Spano's book is that she doesn't simply stop at awareness but explores how to transition from handcuffs to abundance. I know you will benefit by spending the time and money to glean her wisdom from this book!

—**Caleb Grover** M.A, M.Div, Agape Counseling Center,
Licensed Mental Health Counselor

If you are looking for ways to increase profitability or become more efficient, this book is not for you. If, however, you want to discover a transformative pathway to living a life of radical abundance, prosperity, and freedom, then *The Pursuit of Time and Money* is the place to begin.

—**Matthew Simpson**, Founder & Creative Director, Infusion

THE PURSUIT OF
TIME
— *and* —
MONEY

STEP INTO RADICAL ABUNDANCE AND DISCOVER
THE SECRET TO A MEANINGFUL PROSPEROUS LIFE

SHARON L. SPANO, Ph.D



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THE PURSUIT OF TIME *and* MONEY
STEP INTO RADICAL ABUNDANCE AND DISCOVER
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To my husband Ralph Spano
For your unconditional love and support and
for blessing me with a life of abundance and joy

To our son Michael
(1981–2008)
Who *was* and *is* the essence of love.

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*Man's search for meaning is the
primary motivation in his life...*

—**Viktor Frankl**

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Finally, to Pastor Vernon Rainwater, for the difference you make in my life each and every day, for always encouraging me as I unravel my thoughts, and, most importantly, for modeling what it means to walk in love and faith in what is often a complex and confusing world.

Introduction

THE CHASE

What if it turned out that everything you believed about time and money was keeping you from achieving a meaningful, prosperous life?

If you're like many people in today's 24/7 world, you're probably living the chase. The chase is that ongoing, persistent sense of "not being or having enough." No matter how hard you work, there never seems to be enough time to get it all done. And, no matter how much money you make, there's always a surprise demand that pops up to rob you of hard-earned dollars.

My consulting and coaching practice is rooted in the field of human and organizational systems. The ideas and suggestions set forth in this body of work stem from my own exploration and research into how people experience time and money. This initial

curiosity began with informal discussions among colleagues and clients wherein I essentially asked two simple questions: What do you believe about time? What do you believe about money? These discussions led to the development of a valid and reliable time/money inventory, which I continue to refine as I engage in deeper qualitative research. Several themes have emerged from this combined body of work, and it is my hope that by sharing these themes in conjunction with my own study, reflections, and field experience, you will develop a deeper understanding of your own experience of time and money. My greater desire is that you'll be more equipped to step into a life of radical abundance so that you can experience a more meaningful and prosperous life.

In my extensive travels around the globe, I have witnessed this chase for time and money, and I've discovered that the chase is a way of being that keeps us from living out our biggest life. Research-based findings in the field of human development, however, tell us that this chase, this way of being, can be changed.

If you feel like you're being held hostage to your calendar and that money is the jailer, this book is for you. If you're tired of this chase, tired of being stressed out and not having the time or money to enjoy the people you love and care about, please know that you can *stop the chase*. You can learn to *pursue time and money* in healthier ways such that you *start living a more meaningful, prosperous life*.

In order to do so, however, transformational change is required. Transformational change is a process. Even when we know we want a different experience of life, we often don't know how to get there. If we want to transform our experience of time and money, we have to consider things we've never considered before. We have to consider changing not only our behaviors but also our world view. We have to choose radical abundance.

This book is designed to help you do just that by taking you on an exploratory journey that will help you move beyond your own chase to a place of radical abundance.

Part I: *The Challenge: Developing Awareness of Your Thoughts and Behaviors*

The journey begins with our addressing the basic dynamics of time and money. This section is designed to help you develop greater awareness about the internal storylines that are driving your behaviors with respect to time and money. Where do you stand in fear and scarcity? Where is there room for growth and improvement?

Part II: *The Vision: Letting Go of the Fear*

Our utilization of time and money serves as a barometer for what really matters to us in life. This section is designed to help you explore where you fall on the spectrum between scarcity and abundance. What are the existing scarcity beliefs that are keeping you from having the life you've always dreamed of? What negative thoughts and emotions are holding you hostage? Where do you need to let go of the fear of not having or being enough?

Part III: *The Opportunity: Stepping into Your Biggest Life*

When we learn to be fully present to our thoughts and behaviors, we can make different choices. We can change the direction of our lives. This section will help you learn how people grow and change so that you can embark on your own developmental path toward freedom and abundance. In developing this capacity, you'll also learn what it means to pursue time and money in healthier ways. How can you mature into your highest potential such that you live your biggest life? What is the secret to freedom from fear and scarcity?

Part IV: *The Solution: Shifting to a Paradigm of Radical Abundance*

When we develop healthier perspectives on time and money, we experience the abundance of life. This section features new ways of being in relationship with time, money, and the people you love. You will learn the secret to a meaningful, prosperous life. What does it mean to live from a Cycle of Freedom™? How can you love from radical abundance such that you experience greater prosperity and joy in your personal and professional lives?

I invite you to embark on this journey and reignite your passion for life. And, here's the good news. Prosperity is in no way dependent on how much time or money you actually have. Prosperity is a mindset. It's a place to come *from*—not a place to get *to*.

Additionally, I hope you'll notice that this book isn't about *managing* time and money. There are thousands of books out there about time and money management. And, yes, with effective management skills you can find more time and perhaps create more money. However, management skills won't necessarily stop the chase. They may, in fact, increase it. This book is about how time and money are windows into the very essence of who you are because how you think about and utilize these two important resources are indicators of what you value most. Ultimately, time and money have the power to dictate your overall experience in life.

The question is, are you living the life you've always dreamed of or is it time to step up your game?

If you're like many people, myself included, there's always space for further growth and development. One of the things I've noticed in my field experience and research on the experience of time and money is that most of us land somewhere on the very nuanced and complex spectrum between scarcity and abundance. By this I mean, we either feel like we have an abundance of time and money or we feel as though there's never enough. But, the nuances don't just end there. If you're

like many of the people I encounter in my professional practice, you've probably had the experience of having a lot of time and little money or a lot of money and very little time. This paradoxical relationship between time and money often occurs because we are so busy making money, we don't have the time to enjoy the fruits of our labor. Or, worse yet, we're out of work, so we find ourselves with nothing *but* time.

It's easy to misinterpret the relationship between time and money. If we're not careful, the tension between the two can result in exhaustion, stress, frustration, and in some cases, anger, depression, or other self-destructive thoughts and behaviors. There are very specific reasons for why we cycle between scarcity and abundance. This book explores that conversation in relation to the fear associated with scarcity and the freedom of abundance.

You no longer have to be held captive. You can choose new perspectives that will set you free.

As you maneuver your way through this journey, I also want to encourage you to fully engage in the Reflective Practices outlined at the end of each chapter. Because we are working to develop greater awareness and affect transformational change with respect to your experience of time and money, the timeframes for these practices overlap and extend over the course of many months. This is because the process of growth and development typically occurs over time as we reflect, grow, and change. In other words, you won't be able to complete them as you read through the book. My recommendation is that you read through the book once and then return a second time to engage in the Reflective Practices. You can also download a pdf of the practices from www.SharonSpano.com to assist you in this process of discovery.

I also recommend that you keep a journal to record your responses to each of the questions in the Reflective Practices. The intention here is to help you see patterns of thought and behavior so that you can make the necessary changes. These practices are very important to your growth

and development because they help you broaden your perspectives. I encourage you to take them seriously and to give yourself enough time to fully engage with the questions.

What you're about to experience in reading this book is vital to how you live out the rest of your life. Boldness is required on my part for this change to occur; courage is required on yours. I invite you to stop the chase and step into your biggest life—a life that allows for greater generosity, gratitude, and compassion—a meaningful and prosperous life that is ultimately fulfilled via purposeful acts of love.

Part I

THE CHALLENGE:
DEVELOPING AWARENESS
OF YOUR THOUGHTS
AND BEHAVIORS

1

THE RELATIONSHIP BETWEEN TIME AND MONEY

The large room is buzzing with people from all walks of life. The event is a local cocktail party intended to raise money for a worthy cause. People are standing in circles quietly talking about a variety of topics. As I move through the crowd, I listen in and notice that some are discussing politics. Some are reflecting upon the latest news. But a great many of them are talking about what a rough week they've had and how exhausted they are. One person talks about her frustration with the slow service at a local restaurant. A man is worried about the increase in his son's college tuition. A few people in the banking industry are discussing the GNP and the sudden drop in the stock market. I move across the room to another group of people.

There, a woman is speaking about a new position with an increase in salary—a job she can't refuse. This new job requires a move across country. She's not sure how she'll manage a move this dramatic, but she's

not at all concerned. “It will all work out,” she says. “Things always do.” On this side of the room, someone else shares a completely different perspective on the global economy. With confidence, he talks about all things being cyclical. I nod my head and marvel at the many different perspectives.

Clearly, time and money are part of every ongoing conversation in the room, but how is it that some see the glass half empty while others see the glass half full? And, given my own set of circumstances, where exactly does *my* story fall in the conversation?

Listen long and hard enough and you’ll quickly see that in this cocktail party called life, people are talking. Not just talking, but are, in fact, driven by time and money. Each and every day of our lives, we’re confronted with a variation of this conversation—in one form or another.

If time and money are in our faces this often and with such intensity, it might just be worth your while to pay attention—and not just pay attention, but make a decision as to where you stand on the matter. Although the example here represents a setting with external conversations about time and money, each of us engages in similar internal dialogue on a day-to-day basis. Those internal conversations about time and money can have a profound effect on our overall personal and professional satisfaction. My study and research has identified that those who have more positive internal conversations about time and money may experience greater overall satisfaction and joy. While those who engage in more negative internal conversations about time and money may experience greater stress in every area of their life.

Time and Money are Interrelated

While it may seem as though many of our life conversations are about either time *or* money, research in the field of human development strongly suggests that our experience with time and money may be

closely interrelated. One impacts the other in many ways. If I'm chasing time, there's a very good chance that I'm chasing money and vice versa. Much of what we do, say, or experience is impacted by both time *and* money.

So, while time and money are two separate, very different aspects of everyday life, I speak to them as closely connected ideas. My study and research has shown that in their internal conversations about time and money, some people experience the old adage, "time *is* money" in making many daily choices. Throughout most of their days—and lives—these people may experience stress, frustration, and perhaps even the pain of time and money as one aspect of life—a day-by-day experience, if you will, that has the potential to either bring them freedom or catapult them into fear.

Let's go back to that cocktail party. Put yourself in the middle of the room. Which of those conversations would you like to join?

Would you prefer to stand in the conversation that focuses on how you'll never have enough time to get it all done and there's never enough money to do the things you'd love to enjoy? Or, would you prefer to join in the conversation that there is enough—of everything. You have enough time for loved ones, recreation, travel, work, your health, and on the list goes. And, you have enough money to feel safe, secure, generous, grateful, and compassionate towards others? The reality is that both conversations are going on in our minds as we live out our everyday lives whether we realize it or not. Most of us move in and out of these conversations at a subconscious level so often that we rarely notice how easily we're motivated or defeated by this internal dialogue.

Here's the good news. You can *choose* the conversation. You can choose which group of people you prefer hanging out with at this cocktail party called life. And, the even better news is that when you consciously choose that conversation, your reality will change.

Your Perspectives on Time and Money Can Help You Achieve a Bigger Life

Let's dive a bit deeper then into the source of our internal conversations on time and money and how they influence our lives. The first step is to achieve greater self-awareness and identify your thoughts, emotions, beliefs, and attitudes associated with time and money. In my experience, these aspects dictate your actions and, ultimately, your level of fulfillment because they influence the choices you make and the things you to do or don't do.

Sometimes, this self-awareness makes people uncomfortable or unsure about what's next. That's okay. Any doubts or voices of uncertainty are part of the awareness/discovery process. It's not about beating yourself up for past choices. As I like to remind my clients: *With the first moment of awareness comes opportunity for change.* Without self-awareness, it's often difficult to know what changes to make. This book is designed to help you develop greater self-awareness such that you make the necessary changes.

In fact, my study and research indicates that many people experience internal stress about time and money in some form or fashion. Even those people who feel they generally have a positive internal dialogue on time and money and a healthy approach to life admit to experiencing stress. Becoming self-aware is a powerful first step to minimize those stress points, even for those with a generally positive mindset.

Considering new possibilities and the secret to achieving a deeper, more meaningful life, can help you no matter what your current perspective. We all have room for improvement and new perspectives. Whether you're someone who feels like you're living the chase or you're someone who's got it all together, I can promise you that you can discover new and better ways to experience time and money.

The Chase is Stronger and Faster than Ever Before

Going through the exercises and reflective practices I share with you in this book is more important now than ever before. In this fast-paced world that requires us to respond to every text message, email, phone call, solicitation, and deadline on a second's notice, the question is less about *if* you experience stress, frustration, negative energy, anxiety, and maybe even pain and suffering. The question is now about *how often* are these negative thoughts and emotions running your life?

In the history of the world, I doubt that any group of people has ever felt as driven as those in our society today. Yes, other civilizations have experienced stress about time and money, but that pressure was often limited to demands placed upon them within one isolated town, community, region, state, or nation. Today, the demands of time and money hit us instantaneously on a global level. The Information Age has generated an immediate need for us to have knowledge about everything in an instant, and we're expected to respond immediately or the world moves on without us.

But, that immediacy and interconnectedness also provides never-before-seen opportunities. We can share information faster and to a wider population than ever before. More importantly, research indicates that, as it relates to time and money, you can *choose* to pursue time and money in healthier ways. Again, I'm hoping you'll come to realize that your experience of time and money has absolutely nothing to do with how little or how much time and money you *actually* have. Hold on tightly to this paradoxical premise as we dig deeper into the conversation.

Bottom line: You can change your mind, and in doing so, you can change your life. The promise is a meaningful, prosperous life beyond your wildest imagination.

Reflective Practice:

This first segment of reflective practice is designed to help you develop greater awareness of your thoughts and behaviors in relation to time and money. Chapter 1 focuses on the interrelationship between time and money. This practice is designed to help you pay close attention to your *internal and external dialogue* with respect to time and money.

Over the next seven days, concentrate on at least one scenario each day where you find yourself addressing a time or money situation. For example, maybe while having lunch with a colleague, during a budgetary meeting, or while out shopping with a friend.

At the end of each day, spend 10-15 minutes journaling your responses to the following questions:

- During these situations, what thoughts or emotions surfaced for you in relation to time and/or money?
- What decisions or choices did you make (or not make) as a result?
- How did you feel as a result of the choices you made?
- At the end of the seven days, review your journal entries and take note of any patterns that arose with respect to your experience of time and money.