

Session 6: Time, Money and Energy; how do you spend yours?

Time

Time is a limited commodity for each of us. We have only 24 hours in a day, 168 hours in a week, 8760 hours in a year. If you were to assume that you were going to live to be 100 there would be 876,000 hours from your moment of birth to your death! That is well under a million hours in a lifetime. (You will need to live to be 114 to clock up your million hours on this planet).

And, with each and every minute, we are choosing how to spend our time. By saying yes to one activity, we are, by definition, saying no to another.

Many of us – and most of your clients – would like to be able to squeeze more hours out of a day. We study time management strategies and creative scheduling techniques. We try to figure out how to do two things at once.

There is a story about a man who wanted to live more fully and become more sensitive to the passage of time. He went around town and bought thousands of marbles. Each marble represented a day. When he had collected enough marbles to more than last for the rest of his life, he put them in a large glass container. Each evening he would take out one of the marbles and throw it as far as he could out into his garden. There were days when he would look at his marble and think how beautiful it was, and did not want to throw it away. Precisely.

The point is, how do you want to spend your time? How do you spend your time now? A useful exercise is to track all of your time for one week to see how you are spending your time.

By engaging with this online programme, you have voted to devote time to personal and professional growth, learning, community and enjoyment. There are many ways you could spend your time; in fact we suspect you could generate a long list of alternative activities. What values are you voting for by engaging with this training?

Coaching Tips

- How do you use your time?
- How could you eliminate or reduce the time pressure you feel?
- How do your choices about how to spend time reflect your highest values?
- What have you learned about yourself with regarding to spending time?
- Do you often find yourself rushing around? What is the cost of that behaviour?
- How much time do you have left? (1 year = 8760 hours)
- How do you want to spend it?

Your Life in Hours

Age	Hours
60	525,600
65	569,400
70	613,200
75	657,000
80	700,800
85	744,600
90	788,400
95	832,200
100	876,000

Remember the clock is running right now.

Money

With each pound/dollar/ruble/franc you are making a choice. Spending money is a political act as much or even more so than casting your vote on election day. Every time you purchase a product or a service you are helping an individual or a corporation stay in business. Your 'vote' says that you want that product or service to exist in the world.

For example, you have paid for this training. Your choice suggests that you want experiences like this one to be available to you. It also suggests that you want coaching to exist in the world. You want Bringing NLP to Life to continue to offer classes. You want us to be able to keep teaching. These may not have been your thoughts when you signed up for the training, but these are just some of the results of the choice you have made.

Most of us have yes to and no to decisions to make about how we spend our money. How do your expenditures reflect your values? Do you choose to contribute to causes that are important to you?

Do you purchase products that are well designed or that function well even if they are more expensive than a product of lesser quality? Do you spend money to insure your safety or to establish your social position?

As a coach, you can help your clients increase their awareness of how they spend their financial resources. First of course, it will be important to estimate how are you with money? How much of your time and energy are you willing to trade for money, and how can you spend money in a way that is aligned with your values.

Money is one area that we are unlikely to talk about in social situations. As a coach, you may want to ask permission before exploring financial issues with a client.

Coaching Tips

- How do you want to spend your money?
- How will you decide that a product or service is worth what you spend on it?
- What are your criteria for selecting this _____ (product or service)?
- How much is enough?
- How do you make choices about how to spend your money?

Energy

How are you choosing to spend your energy? What do you want in your life? What are your highest values?

Is peace of mind important to you? How often do you do what it takes so that you cultivate peace of mind? Is connection a high value of yours? How often do you choose to connect with other human beings?

Think of spending thoughts in the same way that you spend money? If you spend your thoughts or actions on something, you are choosing to have more of that in your life. What mental environments are you creating with your thoughts? Do you focus on peacefulness, contentment, love or gratefulness? Do you spend thoughts on worry, hatred or anger? This is a costly expenditure of your energy.

You are living with your thoughts all the time. Notice the internal dialogues that you most often have. Do you sort for a worst case scenario? Creativity can be a drawback if that is your inclination. You can live much of your life in a horror movie, complete with special effects. Or you can choose to spend your energy creating positive states of mind. In his book, *The Art of Happiness*, the Dalai Lama suggests that we ask the question “Does it lead to happiness?” whenever we consider a thought or action. When we are happy we are more inclined to be generous and loving with others, so by tending our thoughts and creating our own happiness, we are serving the greater good as well.

As a coach, you will be helping your clients to cultivate positive states of mind. What thoughts will serve them as they undertake a task or invest in a relationship? How might they be limiting their choices by holding certain thoughts? What would be available if they changed their thoughts on a topic?

Coaching Tips

- How are you thinking about this problem? What other perspective could you take?
- How are you indulging in “self-created suffering” with this train of thought?
- What different story could you create about this situation?
- How could you think of this as fun or easy?
- How could your thoughts serve you in this circumstance?
- How could you lighten up on yourself?

Session 6: Time, Money and Energy; how do you spend yours? / Assignment

Please ensure that you have read Pages 47 - 50 and have listened to the MP3 recording before completing the following exercise.

Exercise 1

List your five top values in the left column. Each evening, review the day and record how you have chosen to spend your time, money and energy. In the last column, make notes about the effect of that investment. Are your choices aligned with, do they support your values?

Value	Time	Money	Energy	Payoff – Was it worth it?