

## Chapter 1



# What's my spenditude?

*Spenditude.* Strange word, isn't it?

It's the collision of two words to form a description that packs two meanings into one: **spender** and **attitude**. A bit like glamping, frenemy, staycation, chillax ... If we merge these words, we find the difference between those who create wealth and the rest of us, who just get by, thinking we're doing okay ... but not really doing okay.

## Why should I care about my spenditude?

Your spenditude determines your overall financial position. It's the difference between making informed money decisions and poor ones. It dictates the types of choices you can make in your life and assists you in having peace of mind and a higher level of contentment. So spenditude (your attitude to money) is quite a force of nature.

Imagine if you could break a long-term cycle of spending and start creating financial security. A chance to take money off the table as a worry item in your daily life. And imagine if you could harmonise your attitude with that of your spouse/partner.

Now imagine if you could identify your kids' attitude to money and set them on a path they will thank you for later. Exploring your spenditude will lead you along a journey of discovery.

We're living in a consumer society that can be draining both financially and emotionally. Many of us get stuck, not wanting to take a step out of our comfort zone and thinking, 'I coulda' or 'I shoulda'. Our behaviours can be repetitive and automatic.

Staying on the money treadmill means nothing changes, so we'll look to the *why* factor: *why* do you have this attitude? Is it genetic, taught or acquired? Can you change it or is it in your familial or cultural DNA? How can you find the insights and wisdom, the deep motivators that drive your spenditude? How can you give yourself the best chance of success?

### **Just one thing ...**

You shouldn't stop your spending behaviours until you've finished reading this book.

In his book *Allen Carr's Easy Way to Stop Smoking* the author asks the reader to continue smoking while reading the book. He goes on to say that after you finish reading the book you won't feel like smoking! And we want to send that same message: maintain your spenditude until the end of the book.

P.S. If you want to quit smoking, check out Allen's book. It's seriously effective.

At this stage we don't want you to think that you'll become one of *those* people. You know the ones: tight-ar-se, always worrying where every cent is going, frugal and boring. No. We want you to have fun and be in a position to have financial freedom. The freedom to live the life you want with less stress.

## Identifying your spenditude

Let's have a look at a pair of identical twins whose different spenditudes resulted in their lives being not so identical.

### **The sibling test**

Jeff and Graham. Men approaching retirement age. Baby boomers. Identical twins with identical childhoods and similar experiences. They both worked in government jobs as soon as they graduated from high school. They were smart and had a great childhood in a working-class suburb with parents who provided them with everything they needed to access education and live a safe life.

Fast forward 40 years to when the twins are about 60.

Jeff lives in an affluent suburb, owns his house and has two investment properties. He considers real estate to be a bit of a hobby and keeps an eye on the market. He's worked hard, saved hard and plans to retire from his steady job (which he's had virtually all his life) on his sixtieth birthday. He thinks he'll work as a consultant for six months of the year and spend time travelling the other half of the year.

*(continued)*

## **The sibling test (*cont'd*)**

Graham is renting a nice little apartment in a suburb further away from the city. He doesn't have any plans to retire yet and is still working 50 hours a week. He's had a great career, shifting jobs, getting promotions and 'climbing the ladder'. Yet, he hasn't built up any real assets and is looking at the prospect of working until he drops. He's about to lease a luxury car so he can appear as successful as his brother.

Here's the rub. Graham has earned significantly more than Jeff over the years.

Two identical human beings who wound up not identical.

Jeff's attitude to money served him very well while Graham's didn't. What happened?

Identifying your spenditude is the first step to understanding what happened to the twins.

There's significant evidence that your spenditude will dictate your financial outcome. It's not what we earn or how old we are—it's how we feel about money that matters. It's your attitude to money. If your attitude is to spend to make you feel good or look good, then you're probably sharing Graham's journey.

If your attitude is more about surviving and 'just getting there' you probably feel frustrated about money. And you're not alone—that's the majority of the population!

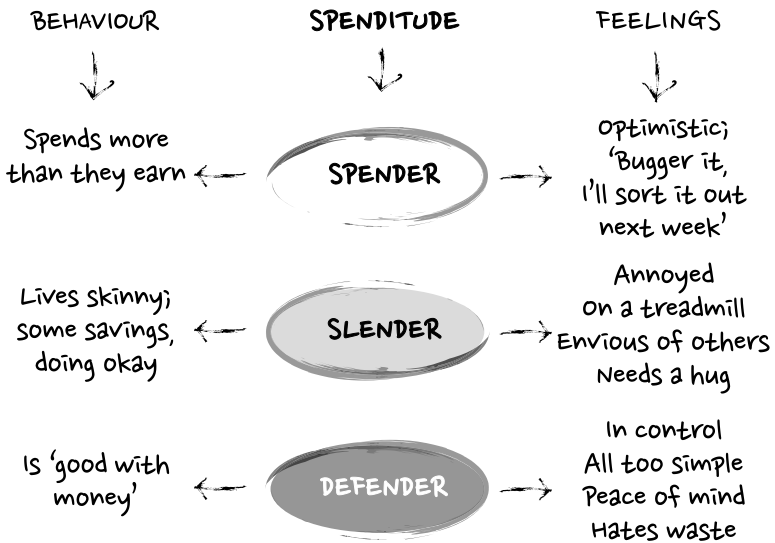
If you're sorted, feel in control, have a sense of financial security and are instinctively good with money, then you're probably sharing Jeff's journey.

So what happened? How did Graham end up with an attitude to money that was directly the opposite of his twin's?

We all have habits, rituals and attitudes towards money. Some of us are naturally good with money, while others have no real interest in money and use it as a means to an end. Most of us sit in the middle, where we would prefer to be in a better position but aren't sure how to 'flick the switch'.

## The three categories of spenditude

Let's introduce the three categories of spenditude—Spender, Slender and Defender—and start to consider where we fit.



What spenditude do you have? Perhaps you see yourself as a hybrid or on the cusp? This will become clearer as we delve into the deep values and motivators that form your spenditude.

Defenders are people who are simply good with money. One of the twins, Jeff, is clearly a Defender. Defenders have a filter over their eyes as they spend. This filter is a combination of ‘Do I need it now? Is it the right price? Can I get a discount? Is it tax effective? Which account will I use? Will it put me under my safety threshold?’ and so on.

Spenders are the ones with the flash cars, the newest iPhone, no virtual filter over their eyes and certainly no focus. They treat money as a means to an end. Graham is a Spender.

The majority of us are Slenders—we’re conscious of money but could be doing so much more to improve our situation and become secure in our financial futures.

## ***A bit about behaviour***

Behaviour—not what you earn—has the biggest impact on your financial outcomes.

A 2018 study by an Australian bank confirmed that your financial wellbeing isn’t about what you earn, but how you think about money. In fact, your salary only accounts for 7 per cent of the influence on overall outcomes, whereas your behaviour and attitude account for up to 61 per cent!

This attitude to money is what influences your financial outcomes and it’s often overlooked in financial literacy education and self-help books. The 61 per cent is the key that flicks the switch. Improving your attitude to money and money habits is the basis of this book.

Before we describe in detail the three categories of spenditude that people can fall into, here’s a conversation that one of this book’s authors overheard. See if you can identify with any of these people.

## **A spenditude conversation**

*A Spender, a Slender and a Defender walked into a bar... well, they were actually in a restaurant, but anyway ... and a spenditude conversation broke out.*

It was around 10.30 pm and the table behind me at a busy restaurant was full of what I heard to be young 30-somethings. They were talking about money. Not in a crass or boasting way, but in a more deep and personal way. My ears pricked up and I started to eavesdrop.

The group was talking about a friend (Michael) and saying he earns over \$5000 a month — however, he admits he spends way more than that (he doesn't know exactly how much). The group was shocked and considered him to be 'crazy'. They didn't seem to understand how this was even possible.

One member of the group (Tim) said, 'I am not happy at work. I took the job because financial stability is very important to me. Although I am not happy, I will not leave.' The group responded with a feeling of understanding, though some were not impressed by the decision to stick around doing something he was not enjoying because 'life is too short'.

Another guy (Andrew) said, 'Before I got married I wanted to share my money beliefs with my partner (Lucy). I talked to her about how I see money and then I showed her an Excel spreadsheet that described how I keep in the black. She was instantly curious (which surprised me) and started to muck around with the spreadsheet and much to her surprise she was able to figure out how to move from the red to the black. She was hooked from that day on and I was so relieved.'

*(continued)*

## **A spenditude conversation (cont'd)**

The conversation continued and it was surprising to hear these 30-somethings being so open about their financial positions, stories and ways of doing things. This is generally a topic that we think of as taboo and often we would not risk the judgement of our peers by being so open.

What they discussed in that 15 minutes was the essence of this book. Everyone has a different relationship with money and this affects their lives and beliefs. Andrew was clearly a Defender and keen to teach his partner Lucy (a Slender) some valuable lessons so they could live a harmonious and financially secure life together. If Lucy had rejected Andrew's spreadsheet there may have been some trouble ahead!

Michael was judged because he spent more than he earned. Michael, like our twin Graham, is a Spender.

Andrew displayed deep money values around financial stability that had a significant impact on his life choices. He is a Defender although he is also trapped in his own money beliefs.

So in a short period of time I was able to hear the stories of a Spender, a Slender and a Defender. Let's look at their spenditude more closely. See if you can identify with one of them. Think of your loved ones as well.

## **Spenders**

Spenders are always having a great time but have no thoughts about where the money is coming from or how it will affect them later.

## What's my spenditude?

Spenders make up around 20 per cent of the population.

They love to use money to gain experiences. An experience could be dinner, an Uber trip or travel.

Big items and small are all dealt with in similar fashion. There's no sense of awareness of money and they tend to hate being brought to account by loved ones. Spenders could be high income earners, not earn an income or be anywhere in between. Financial advisers have many anecdotes about clients who earn a very high salary and manage to spend well over this (like Michael from the restaurant). These clients are often unaware of how much they spend.

On the other side of the income divide, Spenders can be on social benefits, and spend it all the day they receive it. In marriages, Spenders can cause all sorts of trouble if they are married to a non-Spender.

The feelings of a Spender tend to be optimistic, careless, easygoing, reckless and instantly gratified, loving fun, denial and being unaware of their financial position. Or they could just be someone who has a deep-seated value that 'I earn it so I can spend it how I like'.

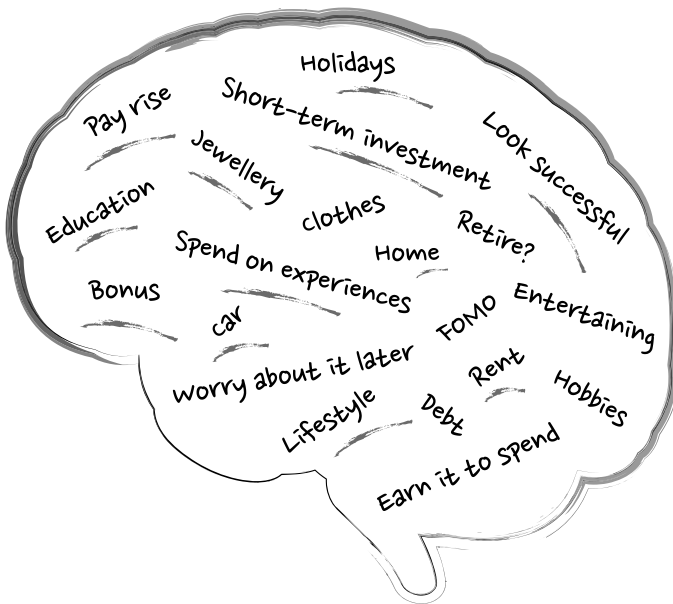
Spenders have fun until the music stops. When the money and the access to credit is cut off they tend to be quite exposed. Spenders who are retrenched tend to panic and go after the next job available. Spenders also tend to move jobs regularly, chasing down more income.

Spenders can change their spenditude and create sustainable financial outcomes. Their biggest hurdle is themselves. They don't generally want to change anything. The key is to make it feel like they're not forgoing lifestyle. It's like having your cake and eating it too.

## Retail therapy

Some say over-spending is an addiction. If so, addiction theory is changing. It's not the chemical hook that makes a heroin addict, it's the status of their life. Tests prove that the happier you are with your life, the less likely you are to be an addict. So if you feel you need retail therapy to feel good (or you're living with someone like that) then this insight is of particular relevance. Make your inner self happier and you may just put down the credit card.

Let's take a peek inside the Spender's brain:



## Slenders

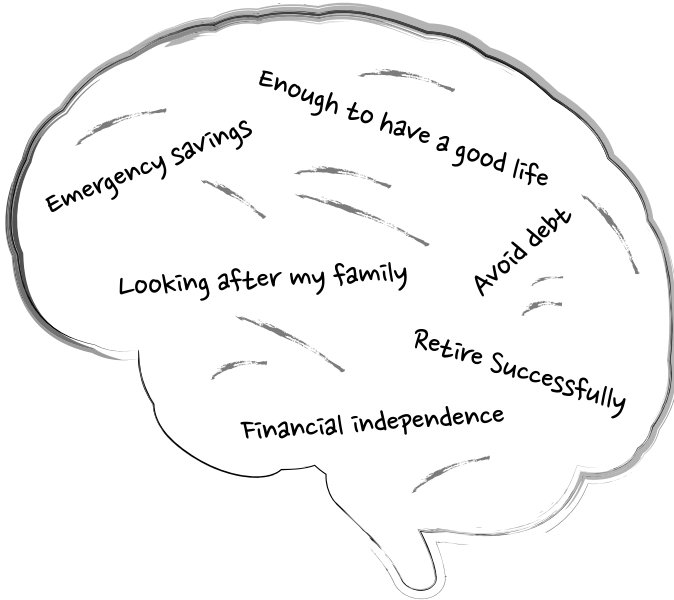
Slenders have a clear list of values, all equally weighted with no specific focus.

This is the majority of the population. Slenders have some Spender and some Defender habits, but here's the thing:

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they're frustrated that they could be doing better and envious that others are getting ahead of them. And social media and FOMO (fear of missing out) don't help!

Slenders want more but tend to get stuck in the day-to-day humdrum. A Slender's brain is orderly, but there's not much focus. Here's what it looks like:



## Defenders

Defenders have clear focus, know where their money is and are mindful about how they use it.

They have 20/20 vision and they can't understand how someone could possibly spend more than they earn. They can sometimes be procrastinators when it comes to spending — trying to make sure they're using their value lens, which can be frustrating for people around them. (A value lens means every purchase is viewed with a formula of 'Do I need it now?', 'How am I going to fund

this?', 'Can it wait?', 'Is it the right price?', 'What about a discount?', 'Is it tax effective?', 'Which account will I use?', 'Will it put me under my safety threshold?') But the flip side of not making quick money decisions may be a sense of being more mindful about purchases and ensuring they're true to their values, plans and goals.

Defenders make up around 15 to 20 per cent of the population. Let's take a look inside their brain:



## Focus

When you study these three brains, the one big message is focus. Spenders have no focus and Defenders are very focused—but more than that, they are focused on their deep values. This defines their relationship with money.

## **So the big questions are:**

Can a Spender or a Slender become a Defender?

Can a Defender get lost in their focus and forget to enjoy their financial independence?

Is it too late to change?

Does a Spender lose the fun out of buying stuff if they change?

Will a Slender be able to commit to change and develop the focus required?

If you think about life, most of us are given the chance to earn money. Some get it through privilege of family, culture or economic environment; others have to work harder to achieve the baseline. If you have the honour of being able to earn money, then you have two choices: earn it and create your own version of financial security and independence, or don't. It's that simple! Defenders choose the former, while Spenders go the other way. The Slender in the middle is like a middle child (both authors are middle children and can relate). The Slender struggles to enjoy the thrill of spending and doesn't receive the gains of financial independence.

If you identified as a Defender, well done. Your next challenge is to fine-tune your skills and continue to review your situation. You're in a position to make choices, consider more sophisticated financial strategies and really create the life you want. However, many Defenders get a bit too caught up with their money values and forget to enjoy

the journey. This is where Defenders could fine-tune their money narrative.

If you identified as a Slender, don't despair—you're not far off being a Defender and we'll provide you habit-changing tactics as you attempt to flick the switch in your brain.

For Spenders, the message is more fundamental:

- Do you enjoy being a Spender?
- Do you worry that one day it might all come crashing down?
- Have you stopped reading because this stuff scares you?

Spenders can change, but they need different tactics from Slenders. For Spenders, it's a journey where we combine lifestyle and baby steps to change rather than a more aggressive move towards Defender. Many of you reading this book may know a Spender, so perhaps read on for their sake (as they may not read this themselves).

There are many Defenders who love to spend and live life to the full. Not all of them are tight-arses. They get all the excitement of a Spender while still holding true to their core money values.

So Spenders, don't let the door slam in your face—flick that switch so you can live the life you want knowing you'll have new power to make better choices and more freedom to enjoy your life.

Any behaviour change ultimately starts with a *why*. The trigger (your personal why) may be a door slamming (divorce, retrenchment or illness, for example) or it may be an awareness of your position and a desire for change.

## Paul's story

My spenditude has changed since my divorce, so I will share both. Divorce, or any major life event, can rock your values, and change your needs and drivers — and your spenditude. It was a big door-slamming moment for me and my family.

### **Pre-divorce**

I have three boys and an ex-wife who was definitely a Defender when I met her. My money narrative back then (prior to 2010) was:

**Values:** Appearing financially successful, looking after my kids. I earn it so I can spend it how I like.

**Needs:** Living comfortably and having an enjoyable life.

**Drivers:** Making as much money as I can.

**Spenditude:** No surprises. I was a classic Spender. This spenditude did me no favours post-divorce. My ex-wife was the Defender anchor that kept us moored safely away from my Spender habits. We had some great holidays and the kids did not do without. However, post-divorce my spenditude ship almost sank.

As with major life events, they tend to come in threes. Not only did my marriage end but I also lost my beautiful brother to cancer and then lost my job — all in an 18-month period. What I realised is my underlying money value was to be there for my kids. This is what stressed me most as I was sinking and that was going to affect them.

*(continued)*

## **Paul's story (*cont'd*)**

I am now a Slender on the cusp of Defender (with some Spender still inside my being that's not allowed out as much).

### **The present**

In my case, a significant life event (a big door closing on me) shook me up — it changed my values, my needs and my drivers. I needed to change my habits. It is still a journey. I was a Spender and loved it. I now see that I had to change if I was going to be true to myself.

Don't wait for the door to close on you as it's not likely to be much fun, and remember that it may come in threes.

I now focus on experiences, not possessions. Much better!

## **Spenditude feelings and habits**

Feelings often drive our behaviours. It's important to reflect on feelings, as this is your first line of decision making—we feel decisions before we choose them. Don't let feelings prejudice your ability to improve your spenditude.

Here are some examples of how your feelings and spenditude drive your habits.

### ***Spenders***

This is a minority group. Their spenditude doesn't always serve them.

Shopaholics, retail-therapy lovers, those addicted to the thrill of the spend and impulsive people are all good descriptions of a Spender.

We all have a bit of Spender in us, but what defines a true Spender is their lack of remorse at spending. They like to spend and they use debt or other people's money if they don't have the cash available.

Spenders can be high-income earners. They earn a lot and they spend more. It's a state of mind but also a habit that can be broken. But it's a difficult one for Spenders to break because they're having so much fun ... until the music stops. Slam!

### **Spender feelings**

- I earn it and can spend it however I like.
- Life's too short to worry about money (however, Spenders worry in their quiet moments).
- It won't happen to me.
- Don't talk to me about my money habits—don't judge me.
- I want to look successful.
- I'm blindly optimistic.
- My parents were tight and that's not me.
- Money is boring.
- I don't understand or care much about money.
- I hate tax time.
- I'm envious of those who are good with money but I haven't changed my habits.

### **Spender habits**

- They spend more than they earn: 'I'll deal with the consequences later.'
- They're unaware of cashflow.
- They have no self-control over their spending: 'I need it now.'

- They don't accumulate.
- They rely on borrowing to create their lifestyle.
- They're unlikely to consider changing their spenditude.
- They're vulnerable to life events.
- They have FOMO and want to keep up with others.
- They look for easy money (Bitcoin, lotto wins, etc.).
- They're unlikely to have a will.

## ***Slenders***

This is the middle group. Just like a middle child, they're frustrated and feel left out: 'I do all the right things but don't seem to get ahead.'

The best description is feeling like you're on a treadmill or conveyor belt.

Slenders feel frustrated and annoyed. They're time poor, busy, stressed, living from month to month, coping, compliant, paying off debt on time, limited savers and tired.

As they make up the majority of the population (approximately 60 per cent), Slenders are the target for self-help books and financial budgeting workshops, and could be vulnerable to unscrupulous money schemes.

To this end, they really do want to improve and they have the best chance of improving their spenditude if they change their habits.

### **Slender feelings**

- I do the right thing but I'm not getting ahead.
- I'd like financial security.
- I need a hug.
- I feel guilty.

## What's my spenditude?

- I find talking about money stressful.
- More money would solve my problems.
- I'm doing okay, but I want to do more.

### **Slender habits**

- They worry about retirement savings and money in general.
- They can be envious, frustrated, anxious and concerned.
- They're always looking for a magic formula.
- They continually want to do better with money.
- They don't like debt.
- They have a sense of what they earn and how they spend it.
- They reluctantly borrow (but are keen to pay back).
- They attempt to do the right thing financially.
- They live skinny.
- They occasionally focus on being a Defender but tend to fall back to Slender.
- They have some savings but are concerned that it's not enough.
- They're conservative about money.
- They're prepared to spend money to have the good life.
- They may have investments but don't have much of a plan.
- They want to be a role model for their kids.
- They're keen to give to charity but hesitant to over-extend on donations.
- They're influenced by others.
- They may have a will and insurance to protect their income and assets.

## ***Defenders***

These people are simply 'good with money'. They make up 15 to 20 per cent of the population (maybe less).

This spenditude is the envy of Slenders. Spenders, however, just don't get them. Defenders like to spend but always look for value. They may have fun, but they delay gratification. They know where their money is and are aware of their cashflow and debt. They understand tax and minimise it; they use reward programs, hate waste and look for bargains.

What a Defender possesses that the other two behaviour types don't is a value lens. Imagine this lens over your eyes; it works in milliseconds and is set up all the time. This lens calculates value on any financial decision (we all want this lens).

Defenders can be born that way or they can acquire the skill. It can be fine-tuned if parents are Defenders—but not always. It's a behaviour hard wired into their DNA. And they don't understand Spenders or Slenders.

### **Defender feelings**

- I want financial security.
- I hate waste.
- I know I'm good with money.
- I'm constantly learning about money.
- I find money interesting and an enabler.
- I have peace of mind that I'm okay for the future.
- I'm proud of my achievements.
- I could do better (Defenders are competitive with themselves).

## Defender habits

- They're aware of their cashflow at all times.
- They like to spend where they see value.
- They have a plan.
- They understand the system (tax, rewards, timing, compound interest, etc.).
- They borrow to create wealth.
- They never borrow to deflate wealth.
- They practise delayed gratification.
- They may be tight-arses (but not always).
- They seek advice to fine-tune their ideas or test them with an expert.
- They're legacy builders.
- They think before making financial decisions.
- They talk about money with their kids.
- They have a detailed estate plan including insurance to protect income and assets.
- They can be stuck because they won't spend money.

## A Spender named Anna (part 1)

Anna's parents never spoke about money—there was no need as they had plenty of it.

With two high-functioning parents, she didn't see much of her mum and dad, who both worked long hours. Anna had lots of extended family around—aunties and uncles, cousins and grandparents—who provided for her and her brother on a day-to-day care basis. As a child, it was easy for Anna to see that you could have money without love or love without money.

When Anna's parents moved her family to another city due to work, she missed her large extended family. Her parents

compensated for their lack of availability by providing a stream of unlimited funds and she became a (self-described) spoiled brat.

At 14 Anna moved back to live with her aunt and uncle. She still had access to money, but her relatives expected a lot more from her (like helping around the house) than her parents had. It was a tough change, but she was happy to be 'back home'. Not long after the move, her grandfather passed away. Upon cleaning out his home they discovered a tax debt of \$70 000. This was the first time Anna realised the difficulty that not having money could cause; his house had to be sold against the wishes of his 13 children.

Anna finished school and spent a gap year in South America. Her spending ways continued. She was the life of the party: she always had cash to buy the next round, a great gift or petrol for a road trip. Despite her parents building a brand-new home for her, she wanted to travel and make some decisions about what to do next.

While her parents wanted her to have a career, their ultimate goal was her happiness and they provided funds to help her make choices—paying for her travel, rent and other needs up until her mid twenties, and providing her with a credit card to manage her spending.

While she was in Paraguay, Anna's host family provided another money lesson. Income wasn't consistent for the family and one night there were no funds for a meal. They asked Anna to help. It was a wake-up call. To ask for money was very hard. Papa was a proud man who took care of his family. Once again, the message was clear: if your family had time available, then money was likely to be an issue.

Anna was a self-described Spender. Throughout her childhood and right up until her mid twenties she had no

reason to consider value, or even cost. Her spending was all about lifestyle. Driving her spenditude was instant gratification, with no requirement to take responsibility. Despite a couple of lessons affecting her values, she had no reason to move away from her Spender habits.

But then, when she was in her mid twenties, a big door slammed shut ... and her habits had to shift.

More about Anna and her change later ...

## **A Slender named Jenny**

Jenny's parents worked hard for their money, as did their parents before them, and their parents before them. Money was something that never really came easy.

When interest rates hit 18 per cent in the 1980s the pressure to pay the mortgage and bills was enormous. Jenny remembers her parents emptying her money box and tracking every cent. The bills were documented with care. Lights were never left on. If you were cold, you put on a jumper. Clothes were handed down from siblings and cousins. There were no meals out and social events were held at home or picnics in the park.

While Jenny never felt she went without, she knew money was tight—and she has a school workbook that proves it: 'If I had some money I would pay off the mortgage for Mum' was the story she wrote at age seven.

Money became less stressful for a while when Jenny's mum went back to work. She worked weekends to get some extra money while Jenny's dad looked after the kids. Her mum missed most of the netball games, visits to see nanna and social events.

The clear message was that you had to make sacrifices and work hard in order to get ahead. Her parents saved and continued to work hard and were able to make some improvements on their home.

When Jenny was 15 she got her first part-time job. Her money was almost entirely disposable: fun with friends, clothes, a bit of savings so she could take a holiday at the end of school.

Jenny finished school, went to uni, got married, bought a house and had kids. The typical and expected behaviour. While her parents had shown her that hard work and awareness of your finances kept your family secure, money wasn't really discussed and she had no real understanding of how to manage her finances.

Jenny thinks she's okay with money, but her husband just doesn't get it. He loves the finer things in life. His attitude is that 'things have a way of working out'—and it drives her crazy. He has little awareness of their financial position and happily spends money on the kids, eating out, holidays and upgrading technology. His idea of a budget is that the ATM dispensed cash or the credit card wasn't declined. Meanwhile, Jenny is stressed about the mortgage and bills and hardly ever buys a coffee. She feels like she's living a similar life to her parents, which isn't so bad. She can never work out why her best friend seems to have more (despite her friend's lower income) and thinks that it would be really nice to have a bit more disposable cash.

Jenny has no clear focus or plan. She wants to make sure she's responsible with her money but also wants to enjoy her life. Her kids and family are the most important thing. Jenny is happy but can see that she's repeating the patterns of generations of her family.

## **A Defender named Tom**

Tom grew up in a family where money was in short supply. His mum worked in a factory environment and his dad was not around. Their home was in a tower block of government housing alongside other low-income families. English was his mum's second language.

Tom never received regular pocket money, but he was encouraged to save coins in his money box. His mum was a bargain hunter, always looking for items that were discounted, buying in bulk and saving throughout the year to make sure there was money for Christmas and birthdays. Despite the obvious pressure (financial and otherwise) that his mum was under, she didn't share the stress with her kids.

As a young child, Tom didn't know any different. All his friends had been dealt the same hand; he wasn't really aware there were people who had more access to money. While there were no trips to the movies, there were trips to the beach and lots of footy in the park with his brother or friends. The family didn't have a car or a credit card. If you wanted something, you saved for it. There was satisfaction in filling the money box and feeling its weight. Tom's impression of money was very practical—that you should save as much as you can—and he has continued this savings habit.

More than 25 years on, Tom's humble upbringing continues to influence his attitude to money. To this day he buys second hand, does plenty of research and looks for the best deal. Tom is conscious of having a safety net to fall back on. Tom is also happy to enjoy life and feels lucky to have means to give more to his kids than he had. He is somewhat cynical and cautious, and thinks people who don't like coffee are lucky! His mum will still travel halfway across Sydney on the bus to save a few dollars.

## Spenditude

Some would say that Tom's upbringing influenced his spenditude for the better. He's a saver. For Tom, money is at the forefront of his mind—he continually seeks value in everything, from coffee to higher cost purchases. In some ways, money is a controlling factor in his life. However, Tom makes spending decisions in an automatic way: he has an automatic default on purchase decisions... 'Where will I pay for this from?', 'Can I get a discount?', 'Is it tax deductible?', 'Can I wait until the next model?'

\* \* \*

So, have you identified your type? Are you a Spender who's having fun, a Slender who gets anxious and frustrated about money or a Defender who has a plan and hates waste? You may feel you're a hybrid or on the cusp. That's okay, as life events can push you across types. No matter what spenditude you have now, the key is what you want to be in the future. For many, it's embracing the habits of a Defender.

See if you can identify your partner (if you have one) or family members, kids or parent's profiles. This is important as it may just open your mind to why some people find it easier than others to be less stressed and on track with their financial position. It will also help to reveal why money can cause problems in relationships. (Remember Andrew at the restaurant? He wanted to share his spenditude with Lucy as he felt it was important for their relationship.) We explore relationships and money further in chapter 9.

Remember: your spenditude has nothing to do with your age, your stage in life or your income! It doesn't always relate to your upbringing or parental guidance either.

What's my spenditude?

<p>My spenditude is . . .</p> <p>-----</p> <p>My partner's/loved one's spenditude is . . .</p> <p>-----</p>
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Towards the close of each chapter we want you to check in to see if you've created a New Reality. A New Reality is defined as changing what's within and your external world reflecting it.

Okay, now that you've (hopefully) identified which category of spenditude you fit into, let's look at the importance of the most beneficial thing you can do in the bedroom ... that's right, we're going to examine the value of a good night's sleep!

MY NEW REALITY

## **Awareness:**

I understand  
my current  
spenditure so  
I can see what  
needs changing.

