

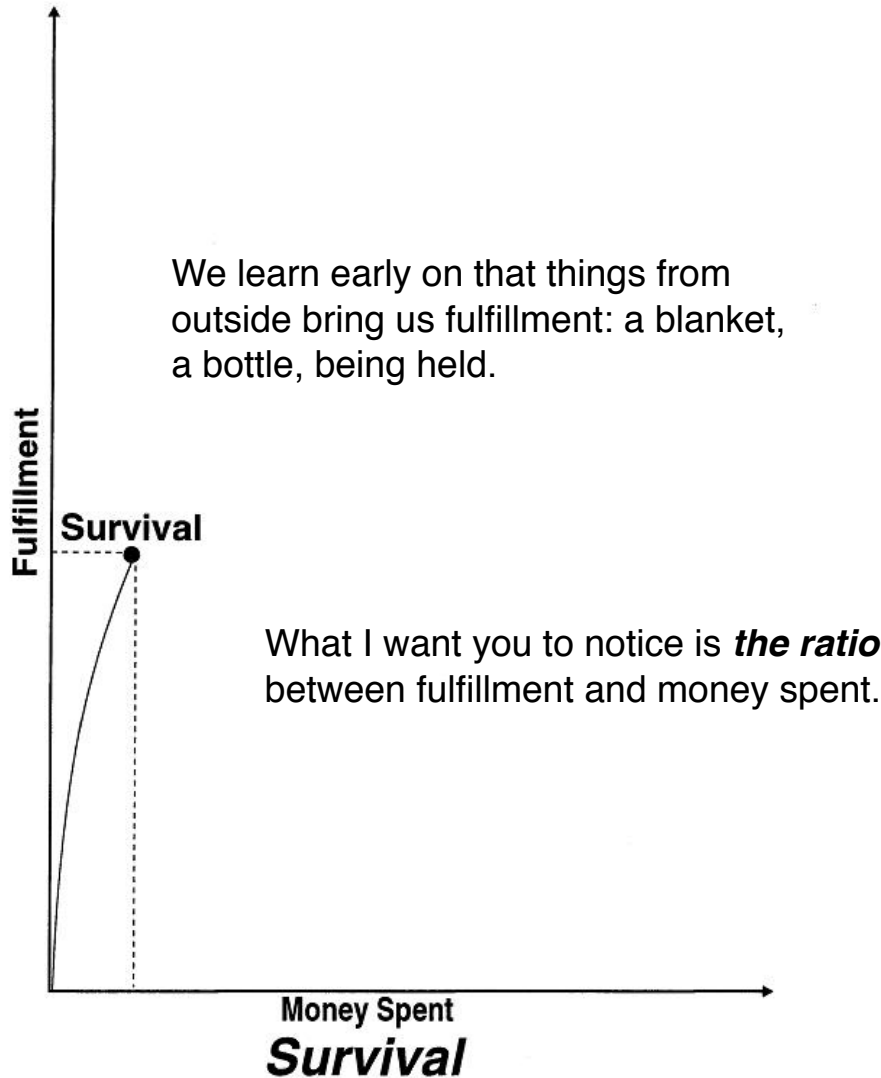


The Elusive Connection Between Money and Happiness: The Fulfillment Curve Explained

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Fulfillment Curve images are used courtesy of the New Road Map Foundation's Speakers Bureau

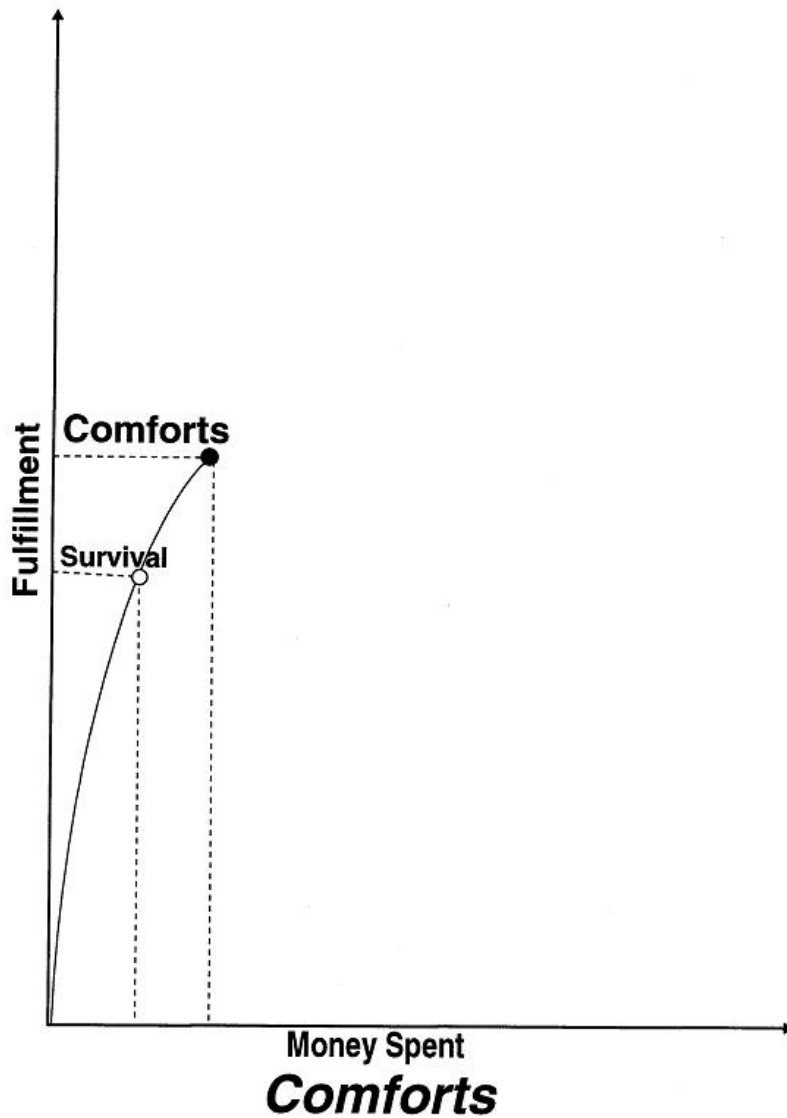
Let's face it: money is a charged topic.

The culture is confused, and most of us individually are confused.



At the *survival* level, we get a relatively high amount of fulfillment for money spent or resources consumed.

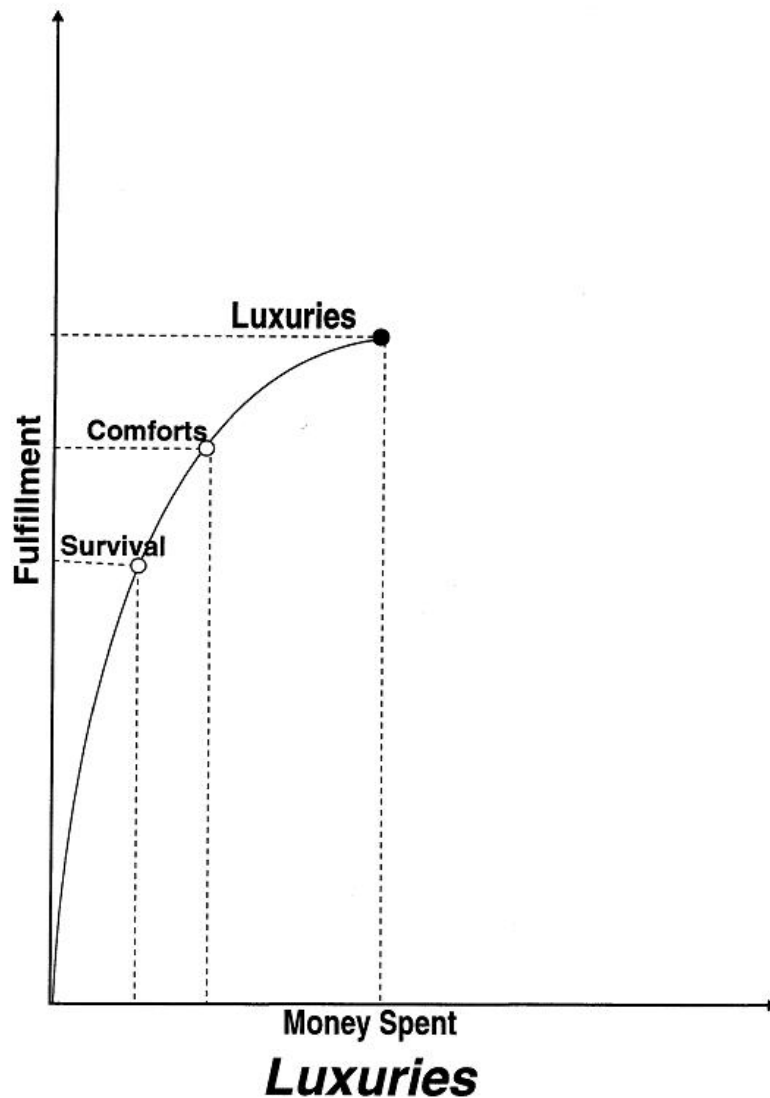
The difference between having food or not, between having a roof or not, in terms of *fulfillment* is huge. However, we could probably feed and house everyone without inordinate amounts of money or other resources.



At the *comforts* level — your first doll, music player, or bicycle — *fulfillment* is still going up.

The pattern gets reinforced: things from outside contribute to my needs and bring me fulfillment.

Notice the *ratio* between fulfillment and money spent.



Now something very interesting starts to happen at the *luxuries* stage.

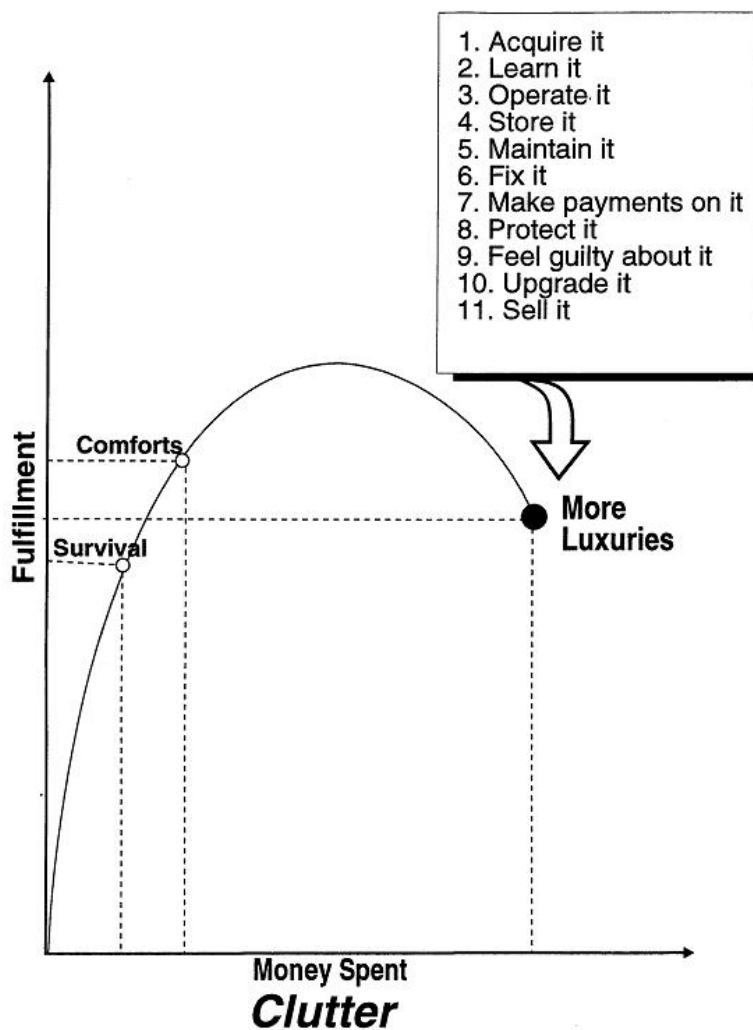
The curve starts to flatten out.

It takes *a lot more* money spent or resources consumed to get *a little* more fulfillment.

That extra car or house does not bring us as much fulfillment as the first one.

In Economics 101 this is called “The Law of Diminishing Returns.”

Eat one ice cream cone... yum! Eat six ice cream cones in a row and you feel sick!

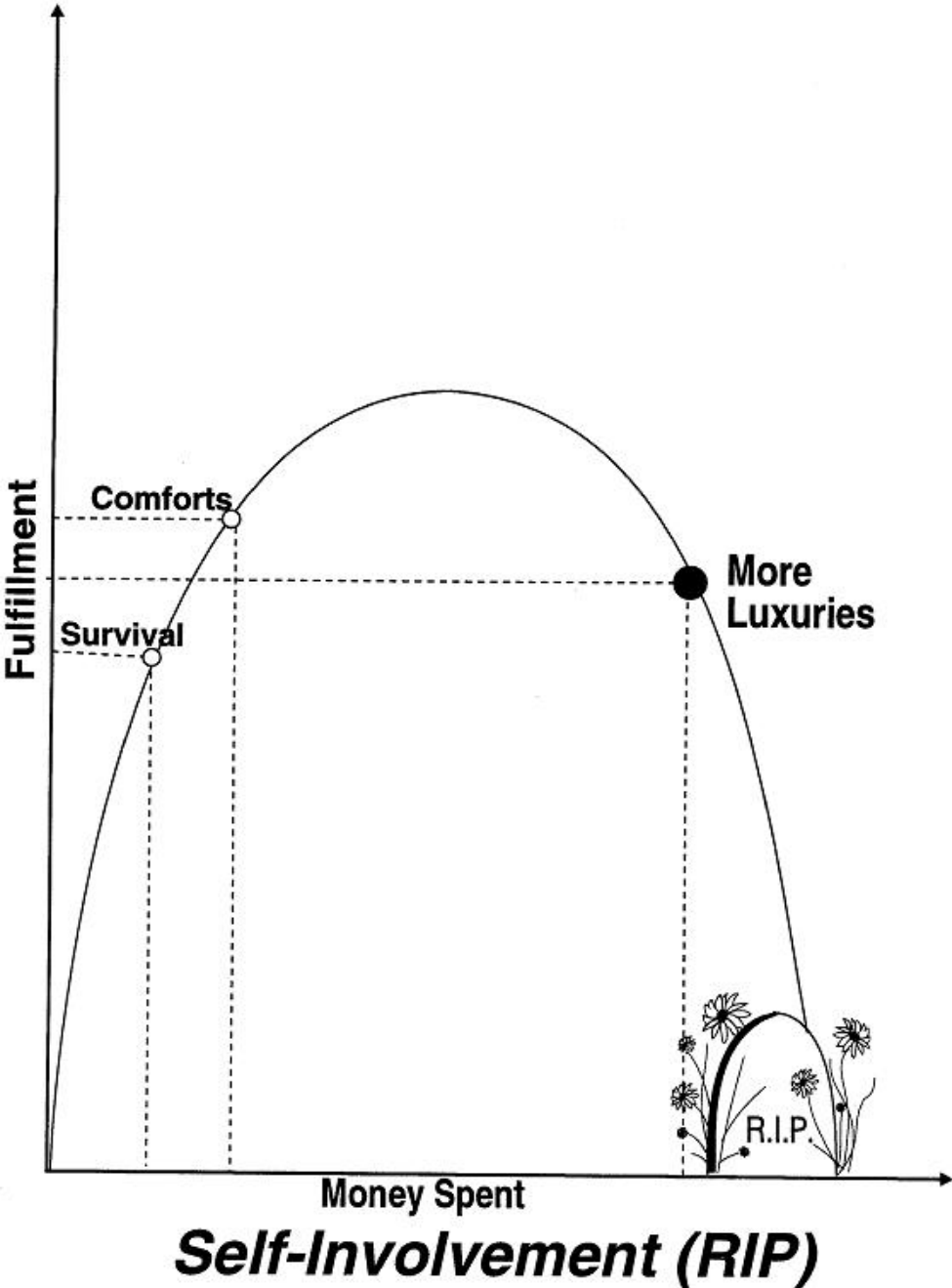


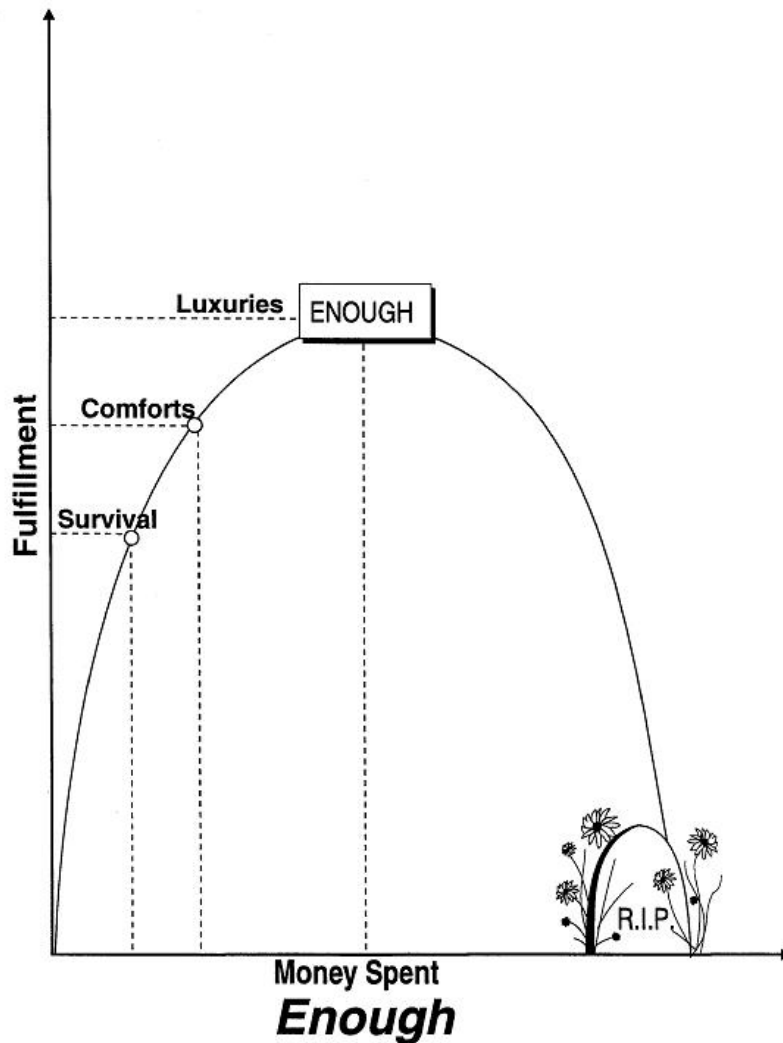
It turns out that once we pass the peak — maximum fulfillment for dollars spent — spending more money or consuming more resources causes fulfillment *to go down!*

Clutter is not just the things in my garage, basement, attic, or storage unit collecting dust. Meaningless conversations and purposeless activities are also clutter.

Will Rogers once said (and I'm paraphrasing): *The culture encourages us to spend money we don't even have, to buy things we don't even need, in order to impress people we don't even like!*

And this is harming our very own life support systems on Planet Earth.



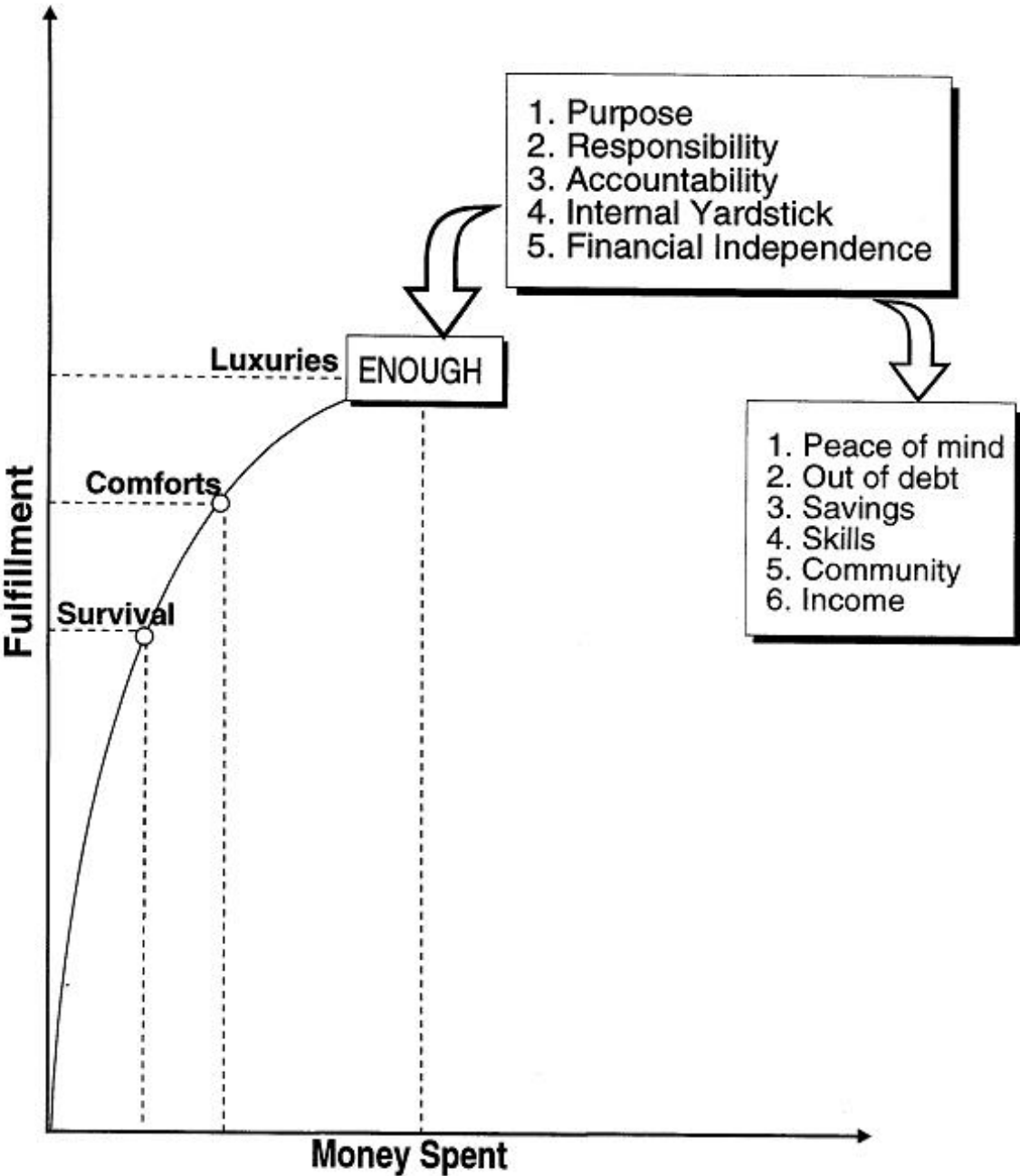


The *peak* of the Fulfillment Curve is called *Enough!*

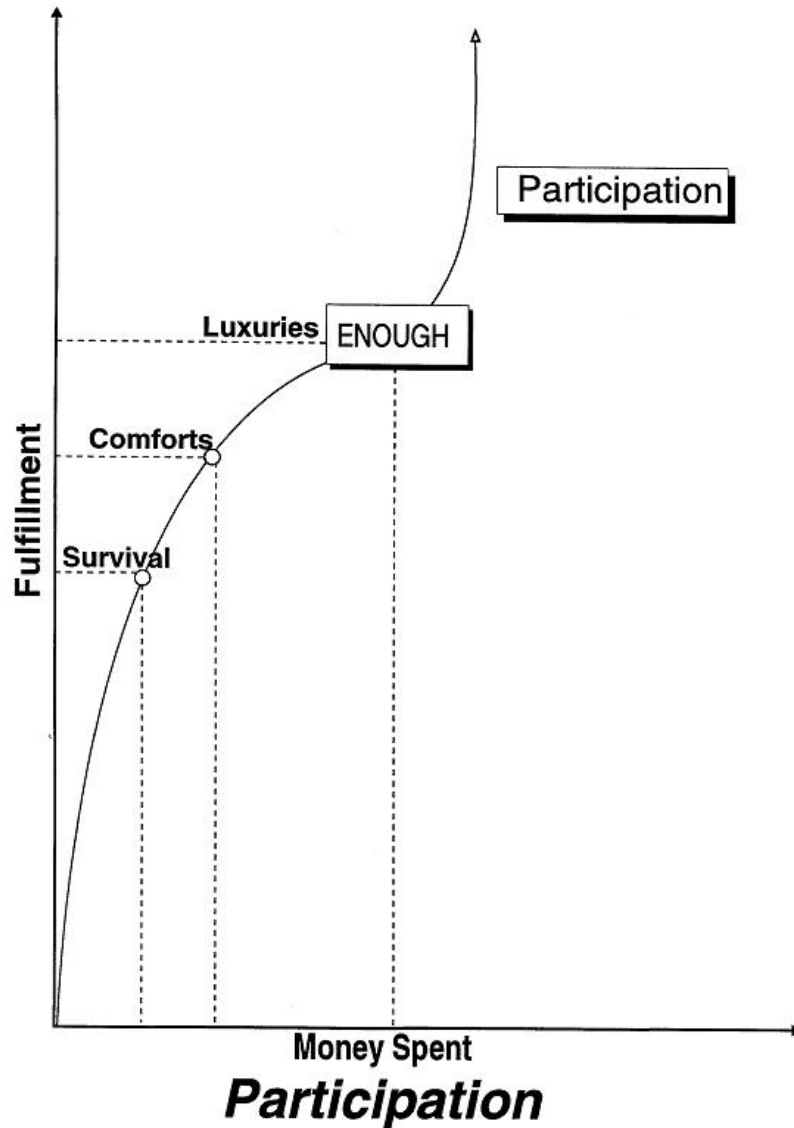
More money spent, more things acquired, *will not* bring fulfillment!

In fact the opposite is true.

Enoughness is a factor of *maximum* fulfillment in exchange for money spent or resources consumed.



Enough: 5 Components



The great news — for us, our families, our communities, and our planet — is that **there is a way to keep fulfillment going up *without* necessarily spending more money or consuming more resources.**

It's called:

- *participation*
- *service*
- *being part of something larger than ourselves*

About Alan Seid

At the age of 16 I committed to researching, learning, and sharing *best practices* for living in harmony within ourselves, with each other, and with the planet.

At the age of 18 I realized that I had been in school since the age of 5, merely being prepared for the *9-to-5-'till-you-die* and as a replaceable cog in an economic system that was destroying ecosystems and indigenous peoples worldwide. I wanted nothing to do with that! So I committed at that age to find a way out of the rat race before going in it.



In 1992 I began implementing the Financial Integrity (FI) Program, which was later detailed in the book *Your Money or Your Life* by Vicki Robin and Joe Dominguez, and which I am releasing online as *Blackbelt Money Skills*. By 1994 I had met and become friends with Joe and Vicki and the other members of the New Road Map Foundation. I soon became a member of their Speakers' Bureau, and this became the first topic I taught workshops in.

Thanks to the FI Program I had an incredible opportunity to spend some time without needing paid employment. From 1998 to 2005 I spent seven years attending every workshop and seminar I could find in the highest caliber tools, processes, and methodologies for both personal development and for making a difference in the world.

By 2005 I had taught this program at Antioch University Seattle, University of Washington Business School, and the Fairhaven College Sustainable Communities Conference, among others.

Since then I have built a business, *Cascadia Workshops*, with more than 3800 subscribers from over 40 countries, and have clients in 4 continents.

Cascadia Workshops focuses on **personal and professional development for Changemakers**, sharing the *best practices* I have found with social entrepreneurs, cultural creatives, evolutionaries, sustainability and social change activists around the world.

I offer coaching and consulting services:

- for Changemakers who need a thinking partner to make a large vision or project a reality
- for Leaders who want to grow in their interpersonal effectiveness skills for better results in their personal and professional lives (among my credentials I am a Certified Trainer in Nonviolent Communication™)
- for Social Entrepreneurs wanting a thriving values- and purpose-driven business

If you would like more support in solving the problems that irritate you and achieving the goals you yearn for — and if you'd like to see whether or not we're a good match to work together — sign up for a FREE one-hour strategy session here:

<http://CascadiaWorkshops.com/session>

If you're curious to see what my clients have said about me, check out my testimonials page:
<http://CascadiaWorkshops.com/testimonials>