

about the other half of the financial health equation . . . our expenses? You guessed it. Your expenses are the result of the decisions you make during the other 8 hours. How much you choose to spend on rent, the type of car you drive, the clothes you buy, the entertainment you experience, and the toys you purchase aren't decisions you usually make while you are working, and they definitely aren't decisions you make while sleeping. Every single one of these spending decisions—and thousands of others, both big and small—occurs during the other 8 hours.

Still aren't convinced? I need you to buy into just how important the other 8 hours are. If you read this book with the same skepticism you have when you read those tabloid headlines in line at the grocery, it's not going to work. Go ahead. Drink the Kool-Aid. Because once you do—once you realize the power the other 8 hours *has had* on your life—you will respect and appreciate the power that the other 8 hours *can have* on your life.

To prove just how important the other 8 hours have been in your life, take this quiz . . .

Directions: After each question, put a checkmark in the “sleeping” box if the event occurred while you were sleeping, a checkmark in the “working” box if it occurred while you were working, and a checkmark in the “Other 8” box if the event occurred in the other 8 hours.

Meaningful Moments in Your Life	Sleeping	Working	Other 8
1. When did you meet the love of your life?			
2. When did you have your first child (please note, office stairwell fans, the question is when did you <i>have</i> , not conceive, your first child)?			
3. When did your most emotionally painful experience occur?			
4. When did you see the most spectacular sunset you've ever seen?			
5. When do you feel the most intellectually alive and excited about your future?			
6. When do you participate in your favorite hobby?			

Meaningful Moments in Your Life	Sleeping	Working	Other 8
7. When was the first time you saw your child walk?			
8. Think about your favorite movie of all time. When was the first time you watched it?			
9. When did you meet your best friend?			
10. When was the last time you could hardly catch your breath because of your excitement?			
11. When was your most profound spiritual moment?			
12. When did the most rewarding physical thing you've ever done occur?			
13. If you could relive one event from your past, when would it occur?			
14. When do you find you feel the most sure and confident?			
15. If you had one year left to live, what would you spend the majority of your time doing?			
TOTAL			

Now add the checkmarks in each column. Do you notice anything? I've done this exercise with a whole lot of folks and the results are almost always the same.

Sleeping: Necessary and feels great, but doesn't provide much "life" to life. Most likely, you don't have a single checkmark in this column.

Working: Also necessary and can feel rewarding, but it is typically something you must do and not something you love to do. Most people have between one and three checkmarks in this column.

Other 8: Surprise! The majority of the most important events in your life don't occur while you sleep or work . . . they occur during the other 8 hours.