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Foreword

For most of my life I have lived the American dream. I got married, had children, and built a successful career. As I moved into my forties, I began to realize that my particular American dream was laced with complications. I was filled not with peace and contentment but with anxiety and a gnawing sense that somehow I was missing out on the real key to living my dream.

I set out on a quest to find the path to true happiness and fulfillment. I eagerly consumed self-help books and tapes from teachers such as Wayne Dyer, Dan Millman, Elaine St. James, Suze Orman, Greg Stanley, John Cummata, and many others. As I integrated their teachings into my day-to-day life, I found myself experiencing greater peace and tranquility.

One teacher in particular, a man by the name of Kendrick (Rick) Mercer, had a particularly profound effect on the way I looked at time and money—two of the most significant markers of how we experience life. I first heard one of his tapes in 1985, and by the time I met him in the mid-1990s, Rick already had decades of experience as a financial consultant and personal growth facilitator behind him. As Rick reminds us, “Life is a process, not an end; if you don’t enjoy the process, you’ll hate the end!” So many of us in this culture focus on the end result instead of enjoying the moment.

Rick’s approach in dealing with time and money stood out as the essence of simplicity—remarkably easy to learn and apply in my daily life. Once I mastered his simple philosophy, I found I was able to live my life with grace and peace no matter what challenges I encountered.

Rick graduated from law school in 1961; in 1971 he founded his own law firm specializing in financial tax law. The purpose of this firm was to coach professionals, especially doctors, on achieving economic freedom while learning to enjoy their practices, empower their staff, and become better leaders. In 1988, Rick sold the company, which is now known as Mercer Advisors, and started offering personal growth training, first known as Life Mastery and now called the Garden Company. He found that it was easy to help people achieve financial independence, but he also observed that money alone did not make them happier or more at peace. Through the personal growth seminars he has offered over the past sixteen years, Rick has helped his clients find greater serenity and integrity in their lives as they integrate economic freedom with the quest for inner peace.

Rick has a special way of relating very profound ideas through entertaining stories and poignant anecdotes. He conveys basic financial principles in straightforward, easy-to-grasp language. It's always a pleasure to hear him speak and share his powerful wisdom. Up to this point, however, he hasn't written a book, even though he has been speaking and teaching in private workshops and seminars for over forty years.

The purpose of this book is to introduce Rick's philosophy of economic freedom and personal happiness to a wider audience, as well as to give those who've had the good fortune of hearing him in person or on tape a compact reminder for ongoing review and guidance.

My part in the collaboration of writing *Time and Money* was to synthesize the transcripts from recorded tape presentations of Rick's talks over the years and to help shape his various writings into manuscript form. I also contributed research for the money section and specifics about developing a game plan for financial freedom. Once all of this was in place, Rick and I worked to complete the final draft.

In this book, you'll find a specific game plan to help you reach economic freedom and to savor every precious moment of your life to the fullest. *Time and Money* offers a philosophy of life as well as stories and specific guidelines to aid your quest for economic abundance and a healthy relationship to time, as well as insights to help you simplify your life. The rewards are many, but most of all, I urge you to enjoy the process!

Dr. Albert C. (Ace) Goerig
Olympia, Washington



Preface

In the United States of America, we make more money and accumulate more possessions than the vast majority of people in the world. In my more than forty years as a financial advisor, I have worked with people who make millions of dollars a year as well as those who make less than \$20,000 a year. All of these people have one thing in common: economic stress. Whether a person makes millions or only a modest amount, no one seems to feel secure about money, let alone at peace with it. Almost everyone experiences some degree of anxiety over present and future economic prospects.

Most of us cannot even imagine experiencing economic peace of mind. What would it be like to live without economic stress? What would it be like to be content with what we have and secure in knowing we can meet whatever challenges life brings our way? What would it be like to live with integrity in the moment, doing only what we truly want to be doing and letting go of the rest?

Some people think that if they had just the right answers, just the right financial advice, their economic stress would go away. But this doesn't seem likely when 20 percent of the service professionals in the United States are paid to give economic answers! If you want to locate economic answers, simply look in the telephone book under stock-

brokers, insurance agents, attorneys, accountants, financial planners, estate planners, actuaries, bookkeepers, tax consultants, or real estate agents. The answers these professionals provide, however, will never bring you economic peace.

In *Time and Money*, I share with you a solid context (that is, a clear framework) and a simple game plan that will result in your economic peace of mind. You will learn the secret to economic freedom, which I define as being debt free and having enough safe, liquid assets to reproduce your lifestyle income every year for the rest of your life without touching the principal. And you can easily achieve being debt free in seven to nine years and economically free within fifteen to twenty years by following the basic principles I outline in this book.

In addition to setting you on the path to financial independence, *Time and Money* reveals a new way of looking at time that will free you to enjoy every day of your life to a degree you may never have dreamed possible. By simplifying your life and reaping the fruits of doing only what has meaning to you, you will be living in integrity with both time and money, two of the most important ingredients for experiencing true peace and happiness.

Welcome to the process, and enjoy!

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