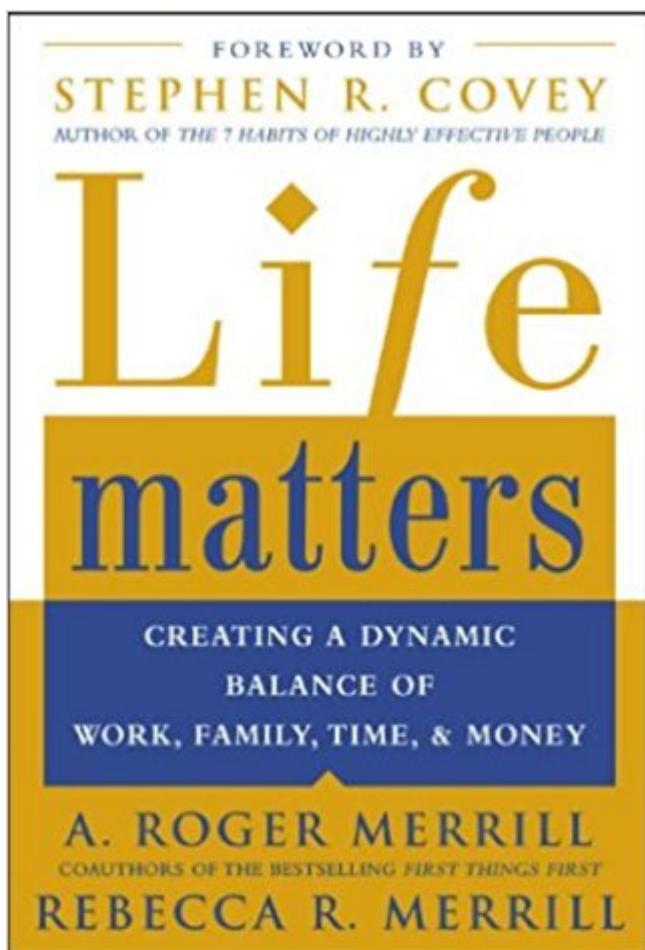


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# Life Matters : Creating A Dynamic Balance Of Work, Family, Time & Money



## Synopsis

Praise for Life Matters: "A great read! This book is a great read, especially if you have a family, where balance in life is paramount!"--Larry King, Host of Larry King Live "Roger and Rebecca Merrill have written another book that matters--Life Matters. In this crazy world we live in today, it's a goldmine of practical, achievable ideas that will really make a difference."--Ken Blanchard, coauthor, The One Minute Manager® and *Whale Done!*TM "Most people I know really want to put their family first, but with all the various tugs and pulls that can cause distractions, the most important things in our lives can be neglected. The invaluable information in this book will help you balance family, work and finances, and give you the inspiration to help you make the changes necessary to have internal peace and improved relationships."--Marie Osmond "Profound knowledge is literally what this book is. In fact, what I would say is 'profound wisdom,' because it interweaves timeless, universal, self-evident principles into all of the knowledge that is given.... I hope you share my passion for this remarkable book."--Excerpt from the Foreword by Stephen R. Covey, author of The 7 Habits of Highly Effective People "It's the 4th "Gotta Do"...read this book, Life Matters. This book clearly articulates and demonstrates that balance in work, time, and money is not only achievable but critical to winning in the game of life."--Pete Beaudrault, President and CEO of RLE Intl Consultants "At last, a way to "sync" what matters most with what we actually do! And with an approach that helps people understand, simplify and incorporate the power of technology in resolving life balance issues. The Merrills present the ideal solution for knowledge workers who want to have quality family life."--Curt Allen, Former President and CEO, MyFamily.com, President and CEO, Agilix Labs "I wish that I had had this wisdom years ago so that I could have led a greater life sooner! This information is invaluable for anyone who has choices in life about family, work, money, and time--and I think that applies to everyone. I encourage you to read it and apply these principles of greatness so that you might achieve your greatest goals."--Pat Croce, former owner of the Philadelphia 76ers, author of 110% and *I Feel Great* A groundbreaking guide to achieving true life balance from the experts at the Covey Institute As the home front and the work front become increasingly integrated in contemporary life, success--or failure--in either has an undeniable effect on the other. But it is possible to keep both areas moving forward in positive ways. In this much anticipated book, A. Roger Merrill and Rebecca Merrill show readers how to navigate the critical relationships between time and money, work and family, to create a harmonious, success-enhancing dynamic between each. Life Matters guides readers in how to spend time and money in ways that translate the personal values and goals that matter most into daily life experience. The crucial steps toward this kind of effective living include: Exploring the gap between

what we deeply value and the reality of daily life Aligning resources with goals and values Using technology--one of life's greatest balancing assets--as a tool for creating more time Utilizing the concept of dynamic investing, which includes intangibles such as energy, relationships, and integrity Succeeding at work and family do not have to be mutually exclusive goals Also included are invaluable exercises that will help readers achieve greater satisfaction in all areas of life.

## **Book Information**

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## **Customer Reviews**

The Merrills, time management experts who co-authored *First Things First* with Stephen Covey (*The Seven Habits of Highly Effective People*), expand their range here to cover creative ways to successfully balance four major aspects of life: family, money, work and time. The premise of their program rests on what the authors call three gotta do's-validate expectations, optimize effort and develop navigational intelligence. For example, if you have determined for yourself and your family that financial security is important (validate expectations), it is necessary to take steps to achieve this (optimize effort) by, say, getting out of consumer debt. Navigational intelligence is the ability to make appropriate decisions when unpredictable events arise that may interfere with your focus. The Merrills borrow a paradigm from their earlier book that divides tasks into four quadrants; urgent, not urgent, important and unimportant. Drawing on personal anecdotes, the authors show how this division can facilitate making choices that balance the requirements of a family life with earning a living. Their philosophy is based on the conviction that a strong family-centered life is one of the keys to happiness and central to a stable civilization. The Merrills recommend working with children

to create a family mission statement; they advocate regular family meetings, shared family activities and scheduled "dates" between husbands and wives. This thoughtful self-help manual is not a quick read, but its advice is sound and can easily be applied to daily life. Copyright 2003 Reed Business Information, Inc.

"Profound knowledge is literally what this book is. In fact, what I would say is 'profound wisdom,' because it interweaves timeless, universal, self-evident principles into all of the knowledge that is given."

New books telling you how to improve your life come off the presses every week, maybe every day. Some are bad, and you realize you have wasted your time. Some are average, and you might learn a few new things, but they aren't all that memorable. Some are great, and you go back to them again and again. "Seven Habits of Highly Effective People" is one of the great books. Years later people remember it, talk about it, and reread it. "Life Matters" is a great book. It covers a lot of good ideas, the thoughts and observations are well presented, and the book reads quickly. The first chapter starts off talking about what is important in life. The authors focus on four areas: work, family, time, and money. They have a quiz to help in your self-assessment of how you are doing in each of these four areas. A big message of this book is there doesn't have to be conflict between the four areas. The next chapter covers three things you have to do in any area of your life. The three "gotta do's" are: 1) Validate your expectations. You have to confront reality, for if you have an unrealistic expectation you will be frustrated. The authors make the point that the direction you are heading is more important than how fast you are going. 2) Optimize Effort. Look for ways to get the maximum benefit for your effort, and make sure your decisions are aligned with your goals. 3) Develop your "Navigational" intelligence. This is the ability to be aware of your changing environment, so that what looked like an important task at the start of the day may have to take a back seat when your boss gives you a new assignment, or a child needs attention. The next four chapters are on: work, family, time, and money, with a chapter on each area. The authors weave each of the above three "gotta do's" into each area. For each area they explore different ways people see the area, for example how do you see your family, or your money. And then they discuss what is the reality. They have a list of "optimizers" which are techniques for getting the maximum benefit for your effort. And they talk about how to be flexible when situations change. "Seven Habits" mentions a Time Matrix, which is a two dimensional matrix based on how important something is, and how urgent it is. Many people waste time on things that aren't

important, or get caught up doing things that are important and urgent. Stephen Covey explores why doing things that aren't urgent, but important, can make a great difference in your life. For me one of the gems of "Life Matters" was exploring this same matrix in relation to money. The Merrill's point is that it is best to invest your money with the same Quadrant II focus, things that aren't urgent, but are important. For me, that idea alone was worth reading the book. There were a number of similar gems scattered through the book. The last chapter was titled "Wisdom Matters" and here the authors explore why wisdom is important, and how to improve your wisdom. One of the points they strongly make is to develop an ongoing daily self-improvement program. The idea is to spend a few minutes each day improving your understanding of life, and how to make better decisions. This is a great book. If you are interested in improving your life, buy this book, read this book, and then reread it. It will help you get better control of your life. For as the Merrills say, life does matter.

This book starts out by asking "What matters most to you in life?" Take the time and courage to dig deep within yourself to answer honestly. You may initially feel worse when you admit to yourself that your life is NOT in balance. But then the authors give you wonderfully clear and concise suggestions and exercises for creating a life in dynamic balance. For example, Chapter Two "The Three Gotta Do's". These are Validate Expectations, Optimize Efforts, Develop "Navigational Intelligence". Not shown in the title is the fifth element that matters in life - Wisdom. This book will greatly add to your store of wisdom.

EXCELLENT ~~ THANK YOU SO MUCH....

Great book and fast delivery.

Great topic

Congratulations to the authors! They had written an excellent, practical, and realistic book on Life Balancing. Probably the best book on life leadership since 7 Habits and First Things First (actually even better than "FÃƒâ€šÃ¢fÃŒÃ¢'F", since the writing style and selection of anecdotes and examples are even more mature and veteran). Congratulations to the readers! We have a chance to read an excellent book on personal/family development, well presented in the 7 Habits/Covey's tradition, but in a less wordy, theoretical, and jargons-filled way. Both authors are very sincere, writing and sharing useful ideas from their hearts. They talked about Money Matrix, See Do Get

Model, and many useful skillsets for balancing. They didn't just repeat old ideas from First Things First. Instead, they injected a lot of new ideas and useful wisdoms about life into the book. Very unlike Stephen R. Covey, who is very idle in using new materials and new ideas in his so called new books. He is just so repetitive and wordy sometimes that readers can be turned off by his lack of inventiveness in terms of both form and substance in his new books. Of course, Life Matters also has its weaknesses. It deals with Work, Family, Time, Money, and Wisdom Literature on Life Balancing. But it didn't mention the word, Health in the book even once, or didn't even mention the importance of Spirituality, by which both are essential elements in human life. Since health is wealth, there will be no Work, Family, Time, Money, Wisdom, or Spirituality, when people fail to prioritize Health in their life. In an overall sense, this is a great book that I cannot put down. If more personal development books can be written with Life Matter's type of quality, the readers will benefit-- the society will ultimately be benefited. My sincere thanks and salute to the authors! This book will be a Mega best-seller, just like 7 Habits or First Things First...Just wait and see!

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