

**THE
SEVEN
PILLARS
OF THE
FRUGAL
PROSUMER**

BY JOHN & MARY JOHNSTON

We encourage you to use this book as a launching pad to join up with others to change the world. Gather some people together and use this book as a base for discussion. We like to call these get togethers Frugal Prosumer Gatherings (FPG).

FPG are all about community. They are times to share ideas and cultivate new ones. Frugal Prosumer Gatherings are a great excuse to bring your friends and acquaintances together. A FPG gives people the opportunity to share their knowledge. If you don't think you have any tips to share, then it's a time to learn from others. The more people that come together, the more you will expand your pool of resources and your community.

You can host a Frugal Prosumer Gathering anywhere. In your home, in a coffee shop, in a park, in a diner, on the beach. You don't even have to know a ton of people to host a FPG. The ideal size gathering is 10-15 people.

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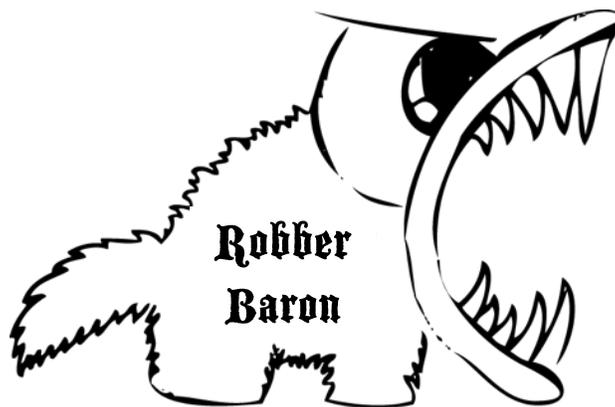
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www.thefrugalprosumer.com
mail@thefrugalprosumer.com



I hear the Thunder

I hear the Thunder. The Miner's Canary looks sick. The Winds of Change are Blowing.

It's rumbling in the distance. There is going to be an economic storm, but exactly when and what it is going to bring I'm not sure. I'm not surprised. There are always storms. Some are just worse than others and the longer we go without a severe one the less prepared I am for it. Just like the weatherman, it's hard to predict the exact details.

Fortunately there are general principles that one can implement to prepare for the "expected" unexpected.

Is this a message about doom and gloom? No! It's just recognizing the facts. Once we recognize the facts, we can look forward, like the surfer, to the news that a big storm with big waves is coming. With the freezing waves crashing, in a death-defying environment for the unprepared, and with chaos all around, the surfer enjoys the exhilarating ride of a lifetime.

The surfer has learned that, with the right preparation and tools, they can have the time of their life. A surfer succeeds by:

Intensely studying wind, waves, currents, and weather to know what and when something is going to happen.

- Learning what makes the conditions in the chaos just right to take advantage of.
- Honing skills in the smaller waves of life.
- Having the proper equipment, knowing how to use it, and what conditions it will work in.
- Taking advantage of the perfect conditions.

The economic storms and accompanying waves are coming. Are we going to huddle in fear or be like the surfer? Vast opportunity and great hazards lie ahead. Hopefully as we join together as a community we can enjoy live and help each other select that perfect wave to ride.

Surf's up! Let's ride!

John says

Are you tired of all the talk and conflicting views about what's going to happen to the planet, the economy, gas prices, stock market, social security, your health, your children's future, if you'll be able to retire, looming wars/terrorism, etc.? I am!

I've spent a considerable amount of time studying, sorting out, preparing for, and talking about TEOTWAWKI (The End Of The World As We Know It.), the destruction of the planet, the evil "robber barons", etc. There are far too many "what ifs" to consider. So instead of talking about them I've decided to do something about them.



Mary and I have gathered together and personally implemented a number of time tested ideas that give one a much higher chance of success regardless of what the future may bring. To make a difference in this world we want to share these ideas with others. If implemented, the information in this workbook and our seminars can save families hundreds if not thousands of dollars, bring peace of mind, secure ours and our children's future, and help us be gentler on the earth.

Table Of Contents

A NuWay of Looking at Life	3
A Letter From John	4
Living Free.....	5
Thinking and Seeing in a NuWay	7
The 7 Pillars.....	10
Pillar 1 Spiritual.....	11
Pillar 2 Psychological.....	13
Pillar 3 Education.....	15
Pillar 4 Health	18
Pillar 5 Financial	21
Pillar 6 Prosumer	26
<i>Think Different! Live Free!</i>	31
Pillar 7 Security.....	32
How a Prosumer can Save the World with a Sawdust Toilet!	36
What's a Frugal Prosumer Gathering (FPG) you ask?.....	39
<i>Think Different! Live Free!</i>	39
Income & Expense Form	40
Resources	42

Some definitions of words used in this book:

Prosumer: *A person who strives to produce as much of what they consume as is practical.*

Robber barons: *Corrupt, unscrupulous, wealthy, powerful individuals who use their positions of power to “bend”, abuse, or change laws to enrich themselves at the negative expense of others, while in the process leaving a wake of destruction and broken lives behind them. (Not to be confused with businesses and authorities that provide a valuable service in exchange for labor and money.)*

UnIncome: *“Income” that comes from reducing expenses instead of wages.*

Frugal Prosumer Gatherings: (FPG) *Get together where individuals discuss, plan, learn, explore ways to help each other escape the robber barons, reduce their dependency on the money economy and consumerism, and make the most important investment-- relationships.*

The Family Business: *Every family is a “business” that will bring in and spend several million dollars in its lifetime. (We also talk about starting A Family Business which we believe is a very powerful tool of The Frugal Prosumer way.)*

NuWayLLC: *The not-for-profit Mini Business we have started to help get valuable information to people, fund our mission, and change the world.*

Live Free: *Has multiple meanings: Not spending money on something. Free from stress. Free to choose how and where you spend your money and time. Free to be healthy, wealthy, and wise. (Be aware that freedom always has a cost to it. It may not be a monetary cost. I.e Taking free government money means you start to lose your freedom as you become more and more dependent on it.)*

A NuWay of Looking at Life

This book is designed as an outline of ideas and concepts to get one thinking and started on the road to taking more control of ones life. It shows a new way of looking at life and presents The Way of The Frugal Prosumer. It can be used as a workbook for seminars, a class curriculum, or a guide for discussion groups or Frugal Prosumer Gatherings. It gives the basics of The Frugal Prosumer Philosophy. This workbook is only a quick overview of what is covered in more detail in our seminars, workshops, blogs, publications, and our book *The Frugal Prosumer Philosophy*. This is your workbook. We print it in this form so you can easily copy parts of it or personalize it by adding your own writings to it. Use it as a catalyst for change, digest it, mark it up, discuss it, and even argue with it.

Overview

- ★ **Our goal is to help others see things a new way.**
- ★ **This book and our workshops are the result of thousands of hours of research.**
- ★ **People are three dimensional: Spiritual, Mental, Physical**
- ★ **Relationships, recognizing deception, and balance are key concepts that appear in all 7 Pillars.**
- ★ **This workbook highlights The 7 Pillars of The Frugal Prosumer Philosophy.**

NuWay of seeing things

Our goal is to help others look at things in a new way. That's why we chose NuWay as our business name. The goal is to help you acquire NuWay's of seeing things that ultimately benefit you instead of the robber barons. Who are these "robber barons" you ask? Sounds like something out of medieval books eh? Well, that's not too far off. Throughout all of history there are corrupt and unscrupulous people who are consumed by the love of money and who use their power and deception to destroy others in their quest for wealth and power. There are many business owners and wealthy people who make this world a better place by providing jobs and using their wealth for good. They are different from the robber barons who bring misery upon others.

This book and our workshops are the result of thousands of hours of research. Many people don't have the time or resources to discover these things on their own. So those of you in either or both of those categories can benefit from the years we've spent on research, experimenting, and putting the different puzzle pieces together. These ideas have been gathered from a wide variety of sources. They distill universal principles, open eyes to the most common deceptions, and help you see how everything interconnects.

People consist of three dimensions: Spiritual, Mental, Physical. This workbook covers these three dimensions. The three dimensions are broken down into the 7 Pillars and how they relate to the The Frugal Prosumer way of life. All 7 Pillars are necessary to have a balanced, meaningful, and productive life.

A Letter From John

From his book "The Frugal Prosumer Philosophy"

Hi! I'm John Johnston, founder of The Frugal Prosumer.

I am excited that you are considering taking more control of your future. I believe that the state of one's finances affects the state of one's life. I would like to share a bit about myself to give you an idea about how Mary and I have come to create The Frugal Prosumer Series. To truly understand a person, you must understand his experiences. Experiences shape ones outlook, opinion, and goals. The following are the most influential experiences of my life.

I was born with an entrepreneurial spirit and a passion to understand truth, especially the financial truths. It was a natural fit for me to pursue degrees in business and education. I started my first international business in Taiwan as an elementary school student. Selling American marbles to my Chinese friends gave me my first taste of entrepreneurship and my calling. Since then I've started several businesses, financially counseled over a 1000 individuals, and consulted for over 200 businesses and organizations.

I've had the pleasure of traveling the world. I lived in Taiwan in the 60's and firsthand experienced it's move from a third world country to an economic giant. While working in Japan I watch firsthand its boom and then bust as it moved from economic superpower to 20 years of economic stagnation.

The most important lesson I learned in my travels is how people are similar worldwide. We share desires, concerns, appreciation, pride, and creativity. I've experienced some of world's richest economies and some of the poorest. I've had the opportunity to interact with people around the world and have gained a wealth of knowledge about finances. During my five decades of learning, teaching, developing small businesses, and counseling, I've discovered some universal financial truths. These truths work in all times and in all cultures. They are not dependent on economic bounty, a flourishing stock market, or other trendy things.

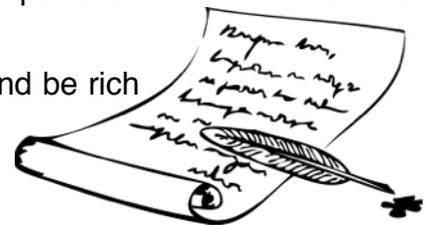
For several years my desire has been to share these truths. This desire has led Mary and me to write The Frugal Prosumer Series. We've written this book for one reason: to improve the lives of people by helping them maximize their potential. This is not a get rich quick approach. This is not a program to build excessive wealth. Instead the program is a shift in perspective about what true financial freedom is.

We've been amazed by the unexpected returns we've experienced while enriching the lives of others. We wish to guide others in how to help themselves and in turn help others. "Each one, helping one." Mary and I invite you to join in our pursuit of living free.

What I've learned through these experiences has given me a desire to free people from oppression by helping them find balance, avoiding deception, and realizing the value of relationships. To provide others with knowledge and truth that empowers them to take care of themselves and their families.

To become monetarily rich is not the objective; it is to live free and be rich in relationships.

John Johnston



Living Free

From John & Mary's book *"The Frugal Prosumer Philosophy"*

The choices you make about borrowing and spending can have a profound impact on more than just yourself. Living as a Frugal Prosumer means you will have greater freedom to be a blessing to others.

The ideas covered above are simple. They do, however, require a new way of thinking about time and lifetime habits. Changing the way you think can be a stretching experience. It's worth it because you have only one lifetime. Wouldn't it be better to spend it following your passion instead of being a slave to other people's ideas and things?

Unfortunately most of the information we have read or heard regarding wealth is from financial institutions that by law are beholden primarily to the stockholders. Their success is not measured by how much they have helped or saved the customer. Sure, it helps them get more of their customers' money to manage if they do well for them. But the primary concern and what salesmen are evaluated on, is how much money they make for the company and for themselves. Their duty is to make money for the stockholders first and foremost. This applies to stockbrokers and many others who work with your money. Think about it! If you were such a brilliant investor, why in the world wouldn't you be making those investments yourself instead of for someone else?

Some of the information in this book may be new to you. But the basic principles have been around for a long time. So why do people ignore them? The fact is that somewhere along the line we've been brainwashed, duped if you will, to some degree or another by the Great Myth Marketing Machine (GMMM) of advertising, that tells us "we deserve it" and can afford it. They want us to be willing to trade future slavery for an illusion of present freedom. They want us to think that luxuries are necessities.

If you're in financial trouble, blaming someone else is not going to solve the issue. Unfortunately, it's your problem and regardless of how unreasonable or unfair it seems, you have no other option but to live on what you earn. Anyone with financial problems can find legitimate reasons for them. Loss of employment, divorce, reduced hours, lack of education, bad economy, robber barons, etc. Saying it's not all your fault can make you feel better, but it still isn't going to solve anything. Reasons have termination dates. Using blame for a protracted period of time just becomes a weight around your neck.

Yes, times are tough. The list of legitimate things to blame is endless: predatory lenders plotting to get you, everyone going after your money, the economy, etc.

Be willing to take personal responsibility. Observe what is at hand with anticipation. Resolve to prepare. Begin to make choices. If you do these you will become free to enjoy the ride of your life. Part of growing up is admitting that you played a role in contributing to the problem. Even if none of it is your fault, and that is seldom the case, you have to work with the hand dealt you. Maturity is finding solutions instead of complaining or blaming others. Smack yourself on the head and tell yourself to take courage, learn, and get started.

So now that you agree that it's up to you to deal with your financial problems, read our books and articles at www.thefrugalprosumer.com for tips and ideas and get going! The only way to get out of the situation you are in is to research all the options and make the hard decisions needed to solve the problem. If you think things are bad, work on changing you and then help others to avoid succumbing to the consumerism mentality of the Great Myth Marketing Machine (GMMM). You can do this by becoming a frugal prosumer. Your everyday decisions: where you live, the kind of car you drive, and what you eat, are choices that determine how much money you spend or debt you accumulate. Go over your financial issues, figure out your part in contributing to the problem, and use The Frugal Prosumer concepts to work out your solution.

You may think you can't help it because you don't earn enough. You can complain about how little income you have and the high cost of living, but you're the one who can learn how to live on what you earn. We know you can, and our publications, website, and blogs have many ways with which you can tweak your new choices. Consider this perspective. There are people near you making less without being in debt. For us who are living in an affluent country, no matter what your financial condition you are living better than most of the people around the world. The goal is to curb consumer appetites for things. This is what is so foreign to most people. What you need to do is change your values, reeducate yourself, and tweak your own attitudes.

Use the Income & Expense Sheet Form in this book or get a free copy of it at our web site. It is a powerful tool. It is the cornerstone to building wealth, being in control of your finances, and getting and staying out of debt. Use it well!

Accumulating wealth has less to do with investment know-how and income and more to do with avoiding debt and living within your means (spending less than you earn).

The only way to become wealthy is to spend less than you take in!

You cannot borrow your way out of debt!

Spending more than you earn is: Acquiring Debt

Spending all you earn is: Living Paycheck to Paycheck

Spending less than you earn is: Acquiring Wealth

Only 2 solutions to debt problems

- 1. Bring in more money or**
- 2. Decrease expenses**

Thinking and Seeing in a NuWay

Overview

- ★ **Our goal is to help you think and live in a NuWay.**
- ★ **The new lifestyle will lead to health and abundance.**
- ★ **These principles work regardless of your situation or the economic times.**
- ★ **These are not really new ideas.**
- ★ **Do not just copy these ideas, but see if they fit your unique situation.**
- ★ **The difference between consuming and prosuming.**
- ★ **Be aware of the down and dark side of knowing and implementing this information.**
- ★ **Relationships are a vital part of life and to each of the 7 Pillars.**
- ★ **Always be on the look out for deceptions and the robber barons that rob your wealth.**
- ★ **Always strive for balance.**

NuWay of Seeing Life

Our goal is to help you think and live in a NuWay. Why do we need permission? After all, we're all adults. We can do what we want in life, right? Permission implies release. Go ahead, try the NuWay, we're behind you. The NuWay is backed in experience. So when we give you permission (release you) to try something new, to think in a NuWay, look at it as an excuse to finally "go for it." Take a risk and delve deeper. Get to know your new venture really well. Only then can one put into action a NuWay of thinking and avoid the prevalent deceptions that lead to bondage.

The new lifestyle will lead to health and abundance. To live The Frugal Prosumer Philosophy you'll practice a new and healthier life. Some think this is a step down from where they are now. But for many it is a step up to becoming healthy and wealthy.

These principles work regardless of your situation or the economic times. The advantage of investing in these principles is that you don't have to predict the times or suffer greatly if you guess wrong about which way the economy is going. They benefit you regardless of the economic times. They work in both poor and rich societies so if you hope to help the less fortunate you don't have to master a whole new set of principles.

These are not really new ideas. People all over the world have used them for centuries. There is nothing new under the sun, including ideas. However, some will be familiar to you and some will be new, strange, or even perplexing. We hope to encourage you to go even further. If you have already implemented an idea, take it a step further and see if you can make even better refinements. Then give yourself a pat on the back. Yippee! And by the way, you're not alone. Oh, stop biting your nails. **You don't have to take on all the ideas at once.** Start with the ones that make the most sense to you or will pay the biggest dividends in your life.

Do not just copy these ideas but, see if they fit your unique situation. Strive first to understand the principles. Then plug them in where you will get the most out of it for your lifestyle and needs. A good understanding of the 7 Pillars lets you be nimble and change with the times.

The difference between consuming and prosuming. Prosuming is producing what you consume or finding legitimate ways to acquire services and goods without a money transaction. Consuming is using money to buy what others produce.

A prosumer strives to produce as much of what they consume as is practical. A prosumer strives to replace as many professional services as practical by barter, participating in a community, or acquiring the skills themselves.

Be aware of the down and dark side of knowing and implementing this information. The information you learn here is also available to the “dark side.” Realize that change can sometimes be painful and obstacles will appear. You will be subject to attacks. Knowing the truth and how to change things can be a heavy burden. Choosing the least traveled but right road can be very difficult. That’s another plug for the value of good relationships.

With great knowledge comes responsibility. Some people prefer to keep the blinders on and eat mediocrity instead of the sweet green grass of knowledge and truth. Some use their blinders as an excuse to not look. Others forget they aren’t horses and have the power to remove the blinders themselves. Unfortunately ignorance does not always bring the bliss they hoped for. Knowledge means responsibility and leaves no escape from implementing the good and the NuWay.

Martial arts masters as well as many other professionals understand that only advanced students can be trusted with the dangers and responsibilities that come with higher skill levels. They know, that along with the power and knowledge and knowing how to do good, comes the opposite understanding of the power of how to do evil. As a responsible teacher I too need to know when to withhold information from those who have not obtained the skills to handle it. Certain skills I teach can be taught only to those who have already shown they can handle the responsibility and the great consequences of that knowledge. They also need the moral training not to use it in dangerous and wrong ways.

Be aware that the information you learn here also is available to those who wish to take unfair advantage of others. They will take the information and alter it just enough so that a person doesn’t realize they are being deceived and led down the wrong path. Protecting people from the robber barons is very difficult. When laws finally get passed to protect the vulnerable the robber barons will morph into something else, twist the laws, or get new laws passed. Thus enabling them to continue in their evil deeds.

For example: New changes in credit cards, payday loans, and other laws will come about as more information comes to light on how unfair these practices are. This means the information we give you will need to morph as well to keep up with “the bad guys.” In today’s world as in warfare the people who adapt the fastest are the people most likely to win.

The sad thing is, when new protective laws to restrict evil are passed, along with the good often comes a corresponding loss of our freedom. It’s a delicate dance.

As a final warning, understand you will be shunned. As you become more adept at protecting yourself and others from the evil side and the robber barons, you will become a greater threat to them. As you start to cut into their wealth (which they leached off you), they will find it necessary to spend more time and money to make sure you can’t get your message out.

Relationships are a vital part of life and to each of the 7 Pillars. Surviving without relationships is very difficult. Good friends, family or just acquaintances are all worth their weight in gold. They are your sounding boards, your cheerleaders, your safe places. Nurture the relationships you already have and make room for more. Remember you are gold to them as well.

Always be on the look out for deceptions and the robber barons that rob your wealth. Once upon a time you had to know how to protect yourself from being physically robbed at gunpoint. Now that we are more “civilized” the clever thief has learned how to do it legally without a gun. These robber barons are governments, religions, businesses, and individuals that have figured out how to get around the laws, change the laws to their advantage, and use deception to rob you.

Rules of a good deception are:

- Contain all truths: but leave out the bad.
- Never lie: It's too easy to get caught or be disproved.
- Twist truths: To create a lie.
- Sidetrack: With minor seeming worthy issues to distract from the most important issues.

Always strive for balance. Avoid the danger of extremes and seek balance. As you implement these ideas be aware that even good things kill. For example:

- Not enough water kills and too much water kills.
- Too much carbon dioxide in the air kills and not enough kills.
- Too much heat kills and not enough heat kills.
- Being too frugal leads to bondage and not being frugal enough leads to bondage.

This can be seen played out in many areas of life:

- Even such good things as being tough on crime can backfire and create more criminals.
- Avoiding all fighting can result in more war and suffering.
- Raising taxes can result in collecting less taxes.
- Being too strict or too lax in the parent/child relationship can both bring negative results.
- Knowing nothing about evil makes you susceptible to being deceived by evil and knowing too much can tempt you into the ways of evil.

Balance is needed because all of us have limited resources of time, energy, and money. I.e. the bigger the house the more dollars, time, and energy it takes to buy, clean, and maintain.

As strange as it may seem, one of the wisest men in history warned about avoiding the extremes of being too good, “Do not be over righteous, neither be over wise— why destroy yourself? Do not be over wicked, and do not be a fool— why die before your time? It is good to grasp the one and not let go of the other.” King Solomon

The 7 Pillars

The Three Parts of the 7 Pillars

I. Spiritual: The mysterious life force that keeps our physical body and mind functioning.

This section is also the first pillar and has only one part: 1. Spiritual.

II. Mental: Our minds through which we think, learn, and reason.

This section consists of two pillars: 2. Psychological 3. Educational.

III. Physical: Our physical bodies and physical needs.

This section consists of four pillars: 4. Health 5. Financial 6. Prosumerism 7. Security.

The 7 Pillars Are

- | | |
|--|---|
| 1. Spiritual:Be spiritually alert | Free to soar |
| 2. Psychological: ...Be mentally alert | Mentally free |
| 3. Educational:Find truth & wisdom | Learn Free “The truth will set you free.” |
| 4. Health:Harm not the body | Free from sickness and disease |
| 5. Financial:Serve others not money | Free from love of money |
| 6. Prosumer:Embrace simplicity | Free from bondage of things |
| 7. Security:Promote safety & security | Free from the fear of the present and future |

Relationships, deception, and balance are key concepts that appear in all 7 Pillars. Without relationships life has little or no meaning. To stand alone makes you very vulnerable to deception and evil attacks. Without balance we slide into error in either direction.

This book contains just the highlights of the 7 Pillars of The Frugal Prosumer Philosophy. Our other publications, website, blogs, seminars, and workshops cover each part in greater detail.

"There are a thousand hacking at the branches of evil to one who is striking at the root, and it may be that he who bestows the largest amount of time and money on the needy is doing the most by his mode of life to produce that misery which he strives in vain to relieve." Thoreau

Pillar 1 Spiritual

The NuWay of thinking about the Spiritual

- ★ **Spiritual beliefs affect every part of our life and are the foundation of The 7 Pillars.**
- ★ **Spirituality deals with the timeless questions.**
- ★ **Everyone has spiritual beliefs!**
- ★ **We were born into a universe at war.**
- ★ **Relationships are a vital part of spiritual health.**
- ★ **Deception keeps us from finding spiritual peace.**
- ★ **Balance is crucial.**

The Frugal Prosumer understands that:

- **Relationships and community** play an important role in **spiritual health**.
- We need to “**be spiritually alert**” to the way robber barons use **deception** to take our wealth and steal our **spiritual freedom**.
- Leaving our **spiritual** health only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Spiritual beliefs affect every part of our life and are the foundation of The 7 Pillars. We start with spiritual beliefs because they affect our view of and how we deal with mental, physical health, finances, goods and services, and security issues.

Spirituality deals with the timeless questions: Why are we here? What is the purpose of life? What is our role in taking care of the earth and each other? How should we treat each other? What do we strive for? Why is there evil in the world? Where does evil come from? Is there a battle going on between good and evil in this universe? What, if any, is our role in this battle?

Everyone has spiritual beliefs and they affect everything in our lives. In our world travels we have found no one, race, or culture in which there are no spiritual beliefs. Some say they have none. What they’re usually saying is that they don’t hold the same beliefs as you do or the dominant beliefs in their cultures. We find it ironic in our society that so many who say they do not believe in a god are the ones constantly calling on a god to damn or curse things!

We are going to be upfront about our spiritual beliefs instead of tiptoeing around the “elephant in the room.” I caution you to be careful about jumping to conclusions as to where we are based on your own personal grid of experiences and hearsay. You may find that you have more things in common with our spiritual beliefs than you first think. We are also aware that we will offend almost everyone at one or two points. As they say, “Don’t throw the baby out with the bath water.”

The Frugal Prosumer goes beyond conventional schooling and is an autodidact, (a person who is self taught, yet not without “teachers”). We will learn in the Education Pillar that “teacher” books are very important and a necessary part of The Frugal Prosumer Philosophy. They are the distillation of the wisdom of centuries of observations, experimentation, and discoveries of truth that is passed down to us. The principles in these books have withstood the many tests of time, generations, and cultures. The Frugal Prosumer believes that new books and ideas are beneficial but understands that many books and ideas are just passing fads and will not withstand these tests.

We personally have chosen to use the Bible as our primary guide. This definitely is a time-tested book used by millions of people and many different religions. We test all our ideas against this guide. But please! Just as we will try not to lump you into one “belief system”, do not judge our believe system based on what your experience is with people who say they follow the Bible.

We believe humans are deeply spiritual and that spirituality permeates all we say, think, or do. As you listen to us, you will know that we believe we were born into a universe at war. Whether we like it or not, we are part of it and we have to choose sides, and participate in it.

Our belief is that everything is built on relationships between man, nature, and God and these relationship have been broken. Our job is to defeat evil by doing what we can to restore these relationships. For us, an important part of this task, is to help the oppressed and set them free by bringing them truth.

We were born into a universe at war. A war to destroy mankind, earth, and all that is in it. All we do and the reason we write and teach is based on this premise. Take a look at any great story or movie writer and you will see the theme of the battle between good and evil. They understand there is a battle and that we were born into a universe at war. We believe our task is to help turn the tide by weakening the dark side in the great battle between good and evil.

Relationships are a vital part of spiritual health. They are foundational to life and to The Frugal Prosumer.

Deception keeps us from finding spiritual peace and confuses us. Do not confuse spirituality with religion or culture. They are very different. The Frugal Prosumer knows distinguishing between them is hard and how easily others can manipulate and deceive us by calling one the other. Most if not all evil inside and outside of religion is driven by the love of money. You can always follow the money trail and see where it leads.

Do not be deceived, the robber barons are as prevalent in religious organizations as they are elsewhere and sadly maybe even worse. The best place for an evil person to hide is in the church, mosque, synagogue, or other places of worship since there they will not be suspect. All of the sacred writings have been distorted and abused by those who want to take away our freedoms.

Balance is crucial. The total acceptance of anything spiritual mentors say, is just as dangerous as rejecting everything they say. Being too good can cause as much damage as being too bad.

He has commissioned me to bring good news to the poor. He has sent me to proclaim release to the captives and recovery of sight to the blind, and to let the oppressed go free. Isaiah

Pillar 2 Psychological

The NuWay of thinking about the Psychological

- ★ **Psychological health is based on solid spiritual truths.**
- ★ **Understanding personality types is a powerful tool to knowing yourself and others.**
- ★ **Mental health comes when the 7 Pillars are implemented and internalized.**
- ★ **Relationships are a vital part of mental health.**
- ★ **Deception confuses us and steals our peace of mind.**
- ★ **Balance is crucial.**

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in **mental health**.
- We need to **be mentally alert** to the way robber barons use **deception** to take our wealth and steal our **emotional and mental freedom**.
- Leaving our **mental health** only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Psychological health is based on solid spiritual truths. If you are unsure of your spiritual destiny, if you don't know why you are here on earth, and if you are unaware of the battle between good and evil, good mental health is difficult to obtain.

Understanding personality types is a powerful tool to knowing yourself and others. It helps us understand:

- Who we will be attracted to and why.
- Who will be our best marriage partner and why.
- How to communicate to be understood and to understand others.
- How our children are wired and discover the best way to raise them.
- What kind of job suits us best, our leadership style, and how to get along with coworkers and others.
- Our own preferred learning and teaching style.
- How to counsel and help others better.

Over the centuries, the four personality types have been included in the writings of Greek mythology (around 800 BC), Plato in The Republic (around 380 BC), Aristotle (around 350 BC), the roman physician Galen (around 200AD), Paracelsus around (1550 AD), plus many more through out the centuries. If you are familiar with personality types you can readily see that the four Gospels in the Bible are written to and possibly by the four personality types. Today it is used by businesses, counselors, and organizations all over the world. The names they use may differ, but the basics are the same.

Pillar 2 Psychological

The MBTI (Myers Briggs Type Indicator) is based on four main categories and these categories have four sub categories making 16 types in all. The MBTI, one of the most useful and widely used is the basis for Kirsey and Bates' book, *Please Understand Me*. There are hundreds of books and web sites that will help you learn these 16 basic personality types, in a few hours. But mastering all the ins and outs of the practical applications of the personality types could take a lifetime.

If you understand the concepts of personality types, you will find this to be a very powerful prosumer tool. You will be less dependent on professional help. We personally believe that without understanding personality types one is greatly handicapped. Many people already have a good understanding of personality types without studying them. Putting names to what they already know makes this even more useful.

Mental health comes when the 7 Pillars are implemented and internalized. Feeling in control of or understanding our finances, lifestyle, relationships, and destiny leads to good mental health. In Pillar 5 we will talk about the Income & Expense Form which is a major step to peace of mind as well as a powerful counseling tool.

Relationships are a vital part of psychological health. Without developing and maintaining good relationships with family, friends, co-workers, nature, and God it is impossible to have good mental health.

Deception confuses us and steals our peace of mind. Until we know the ways and modes of mental deception, we will lack peace of mind. We will continue to hang on to the lies that we have believed about ourselves since childhood. Confusing thoughts indicate that there is deception lurking about.

Balance is crucial. Be warned. Spending too much time on psychoanalysis and attributing everything to personality types can make us unbalanced.

This has been an overview of what is covered in greater detail in The Frugal Prosumer workshops, publications, and website at www.thefrugalprosumer.com.

Pillar 3 Education

The NuWay of thinking about Education

- ★ Education is based on psychological health.
- ★ Autodidact, the self learner.
- ★ Experience, the best teacher.
- ★ Other ways to get an education.
- ★ A NuWay to think about college.
- ★ Relationships are a vital part of education.
- ★ Deception keeps us from knowing when we are being deceived and from learning for ourselves.
- ★ Balance is crucial.

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in **education**.
- We need to **find truth and wisdom** to understand the way robber barons use **deception** to take our wealth and steal our **educational freedom**.
- Leaving our **education** only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Education is based on psychological health, a clear mind, and understanding the learning style of each personality type.

Autodidact, the self learner, is a person who can learn without the benefit of teachers in a formal school setting.

Experience, the best teacher, may not only be the best teacher, but the only teacher. Experience can be obtained in two ways.

- Learn from your own experiences.
- Learn from other peoples experiences (or we could say learning from the histories of other people).

History is not just those boring facts you had to learn in school. History is peoples experiences (even yesterday or last week is history) and we can learn much from the history of others. Education is about studying history and learning from the experiences, mistakes, and discoveries individuals made.

Those who refuse to study history are bound to make the same mistakes.

An education is essential to survival and success. One of the best ways to get experience and an education is working in real life situations.

Other ways to get an education are OJT, Professor Google, Instructor Book, Online U. and Homeschool. The Frugal Prosumer understands that an education is vital but that there are many ways to obtain it and many of them are free. Here are some of them:

- **“OJT”** (On Job Training) Apprenticeships, internships, and working for free: These are some of the best ways to learn and the high paying jobs (medical field, the trades, sports, etc.) require them. Fulfilling internship requirements is a prerequisite for many college degrees.
- **“Professor Google”** Well, he’s not really a professor, but he might as well be. He is both good and bad. On the internet you can find and learn most anything for free. You just have to learn how to sort out what is true and what isn’t.
- **“Instructor Book”** Books are an incredible way to obtain an education. For around \$20 (*or even free if you use the library*) you can purchase a lifetime of experiences.
- **“Online U”** The internet is a virtual university and many universities let you take their courses for free online. You don’t always get credit for them, but that’s OK. The Frugal Prosumer knows that to get ahead in life the most important thing is an education not a degree. Online education is now huge and most colleges offer it. This is a way you can keep your job and get a traditional college education. You don’t have to move and you will have flexible school hours.
- **“Homeschool”** is similar to attending a private school with one-on-one help. Public and private schools are now offering “homeschool” opportunities. Access to resources are increasing. It’s the wave of the future in education. We believe homeschool college is next in line in the educational future. *Every* parent, child, and lay person can and does homeschool! It’s just to what degree. Obviously many things are taught only at home. Even in the formal school setting homeschooling is required. They call it homework. What about using starting a business as a homeschool curriculum? The business curriculum will teach academic subjects in the context of real life situations. i.e. math (accounting), English (writing marketing material), reading (researching), etc.

A NuWay to think about college? College is just *one* way to get an education. For many years college was a ticket to a good job. Remember it’s education *not* college that will earn you more money. For a number of reasons the landscape has changed. It is now necessary to look at a college education in a NuWay because:

- Educational institutions are first and foremost big businesses that involve lots of money. And lots of money is what attracts the robber barons. The goal of a business is to make you believe you need the product so that you will hand over your wealth to them.
- The secondary goal of educational institutions is the actual education of the student. And the reason they strive to give a good education is not necessarily because they want their students to learn but because it’s good for their business. Those institutions eagerly take our young ones under their wings. We always hope for pure motives in our child's education, but this would not be the norm.
- The current world and technology are changing at a fast pace. What is current information could very well be obsolete by the time one graduates and gets into the work force. i.e. some pharmaceutical schools now require iPod Touches or iPhones for all students. These devices weren’t even on the market when the current juniors started college.
- The cost of college has increased over 400% since 1982. In contrast, the cost of living has gone up only 100% and the much maligned medical costs 200%.

- Starting out your work life with a large debt load is becoming less sustainable in light of the current economic situation.
- Cheap and easily available loans (that help fuel the high costs of college by the way) are not as accessible anymore.
- The reason many go to college is to earn more money. A high percentage of students spend large sums and obtain a huge debt load, but never finish college. Others finish, but never obtain jobs that pay enough to justify the cost of college or the big debt load.
- Now there are much cheaper, more practical, and effective ways to get an education besides going to a traditional college.
- For some, taking the money they would have spent on college, might be better invested in starting a business or building a house. The majority of wealthy people own their own businesses. Living in a home that is paid for can free you up to work at what you love even if the job doesn't pay well.
- Some high paying jobs do not require a degree, but instead years of apprenticeship. The building trades are an example. You are generating an income while you learn on the job. Debt and the stress of years of loan payments are not there. Run the numbers. Add up the years of lost wages while going to college: tuition, room and board, interest, travel, fees, and 100 other miscellaneous things. Contrary to what the college marketing machine says, the life time earnings of a college grad often is less. Unfortunately many of us still believe that the only way to earn more is with a college degree.

Relationships are a vital part of education. We learn best in and from good relationships.

Deception keeps us from knowing when we are being deceived and from learning for ourselves. It also keeps us from:

- Knowing we can be autodidacts and don't have to employ formal teachers to learn.
- Understanding that education *not* college will enable us to earn more money. Remember college is *just one way* to get an education.
- Understanding that education is first of all big business. The primary goal of any business is to make a profit. (*We know they are called non-profits. Another deception? People can make a ton of money from non-profits by getting a large salary and perks.*)
- Thinking about it. Could those who graduate from college earn more because smarter people earn more and colleges let in only smarter people.
- Uncovering the lies we have been led to believe both intentionally and unintentionally by our parents, family, and teachers.
- Recognizing that the most important thing in education is learning to discern deception.

Balance is crucial. The Frugal Prosumer understands that even though there are many drawbacks to the expense of college and formal education, they also know that at times the best way to get the education they need is in college. But when The Frugal Prosumers do this, they know the many ways to reduce the costs and to maximize their college experience.

This has been an overview of what is covered in greater detail in The Frugal Prosumer workshops, publications, and website at www.thefrugalprosumer.com.

Pillar 4 Health

The NuWay of Thinking about Health

- ★ **Physical health is based on being educated to learn how to discern truth.**
- ★ **Poor health affects all areas of the 7 Pillars.**
- ★ **The dilemma of health insurance.**
- ★ **Prevention & Self-care.**
- ★ **Dr. Google and Nurse Book.**
- ★ **Relationships are a vital part of health.**
- ★ **Deception keeps us from good health.**
- ★ **Balance is crucial.**

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in **physical health**.
- We need to **harm not the body** and to understand the way robber barons use **deception** to take our wealth and steal our **freedom to be healthy**.
- Leaving our **physical health** only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Physical health is based on being educated to learn how to discern truth. Being able to discern the truth about medical advice can be a matter of life and death. This is the reason most societies regulate their health care providers. Even with regulations the health field is rife with con artists, robber barons, and misinformation. There are a number of reasons for this misinformation:

- Folk lore and traditions are the basis for much of the world’s health care (even modern medicine). They include sound medical advice and centuries of experience. But even modern medicine is subject to misinformation. Information that hasn’t taken into account changing times, new discoveries, personal and regional differences or myths and superstitions. (Yes, modern medicine, as scientific as it is, has its own myths and superstitions.)
- The majority of people even in advanced countries self-diagnose and self-treat and get their medical solutions from other lay people for. 80% of all healthcare in the USA is provided not by the medical profession but by *mothers!* People share what they did or what someone else did. What they fail to realize is that there are different factors in each situation that affected the cure.
- Greed and the love of money is a major source of misinformation. Health care can become **just** a money making endeavor of selling materials, drugs, or services. It continues in the need for money to cover mistakes, the ridiculous cost of insurance a health care provider must have, and the need to recoup investments in education, medical equipment cost, research, etc.

- We believe we cannot discount “evil” as a source or cause of misinformation that leads to poor health. The goal of evil is to kill, steal, and destroy even at the cellular level. We need to study and be able to discern if the treatment needs to be spiritual, mental, medical, or all three.

Poor health affects all areas of the 7 Pillars. Your spiritual, mental, and physical states are very dependent on having a healthy body. Without good health it is difficult to function.

Poor health:

- Causes mental stress and affects our spiritual well being.
- Leaves us without the energy to learn or to be a good prosumer.
- Drains our financial resources, makes it hard to earn a living, and difficult to maintain what we have.
- Affects our safety and security.

The dilemma of health insurance is that it is a double-edged sword:

- We can be impoverished and lose our freedom by either paying high insurance premiums or not having insurance at all.
- Without health insurance it is virtually impossible to pay the high medical bills. On the flip side health insurance itself is a major contributor to the high cost of medical care.
- The high cost of health insurance and medical care leads many Americans to become indentured servants. How so? Indentured to a having to take a job because they need health insurance. Or if they choose not to have health insurance, they are one medical crisis away from being an indentured servant to years of debt.
- Health insurance will cost the average American over ¼ to ½ million dollars in their life times and even more if they have to use it. The other side is, if you don't pay your “protection” money to the health insurance companies it may cost somewhere between nothing and everything.
- Health insurance is misnamed. It is really sickness insurance. It's for your illnesses, not to keep you from getting sick. It doesn't “insure” that you stay healthy or well. Only you have the power to do that.
- We tend to equate health insurance with health itself. When we should be thinking prevention and lifestyle first.

Think about it: *Even if your employer is paying for your health insurance, you're really paying the bill. That's money your employer could have paid you.*

Think about it: *What a brilliant business plan. The health insurance companies get you to thank them because you don't have to pay taxes on the money they take.*

Think about it: *Try to ask your employer for the money instead of health insurance. Who tells them they can't give it to you?*

Prevention & Self-care should be the first consideration in maintaining health. There are many things that we can do to keep ourselves healthy or take care of ourselves if we get sick or injured.

Remember:

- Depending on who you talk to, 50% to 90% of health issues are lifestyle related. *Alcohol, smoking, drugs, lack of exercise, diet or drinks, promiscuous sex, stress, work, etc.*
- There are many simple remedies that one can practice at home. Hot and cold packs, herbs, teeth care, weight loss, prevention, etc.
- There are many medical self-care resources and tools available to us these days. You can know more than a doctor does on a certain subject which can be both good or bad. Wisdom and care are necessary. Dr. Google and Nurse Books used properly are very powerful medical tools. A good library of medical books can be purchased at the cost of one insurance payment or visit to the doctor.

Relationships are a vital part to good health. Relationships are a source of information. We don't need to run to the clinic for every little ailment if we have a good network to call on. However good and trusting relationships with health care workers make all the difference in the world when health is at stake. Relationships alone can be health-giving.

Deception keeps us from good health. Deception keeps us from taking personal responsibility for our life style. Deception keeps us from learning about crucial healthcare issues. There have been and will always be deceivers in the health care industry. When it comes to our own or our loved ones health, we are willing to obtain it at any price. The robber barons know that too.

Balance is crucial. Treating illness with only the spiritual, with only mental, or with only medical perspective can kill. It takes work and study to get the right balance of using books, the internet, self-care, the medical profession, alternative medicine, insurance, life style, etc. That is why we depend on health care workers that have spent so much time studying, becoming experienced, and knowledgeable in these areas. A complete rejection or relying on only one source can be just as unbalanced or dangerous as believing everything they say.

This has been an overview of what is covered in greater detail in The Frugal Prosumer workshops, publications, and website at www.thefrugalprosumer.com.

Pillar 5 Financial

The NuWay of thinking about Finances

- ★ **Financial health is dependent on physical health.**
- ★ **The only way to acquire financial wealth is to spend less than you take in.**
- ★ **Your family is a multimillion dollar business!**
- ★ **Every business needs a Profit & Loss Statement** (Income & Expense Form).
- ★ **You need to earn more than a dollar for each dollar you spend.**
- ★ **Life units are the best way to measure your true hourly wage.**
- ★ **Taxes, interest, and “fees” are major wealth reducers.**
- ★ **The NuWay of thinking about money is in fact the old way.**
- ★ **Investing your time in prosumer skills, knowledge, goods, relationships, and reducing expenses.**
- ★ **Most wealthy people have their own business.**
- ★ **You can retire when expenses are less than passive income.**
- ★ **Relationships are a vital part of financial freedom.**
- ★ **Deception confuses us and allows the robber barons to steal our wealth.**
- ★ **Balance is crucial but easier said than done.**

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in **financial health**.
- The love of money is dangerous and we need to understand the way robber barons use **deception** to take our wealth and steal our **financial freedom**.
- Leaving our **financial health** only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Financial health is dependent on having physical health. Our earning power is our greatest financial asset. Poor health drains our financial resources, keeps us from earning, and reduces our ability to be good prosumers.

The only way to acquire financial wealth is to spend less than you take in. The formula is very simple: $\text{Income} - \text{Expense} = \text{Wealth}$.

There are only two options to increase the financial wealth side of the equation:

- Take in more.
- Spend less.

The robber barons prefer us to choose option one. More financial wealth increases the chance of the robber barons extracting it from you. Option two leaves them scratching their greedy little heads as you retain your hard earned wealth.

If you want to build wealth, you can know how you are currently doing by running the numbers.

The formula is simple:

- Spending less than you earn! = Building financial wealth.
- Spending all you earn! = Living paycheck-to-paycheck.
- Spending more than you earn! = Building debt and bondage.

Are you building wealth or debt? Remember financial wealth is only one part of wealth.

Your family is a multimillion dollar business that will bring in a million dollars or more in your lifetime. Each family member has a responsibility to work at making this business profitable. Teaching our children business skills is one of the most important things to educate them in. As they see and participate in the workings of a home (“The Family Business”) they will be prepared for the future.

Every business needs a Profit & Loss Statement otherwise known as the Income & Expense Form. This form will help you track all income and expenses. Upon completing it you will know how much money you are bringing in (profit/wealth) each month or how much you are getting behind each month (loss/debt). To achieve your goals without knowing these numbers is virtually impossible. An Income & Expense Form is provided for you at the end of this workbook. Feel free to copy it for yourself and give copies to friends and relatives.

You need to earn more than a dollar for each dollar you spend. Taxes and other fees are the culprits here. Buying a \$100 item requires that you earn \$130 or more before taxes and other deductions.

Life units are the best ways to measure your true hourly wage. A life unit is what something costs based on how many hours of your life you need to work to get that money. First, figure your real income. Take the total amount you earn per year and subtract payroll deductions and job related expenses (commuting cost, office donations, tools, coffee, lunches, convenience foods or eating out because no time to cook, child care, clothing, nylons, cost of an extra or nicer car, cleaning help, etc.). Add up all job-related hours (commuting, additional time getting ready for work, unwinding time, homework, etc.) and divide that into your yearly income. This will give you what you are truly earning per hour or what we call a life unit. Now when you buy an item you can figure out how many hours of your life it costs. This can help you determine if you really want to spend that many hours of your life on that item or something else (a vacation, semiretirement, with family, etc.) Don’t forget to add the hours and cost to maintain, store, and protect the item.

The “necessity” of your spouse working is another consideration in life unit figuring. Again, take a look at true hourly earnings. For this to be a negative number is not unusual, especially if childcare is involved. Working on spending less might be more profitable. When deciding whether a second income is worthwhile, be sure to include all work related expenses mentioned above,

For more detailed information on life units and how to retire early read Joe Dominguez & Vicki Robin’s excellent book, *Your Money or Your Life*.

Taxes, interest, and “fees” are major wealth reducers for you and wealth increasers for those who take it from you. Hanging on to your wealth will be very hard unless you find ways to reduce them. Ignoring these expenses doesn't make them go away but they will make your money disappear. There are many things you can do to legally reduce or eliminate these “taxes” (interests and fees are just other forms of taxes).

Some major ways to eliminate these costs is to have your own business, avoid debt, be a prosumer, and function in the non cash economy as much as possible.

The NuWay of thinking about money is in fact the old way of functioning with minimal cash. We tend to believe the only way to obtain things is with money. Just a few generations ago money was only one of the many ways to meet needs. Some of the ways you can replace that cash exchange is by: doing it yourself, bartering, sharing, helping others, co-oping, gifting, networking, hosting Frugal Prosumer Gatherings, etc.

We need to overcome the idea that cashless alternatives are not as prestigious or as good as acquiring things with cash. This belief can make us indentured servants to jobs of drudgery. We invite you to think in a NuWay. Think hard about the role and the control money has in your life. Then think about how you might live just as well or even better with less of it.

Investing your time in prosumer skills, knowledge, goods, relationships and reducing expenses is more secure than traditional investments. Remember investing in reducing expenses is another way of increasing income and has several distinct advantages.

- “Earnings” from these investments are not taxed.
- These “reducing investments” pay “dividends” in up or down times and unlike traditional investments, there is minimal risk of loss.
- They keep pace with inflation and inflation may even increase its value.
- They keep on paying no matter what happens in the economy or your job. i.e Investing your time in making a house more energy efficient may mean you need \$100 less a month for the rest of your life.
- You feel more secure and in control of your investments.

Investing in prosumer skills (do-it-yourself skills) and education (not necessarily just college) can add to your earning power and reduce expenses.

Investing in goods such as a six month supply of food and necessities has the benefit of acting as a form of insurance. You'll still get to eat even though you have no money.

Most wealthy people have their own business. This is one of the best ways to reduce the tax bite. The first step to running your own business is gaining skills by properly running your home (“The Family Business”). Tracking income and expenses is crucial in both.

Not only is owning your own business a good road to wealth, it is a vital part of ensuring your economic security. It reduces your dependence on financial investments, corporate jobs, and on Social Security if it fails. Get started by starting your own “mini business.”

Some things to consider when choosing what your business could be: Can it be run part time or full time as needed? Can the whole family contribute to it? Does it fit your passion, skills, and personality? Is the income potential there? Is it sustainable in up or down times? Does it contribute to the well-being of mankind and the earth? Is it based on a passing fad or necessities that can't easily be replaced by outsourcing or technology? Can it be done locally

or through telecommunication? Is it dependent on costly fuel and transportation? Does it have a low startup and overhead cost and meet a specialized niche? Is the service or product for what others need or want but don't have the skills or resources to accomplish? Is the product or service easily barterable? Does it allow for your chosen life style and reasonably low stress level? Does it allow time to make this world a better place.

Some businesses that are always in demand are: patient care, dental care, elder care, mental health care, pharmacology, building trades, and legal help.

You can retire when expenses are less than passive income, not just because you turned 65. Passive income is money that you do not have to physically work for. i.e. investments, social security, etc. Many people think that retirement age is 65. If the economy is bad or there has been poor planning retirement could be delayed to well beyond age 65 for many. The good news is that a person can retire anytime before 65 if they figure out a way for passive income to be greater than expenses.

The formula for early retirement is simple. Decrease expenses and/or increase passive income. Decreasing expenses before retirement has some distinct advantages. It gives you more money for retirement or to invest in passive income. It is also a good test to see if you can survive on the lower amount when retirement time comes.

It's very difficult to keep expenses low enough to retire if your house is not paid off. Many unknowingly cancel their retirement by taking equity out of their home. If you have to come up with a house payment of \$1,000 per month, you need another half million in your retirement fund.

Debt can greatly reduce one's freedom, increase expenses, and delay retirement.

Early retirement is a worthy goal if you use it to better the world.

If you plan ahead, you can extend the time you live in your own home in the retirement years. When choosing a home or fitting a home for retirement needs, you will want low maintenance, no steps, wheelchair accessibility, lever door knobs, etc. Put that expense up against assisted care costs and see what you come up with.

Relationships are a vital part of financial freedom. Maintaining financial health and living is impossible without good relationships. By far the most important investment is good relationships with family, friends, coworkers, nature, and God. You need people, not money, whom you can depend on when the chips are down. Relationships are a great form of insurance. Relationships are worth the effort to cultivate.

The motive in this section is to be a giver and consider the needs of others but not giving to get in return. All that we have should be held loosely. These are some examples of how our family has benefited from good relationships:

- Many job referrals have come through friends.
- Our family and friends are happy to share where the good deals are.
- All of us have been happy and willing to share our surplus with others.
- Counsel on health issues shared among our community of friends has saved us money.
- Shared skills keep expenses down.
- Barter is a natural part of our relationships.

Deception confuses us and allows the robber barons to steal our wealth. Deception keeps us from taking personal responsibility for our financial health and from learning good financial management skills. We need to be constantly aware of the GMMM (Great Myth Marketing Machine) and how it is subtly putting the cart before the horse. Our wealth can be stolen through outright lies, but remember the best deceivers never lie. Instead they present or leave out truths in a way that deceives.

Any time you feel confused, check to see if that confusion is rooted in some form of deception. Remember the hard part is: If you knew it was deception it wouldn't be deception!

Balance is crucial but easier said than done. The total acceptance of financial advice from professionals is just as dangerous as rejecting everything they say. Being excessively concerned about finances can make us just as unbalanced as not thinking about them at all. Be aware of swinging too far on the pendulum between penny pinching and overspending.

Only taking or never being willing to take are dangerous extremes. There is a time and a place for both and each holds an important part in relationships and life. Avoid the greed of becoming only a taker or the pride of being so independent that you don't allow others to bless you or to be blessed by giving.

One needs good balance when accepting government assistance. On one hand there are those who use it to the max and never try to improve themselves or their situation. On the other hand some feel they would "never take a penny of government money or anyone else's!" They feel that those who do are naughty slackers. Remember all of us take government money and money from other people in some form or other. If used properly and in a timely manner, the funds that are there to help in time of need, can help one survive or give a person breathing space to take the next step up.

As was said, you can go from the extreme of penny pinching to the other extreme of over spending. Both will bring stress and eventually choke you to death. In one area you need to give yourself a break or you will break. In the other you need self-control. Finding the middle ground is difficult. So happy hunting.

This has been an overview of what is covered in greater detail in The Frugal Prosumer workshops, publications, and website at www.thefrugalprosumer.com.

Pillar 6 Prosumer

Prosumers are people who, as much as possible, strive to reduce their dependency on the money economy and produce more of what they consume. Short for a “producing consumer.”

The NuWay of thinking about Prosumerism

- ★ **Understanding finances is essential for The Frugal Prosumer.**
- ★ **Prosumers produce as much as they can of what they consume.**
- ★ **Living outside the money economy.**
- ★ **The Family Business.**
- ★ **Working for The Family Business and bringing in “UnIncome” by reducing expenses .**
- ★ **Frugal Prosumers are true recyclers.**
- ★ **Relationships are a vital part of being a prosumer.**
- ★ **Deception confuses us and allows the robber barons to steal our life.**
- ★ **Balance is crucial but is easier said than done.**

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in becoming a **prosumer**.
- We need to embrace simplicity and to understand the way robber barons use **deception** to steal our freedom to be **prosumers**.
- Leaving our **production** of goods and services only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals even though we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Understanding finances is essential for The Frugal Prosumer. They know how each economic decision affects the well-being of themselves, others, and the planet.

Prosumers produce as much as they can of what they consume. They have a healthy mix of producing things for their own consumption and consuming things produced by others. They are opposed to adding to the landfill of life.

Reduced spending usually means less negative impact on the environment and an increased enjoyment of life (i.e. spending less hours at a job you don't love and having more time to do the things that are important to you).

Prosumers:

- Build wealth even when they spend.
- Increase the value of each purchase and each relationship.
- Minimize spending by producing as much as they can for themselves.

Living outside the money economy means doing as much as we can without the exchange of cash. Frugal Prosumers understand that totally getting out of the money economy is an impossible goal for most of us. However, they also know the more they succeed in living outside the money economy, the more secure they become.

As we move away from the money economy (not using cash) we are less likely to fund the evils of politicians, governments, corrupt religious leaders, robber barons, and others. By not supporting them through taxes, buying products, and “tithe”, we have more time and resources to apply to areas we believe will make a real difference. Complaining won’t help. Become a prosumer and you will stop funding what you disagree with.

Without money, these groups are greatly hampered (not eliminated). So you see, the most important tool of aggression is not guns and bullets but cash.

If the love of money is the source of all evil, the reduction of money in our lives gives us fewer chances to fall into that trap. But in the interest of balance we also must not forget that the lack of money can also lead to evil.

Throughout the ages one major path to spirituality has been the renouncement of money. On the other hand, much corruption in the religious community arises because of the love of and misuse of money given to them.

The more money we have, the greater the need will be to increase the effort and time to protect it. There are always those who want to take it from you and this can be accomplished legally or illegally. If our need for money is minimal, we’ll feel more secure. Growing our own food, reducing expenses, buying used, etc. can free us up and make investments less worrisome.

The money we have or the lack of it can be a major cause of mental stress in our lives and in our marriages. Learning how to reduce the need for money can greatly minimize the stress involved in losing it, keeping it, spending it, etc.

“The” Family Business is different from “A” Family Business. Read on, we’ll get the terms straight in a bit. When we say The Family Business, we are not talking about a commercial business like a small home based business or a large industry. Some sort of A Family Business is almost a must for The Frugal Prosumer, but that is discussed in the Pillar 5 Financial section of this workbook and other Frugal Prosumer publications.

Frugal Prosumers understand that each family is a business. A business that will take in a million or more in its lifetime. Frugal Prosumers know that the key to wealth and security is keeping as much of those millions as they can and especially keeping it out of the hands of the robber barons. If we can run The Family Business well, we will have the basic skills to running A Family Business. Frugal Prosumers know that one reason the truly wealthy have become wealthy is because they own and manage their own businesses and The Family Business well.

Working for The Family Business and bringing in **“UnIncome”** by reducing expenses can produce more wealth than going out into the work force! (This is especially true if the second income provider factors in childcare and other work-related expenses.)

Prosumers understand a secret that makes no “cents” to the average consumer. They know that there is another way to increase income besides bringing in more wages. They use this knowledge to beat the system, build wealth, and live free.

Research shows that, one of the best ways for a business to increase its profits (income) is to cut expenses. For example, a business could make \$20 in two ways. Sell two items for \$100 and bring in a profit of \$10 apiece or cut expenses by \$10 and make \$20 on one item. In effect, cutting expenses by \$10 is the same as another \$100 sale. What a difference! A \$10 expense cut equals a \$100 sale! Instead of finding two customers, they need only one.

This works similarly in The Family Business. Cutting living expenses by \$100 has the same effect as getting a \$130 pay raise. (Depending on your income and sales tax rate you need to earn \$130 or more to buy \$100 worth of stuff.)

Other advantages of UnIncome are: you're your own boss; you can't be laid off, downsized, or fired; you have flexible hours; you can have tons of fun; you can choose your own coworkers (family and friends); you have more time with your spouse and kids; you have more time to help the bread winner figure out how he can earn more while working less; early retirement or semiretirement becomes a reality; you have a sense of security, self-sufficiency, and self-worth; it builds wealth no matter what the economic conditions are.

Is this a hard idea to grasp? Two points for the robber barons. They've earned their pay by convincing us that the only way to increase our well-being or wealth is to bring in more cash. Pa-a-leeze! This works to their advantage in a number of ways. We keep on slaving away for them even when it's to our detriment. They get a percentage of every dollar we earn (taxes, dues, interest, fees, "tithe", etc.). They get more opportunities to use their GMMM (Great Myth Marketing Machine) to persuade us to spend our hard-earned money on things we don't need and don't know we had to have, in order to impress those we don't care about! Oh! They're good at it!

Our goal is to get our house expenses part of The Family Business to ZERO. Take a deep breath. Or . . . even better yet, get our house to make us money! Then we wouldn't have to hire ourselves out at all. We could even semiretire if we wanted to. We know what you're thinking. That's impossible. That may be true, but the closer we get to that point, the better off we are.

So how could a house make money instead of costing you? Rent out a room, part of your property, the garage, or made an apartment out of your basement. Turn your house into a bed and breakfast. Generate solar electricity and sell it to the power company. Grow food instead of a lawn. I'm sure you can come up with other ideas!

Reducing expenses might be the best way to increase the profits of The Family Business. A wage increase at your place of employment is only good as long as you have that job. However, a wage increase from reducing expenses goes on year after year regardless of your job situation. Whatever decision you make you need to run the numbers! This is an important business practice.

So let's start bringing in UnIncome by cutting expenses at The Family Business. To begin with we need to take a look at each area of spending on The Income & Expense Form. That done, we'll have a better picture of some ways we can start bringing in UnIncome immediately. A copy of The Income & Expense Form is at the back of this book or can be printed off by going to www.thefrugalprosumer.com.

UnIncome from reducing the cost of your house

To get the highest “salary” of UnIncome, we need to start with the largest expense. That’s the most likely place to find the greatest payoff. Here comes housing again, one of your largest expenses.

Be a good Frugal Prosumer and don’t ignore the obvious. Usually the smaller your house is the less your expenses are. We say usually because it could be totally inefficient in every way but let’s assume it’s built right. If you cut your house size by 25%, there will be a 25% reduction in heating, utilities, maintenance, taxes, cleaning time, furniture, etc.

The rent versus buy issue is not cut and dried. It greatly depends on your individual situation, needs, and desires. Renting doesn’t always mean you’re throwing your money away. Surprise! If you do it right, renting can put more money in the bank than home ownership.

Let’s just think about this! Say you buy a \$100,000 home and sell it for \$200,000 twenty years later. After you deduct the interest you paid over the twenty years, you probably didn’t make any money on it. What if you had taken the same \$100,000 you paid in interest and had invested it in something else? Hmmm!?

Quiz time! Which takes more money from you? Paying 560% for several weeks on a payday loan or paying 7% interest on a home loan for thirty years. No peeking.

The best way to beat the system is to keep your income under \$15,000 a year. This isn’t possible if you have to use earned income (taxable income you have to physically work for) to pay for your housing. If you can pay off your house or find some other way not to use earned income to pay for housing, you are well into the master prosumer category!

Here’s another chunk to chew on. Build or fix up a house, live in it for two years, if you home-school make it your home-school “curriculum”, and sell it tax free. It’s one of the very few “businesses” that doesn’t pay a cent of tax. Nope. Not even social security!

Increasing income by reducing cost of house utilities

When it comes to utilities, what’s good for the pocket book is usually good for the environment. The Frugal Prosumer uses some or all of the following ideas to bring in UnIncome.

Heating and cooling can be your major utility cost (depending on where you live). Consider turning down the thermostat, dressing warmer, heating only part of the house, insulating the house better, moving into a smaller house, installing passive or active solar, burning wood, etc. Can you tell, we’re from Up North?

Electricity is a wonderful “servant.” Its cost can be reduced by using CFL (compact florescent lighting) or LED lighting, installing more windows instead of light fixtures, using a solar clothes dryer (three points if you guess what that is), etc. Awhile back we bought a Kill-a-watt meter. It has been an indispensable tool for measuring the electric usage of any appliance we have. It’s a great educational tool also.

Water has become an expensive and precious commodity. Collect rain water that runs off your roof, use a low flush or sawdust toilet, use grey water for watering your plants, etc.

Cell phones and internet have made our budgets go bug-eyed over the last few years. Why not consider sharing internet, using prepaid phones, internet phone, etc.?

UnIncome from reducing cost of transportation

Owning a car is the largest expense some will have in their lifetime. Yes, maybe even more than housing. Some ideas to consider are: get rid of that second vehicle, reduce driving time, ride a bike, walk, sell all your cars (gasp), buy auto insurance with a higher deductible or drop full coverage if it's an older car, share a car, carpool, keep your car longer, become a hypermiler, (someone who greatly increases their gas mileage through driving techniques such as avoiding jackrabbit starts, planning ahead to minimize using brakes, driving more slowly), etc.

UnIncome from reducing food costs

The Frugal Prosumer knows how to eat well and can do it at a very low cost. Some ideas are: grow some or most of your own, grow sprouts in your kitchen, preserve your own food, eliminate or reduce eating out, forage for wild foods, acquire and utilize good kitchen tools, etc.

UnIncome from reducing child or elder care

When your children participate in The Family Business and A Family Business they become an asset instead of a liability. They can be a part of reducing expenses thereby bringing in UnIncome. Barter for or share child or elder care. Build a "Nanny house" (an apartment, a small home, or an addition on your house) for elderly parents.

UnIncome from reducing clothing costs

The Frugal Prosumer knows how to dress in style without breaking the bank. They are firm believers in recycling clothing for their own use or for others to use. Think garage sales and thrift shops! Do you know that we also "wear" our house or car? Dressing expensively in those two areas can rob you of wealth.

UnIncome from reducing technology costs

I've been a computer consultant and educator for many years. So what do I have to say about this issue? I've told Mary many times that someday I might just give up computers completely like some former computer consultants I know. But . . . for now the advantages of having the world of information and knowledge at our finger tips is so great that it would be counterproductive to give up our computers. (Yes! We have a complete network of about a dozen computers and iPod touches in our home.)

Since the inception of the PC (TRS-80's and the Mac Plus.) I have produced publications and designed databases and accounting programs on computers, set up hundreds of computerized accounting systems, been in charge of hundreds of computers, bought and sold many computers, plus more. Though I am always on the cutting edge of new programs and technology, I never spend money on expensive equipment. I feel I can get more out of a computer than most people and I do it on older equipment most of the time. I can make Windows or Macintosh computers dance. I consider myself an efficiency engineer. A Macintosh computer is the ultimate frugal prosumer tool by far. Dance with me, baby.

UnIncome from reducing gift and recreation expense

The Frugal Prosumer doesn't believe that the only way we can show our love is to give expensive gifts. The Great Myth Marketing Machine would have us believe that and works at accomplishing it. Frugal prosumers find fulfillment and joy in giving gifts they have personally produced or haven't broken the bank on. They also believe that a great vacation doesn't have to cost a month of labor.

Frugal Prosumers are true recyclers not just "posers". They make recycling an art form and a way of life. None of this token recycling of aluminum cans and plastic water bottles. Frugal Prosumers will actually use the can or the bottle. They even recycle the recycled!

The ultimate environmentalist is really the ultimate Frugal Prosumer because it makes "cents". Think used not new: cars, computers, clothes, electronics, building supplies, etc. They even find creative ways to not only recycle tires, shipping pallets, tin cans, bottles, etc. but they use them as raw material for new creations and even can recycle their sewage! Hold on now, we'll get to that later. And let's not forget recycling your physical energy (using exercise to do real work instead of throwing it away on exercise machines).

Relationships are a vital part of being a prosumer. Without good relationships it's impossible to live The Frugal Prosumer lifestyle fully and freely. Developing and maintaining good relationships with God, family, friends, coworkers, and nature is time well spent.

Deception confuses us and allows the robber barons to steal our lives. Deception keeps us from taking personal responsibility for producing what we use and steals from us the benefits and joys of prosumerism.

Balance is crucial but is easier said than done. The total acceptance of anything businesses or organizations promote is just as dangerous as rejecting it all. Being excessively concerned about being a prosumer can make us as unbalanced as not thinking about it at all. Be aware of letting the pendulum swing too far either way towards consumerism or prosumerism.

Our book *The Frugal Prosumer Philosophy* covers in greater detail how we personal do this.

This has been an overview of what is covered in greater detail in The Frugal Prosumer workshops, publications, and website at www.thefrugalprosumer.com.

Think Different! Live Free!

Pillar 7 Security

The NuWay of Thinking about Safety & Security.

- ★ Safety and security is dependent on good prosumer skills.
- ★ Common mistakes people make when dealing with insurance.
- ★ Frugal Prosumers are skilled in finding ways they can self insure when possible.
- ★ Learning and using survival skills as a regular part of life brings a sense of security.
- ★ Taking personal responsibility for your own safety & security.
- ★ Defending self, home, and family.
- ★ Long term planning and retirement.
- ★ Relationships are a vital part of safety and security.
- ★ Deception keeps us in fear and from taking responsibility for our own security.
- ★ Balance is crucial.

The Frugal Prosumer understands that:

- **Relationships** and **community** play an important role in our **safety and security**.
- We need to **promote safety and security** and to understand the way robber barons use **deception** to take our wealth and steal our **freedom to be safe and secure**.
- Leaving our **safety and security** only in the hands of the professionals opens us up to potential abuse and the loss of freedom. At times we need and want professionals and we need and want our old ways. BUT following The NuWay is taking steps toward a **balance** between the extremes of blindly following the professionals or stubbornly continuing with “MyWay.”

Safety and security is rooted in good prosumer skills. If our prosumer skills are good, we become safe and secure. If we are more secure, building wealth is easier.

Common mistakes people make when dealing with insurance are:

- Not knowing there are many forms of insurance besides what insurance companies sell. The Frugal Prosumer knows that commercial insurance is a small part of the picture and even much of that can be whittled down as we become better Frugal Prosumers.
- Being more concerned with the small loss (low deductibles) than the big loss that can ruin them. Insurance is to protect you from those large losses that can destroy you. The small losses, though difficult can be weathered.
- Treating insurance as a form of lottery or get rich scheme. Insurance is not about a “lottery pay off.” Instead it’s intended to cover the bread winner’s lost income.
- Not understanding that insurance needs can also be met by planning ahead (personal responsibility), relationships, and community cooperation.
- Believing the GMMM (Great Myth Marketing Machine) and the robber barons that say we are not properly caring for our family unless we have *their* insurance.

Frugal Prosumers are skilled in finding ways they can self insure when possible.

They understand:

- Life insurance *isn't* life insurance. *It's* death insurance. Insurance companies know selling death insurance is harder since people don't like to talk about death. Life insurance does nothing to keep you alive. What if you spent that money on *real* life insurance? Lifestyle choices that keep you safe and healthy!
- Health insurance *isn't* health insurance. It's sickness insurance. It may even have the opposite affect if it makes you more careless. If Americans spent as much to keep themselves healthy as they spend on health insurance (around quarter to half a million dollars in their life time), we would have much less need for health insurance.
- Insurance is not about *preventing* problems. It's about *fixing* problems. Prevention is far superior to fixing.
- The best insurance is a lifestyle that keeps you healthy so you won't need "death" and "sickness" insurance.
- That a paid off house, emergency fund, food stockpile, minimal fixed expenses, and a community of good relationships are some of the best form of retirement, workman's comp, unemployment, disability, health, etc. insurance.
- Liability insurance is a *civilized* form of paying criminal protection money or saying if you mess with (sue) me I have big guns (my insurance companies lawyers) that you will have to face. I.e. Doctors buying liability insurance to protect themselves from rogue lawyers and individuals who use liability suits as a way to rob the wealthy. Or Individuals buying health insurance to protect their family, house, future income, and possessions from rouge medical of financial institutions or being put into a debtors "prison".

Think different! What about:

- Building a stone, partially underground structure that reduces the need for fire or storm insurance?
- Becoming judgment proof, by having no assets, that lawyers can get their hands on?

Learning and using survival skills, as a regular part of life, brings a sense of security. The Frugal Prosumer uses hobbies and recreational activities such as: camping, gardening, hunting, sewing, building things, etc. as a fun way to develop survival skills which contribute to their safety and security.

- Camping develops the skills of keeping warm, building a shelter, using wild food and herbs, practicing first aid and emergency medicine, cooking on a hobo stove, etc. Knowing, if you have to, you can survive with nothing more than what you have in a backpack can reduce mental stress. The simple skills you develop can carry you through an economic or natural disaster.
- Hunting and fishing can lower food bills and supplement when the income isn't there.
- Gardening and raising animals teaches survival skills of living off the land, providing ones own healthy food, and being gentler on the earth.
- Sewing and building things are not just great prosumer skills, but they give you a sense of satisfaction and security.

Like anything in life these ideas are not guaranteed, but they tend to bring a greater sense of security, peace of mind, satisfaction, and health.

Of course the ultimate survival skill is to develop the mind through gathering information and implementing that knowledge in new and creative ways so that you have the ability to maximize available resources and relationships. Storing information in the head is one of the best ways to protect yourself from being robbed.

Taking personal responsibility for your Safety & Security is an important step to peace of mind. To be more secure an emergency plan should include an emergency fund, stock of food, and survival skills instead of depending on the government or others to protect you. Frugal Prosumers take the responsibility of having a contingency plan in place. Because of their skills, Frugal Prosumers are much better able to handle the following disasters:

- Natural disasters such storms, floods, fire, tornados, etc. They have a family plan that has ways to communicate, where to meet, what to do, bug-out-kit, etc. Because their daily living includes money and environmental saving habits, they are well prepared if the utilities go out: i.e. Wood & solar heat, warm clothes and bedding, solar rechargeable batteries, rain water collection, saw dust toilet, hobo stove, etc.
- Job or loss of income, retirement, disability, bad economy, etc. UnIncome is a great form of unemployment insurance.
- Health problems, disability, taking care of someone, etc. They have skills and relationships to help them handle these.
- Man made disasters such as war, socialism, anarchy, crime, nuclear, EMP (Electromagnetic pulse), terrorist, famine, shortage of goods, hyperinflation, depressions, recessions, etc.



Frugal Prosumers feel more safe and secure because they are proactive in:

- Their own healthcare and have stockpiled medical manuals, supplies, and know how to use them.
- Having available information not just on their computer or internet but in their head and personal library.
- Having an emergency fund that consists of cash, items, and skills to barter.
- Being able to garden, forage, preserve, and prepare food no matter what the circumstances.

Defending self, home, and family. Self Defense is more than just learning martial arts. Frugal Prosumers know how to protect themselves by being in good physical shape, knowing how to read criminal behavior in order to avoid it, knowing how to project an appearance that makes them less likely to be a victim. They know that in most cases victims are not people who are attacked but they are attacked because they are already victims.

Frugal Prosumers protect themselves and their families by knowing that:

- Telling their kids to find a policeman when they are in trouble isn't always practical. (How often is a policeman around?). Instead *they* should choose a woman and ask her for help. Or if an adult is trying to get them, to crawl under a car where a bigger person can't reach them. Then there is old the rule "don't talk to strangers". Come on, we do that all the time. ("Now Johnny, say hi to the nice stranger lady at the check out.") We want our kids to learn how to build relationships, but they need to know how to read the warning signs.
- That if they are in a public area and a criminal threatens to kill them, if they don't get in the car, that they should **not** get in the car. If the criminal has no qualms about killing where

people are around, then your chances of survival are even less if they get you alone. Better to be killed someplace where you can scream for help or attract attention.

- Resources such as Gavin De Becker's books, *The Gift of Fear* and *Protecting the Gift* can save your life.
- Martial arts classes can be very valuable, but they also realize that even in martial arts there are weight classes. This means the "big guy" has the advantage. One of the best defenses is the ability to run away fast because you're in good shape.
- Awareness and being observant are the most important self defense skills.
- People, not guns are dangerous and if they own one, they have thought through the scenarios as well as the psychological impact of using it on a person.
- If they own less conspicuous possessions they need less time and energy to devote to protecting and defending them. "Wearing" expensive houses, cars, electronic equipment, and designer brands attract criminal attention.
- Building community and relationships with neighbors helps reduce lawlessness. (Even nosey neighbors can be helpful in stopping crime.)
- Dogs are a good prosumer alarm system.
- Using a Macintosh (Apple) computer is one of the best ways to protect themselves from viruses, spyware, phishing, bots, herders, etc. Are we prejudice?
- Anything sent by cell phone, cordless phone, or the internet is like sending a post card in the mail. It can be read by others and is a permanent record as well. (Anything placed on the internet, Facebook, emails, etc are there forever and can and will be viewed by your future employers, college admission personnel, police, criminals, etc.
- We used to have to worry about being robbed at knife or gun point. Nowadays we are robbed in a more civilized white collar way by robber barons, business schemes, identity theft, high interest rates, fees, get rich quick schemes, online fraud, etc.
- As economic times call for budget cuts or if times go bad, the services such as police, fire fighters, or ambulance help will be less available. (If you long to get away from it all and live in the country, realize that your access to these services can be a long way off or cut off.)

Long term planning and Retirement. Frugal Prosumers are well prepared for retirement because their expenses are so low that they can survive without much money. This is mentioned in Pillar 5 on finances. The wise frugal prosumer has given consideration to the fact that there is life after death and has planned accordingly.

Relationships are a vital part of Safety & Security. Without good relationships living The Frugal Prosumer lifestyle is impossible. Working at developing and maintaining good relationships with family, friends, coworkers, nature, and God is important.

Deception keeps us in fear and from taking responsibility for our own security. Deception confuses us and allows the robber barons to make us afraid and vulnerable so it easier to sell their products or services to us. This fear keeps us in their power as it makes us become dependent on only their protection.

Balance is crucial but is easier said than done. The total acceptance of anything businesses or organizations promote is just as dangerous as rejecting it all. Being excessively concerned about our safety and security can make us as unbalanced as not thinking about it at all. Unwilling to take risks can be the biggest risk of all. Be aware of swinging too far on the pendulum toward safety or risk.

How a Prosumer can Save the World with a Sawdust Toilet!

The sawdust toilet is an example of how a Frugal Prosumer solves a multitude of issues with one simple solution. Even if it is not practical to make use of this idea in your everyday life, there may be some place it could be of practical use to you. I.e. Camping, big gathering instead of the unappealing port-a-potty, emergency sanitation, or just to impress your friends on how you take recycling to an extreme.

The sawdust toilet addresses a number of major world problems such as:

- Water shortages.
- Water pollution.
- Famine.
- Poor sanitation (a major cause of sickness in the world.)
- Using expensive chemically based fertilizers.
- The cost of huge, expensive, and complicated sewage infrastructure.
- Being prepared in case of disaster or breakdown of civilization.
- Global warming, global cooling, and anything in between.

The Problem

The lack of clean water, sanitation, and food lead to much of the sickness, disease and suffering in this world. Once one understands the following amazingly-simple solution that is available to the people of the world, some of these world problems can be solved. Here are some facts:

- What we call water “pollution” translates to over-fertilization from sewage. This over fertilization promotes the growth of algae in the water which eventually leads to putrified water and killing of aquatic life.
- Urine is sterile and has a high content of nitrogen (an important ingredient in fertilizer).
- Waste products such as sawdust, dead leaves, and paper are carbon products. Carbon added to urine (nitrogen) neutralizes the smell. This combination forms compost (an excellent plant-growing medium).
- Recycling body waste is a major way to stop polluting our lakes and rivers. It saves thousands of gallons of purified drinking water from being transported to your house to flush down a cup of urine. Then this water is returned through miles of expensive infrastructure to get cleaned up again.
- Body waste is a free fertilizer. It has been used for thousands of years by many cultures in food production. With proper processing you have a sanitary product.

The Solution:

1st step: Make the necessary mental adjustment.

It's not really as bad as it smells sounds. We have been raised in a society that is so wealthy that we can afford to just dump and forget. We spend our time recycling things that barely make an impact on the world. But we're literally sitting on the low-tech low-cost solution to major world problems.

2nd Step: Use a sawdust toilet. Here's how to do it!

You need a 5 gallon bucket, a toilet seat, and a frame to hold the toilet seat over the bucket. This set up can be very classy or as simple as you choose. After each use throw in a cup or so of sawdust to cover everything. There is no smell if this is done right. When it starts to get full, take it out and compost it in a compost pile. Compost it for a year and ta-da you have a wonderful good plant-growing medium. Composting kills harmful bacteria. If you are uncomfortable with using this compost on the veggie garden, you can use it on your fruit trees or any plants you're not going to eat. Maybe the first baby step could be to compost only your urine which is sterile. I'll let you figure out how this is done.

In one fell swoop of recycling you have helped solve a number of major world problems. You have:

- Recycled waste that was a source of pollution and made it an asset instead of a liability.
- Become a major water conservationist by not polluting thousands of gallons of water.
- Reduced dependency on expensive chemical garden fertilizers.
- Improved the condition of the soil.
- Implemented an inexpensive, environmentally-sound solution to recycling your sewage. You can also use it instead of your garbage disposal to recycle kitchen waste.
- Not only that! You are prepared if natural or economic disaster shuts down our sewage and water infrastructure. No matter what happens, you have a healthy sanitary way to dispose of body and kitchen waste and a free way to fertilize your garden.
- Greatly cut sewage treatment, pollution, and food production costs. And what is good for the pocketbook is usually good for the environment too.

We admit, this solution may not be practical everywhere. However, it is a very low tech and low cost procedure with a potential for a major impact. Start out slowly. Just use it as an extra toilet if lots of people are coming over? Take one with you camping or boating instead of those stinky portable potties. What about at a cabin instead of an outhouse? Have it ready and test for emergency conditions. It works in industrialized and poor nations. This is the way of The Frugal Prosumer.

Read *The Humanure Handbook: A Guide to Composting Human Manure*, by Joseph Jenkins or go to the his web site at www.humanurehandbook.com for more details on how this can be done.

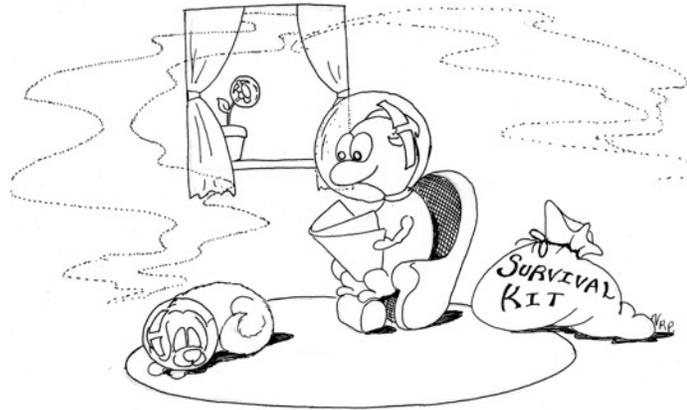
More Solutions

3rd Step: Take it even further. Recycle all of your household water. Use gray water for your lawn and garden. Gray water is all the water you send down the sewer that is not from the toilet. Until recently this has been illegal. As we run out of water it is now becoming legal and even mandatory in more and more areas.

4th Step: Collect rain water run off. This is another simple step to reduce expenses and conserve water. And since rain isn't chlorinated your garden and lawn will thank you. It's a great source of soft water for washing (especially your hair) and a good emergency water supply.

5th Step: Now that you have a steady supply of fertilizer and water, start a square-foot garden and produce your own organic food. In uncertain economic times, a garden is an unbeatable investment. You may not be able to eat your investments in stocks, real estate, etc. in hard times, but you can eat your garden investment. Read *The All New Square Foot Gardening* by Mel Bartholomew or come to our house to see how we do it.

So now you have an inexpensive low-tech solution to recycling beyond your wildest dreams that avoids the high-tech moneymaking machine. Be aware that these ideas will be thwarted at every step by the robber barons. Why? It's too simple and won't make them rich. Combined with other things talked about in this book maybe we can work to save the world or at least our corner of the world and defeat some of the destructive forces out there.



What's a Frugal Prosumer Gathering (FPG) you ask?

It's all about community

It's a place to share knowledge.

It's a way to expand your resources.

It's a time to build relationships.

There is a lot of information you need out there. But where is it? How do you get to it? We all know that information comes from other people. This applies to every aspect of our life. Like a leaky faucet, a busted alternator, a trip to Europe, etc. We can accomplish things we normally couldn't by ourselves with the knowledge of someone whose "been there, done that". This is why community is so important. Communities are a collection of people. Relationships with those people is what really helps you. Learning is achieved through our own community, which includes Direct relationships and External sources (like the internet, books...). You are part of a community in some way.

Frugal Prosumer Gatherings bring together people and create community. A FPG provides the opportunity to share resources and ideas that would normally go untapped and unnoticed. At a FPG you have that outlet to share tips and tricks that you have accumulated throughout your life. It also affords the opportunity to share any surplus you might have.

So let's get down to the details of a FPG

Frugal Prosumer Gatherings have three main components. A host, a group, and a place to meet. You can use our format downloadable free at our web site. Or you can take these principles and implement your own brilliant ideas. We are here more as a guide than a rule book. There are so many different needs out there which is why it has to be what you make it.

We've found that the ideal size for a FPG is about a dozen people. Any more and it becomes difficult for everyone to interact. This is of course up to you, but as the group starts to grow we recommend branching off into more smaller groups. In doing so the network/community will stay intact and the individual will not get lost.

You can have a common thread in your FPG, or it can be different every time. A common thread could be Finances, Gardening, Health, Home repair or anything that your group has a common need for. Or you could focus on something different every time. Or both.

Take time to discuss where your group wants to go with your FPG. How often you want to meet, who else would be interested in a FPG etc. Maybe someone would like to branch out and host their own.

We know the hardest part of anything is getting started, and we want to make it easy for you. We suggest that you use this workbook and take a chapter per meeting as a starting point of discussion. Once the ball gets rolling you can go in any direction you want or continue to use our material.

Think Different! Live Free!

Income & Expense Form

(Profit & Loss Statement)

For: _____

Expected Tax Refund \$ _____

	Past Monthly	Revised Monthly	
Income <i>After taxes & deductions</i>			
Self			
Spouse			
Other Jobs			
Child Support			
Other income <i>Including cash</i>			
A. TOTAL INCOME			
Investing/Savings			
Charity <i>(Blessing others)</i>			
Savings <i>(Emergency Fund)</i>			
Retirement <i>(Passive income)</i>			
Other			
B. TOTAL INVESTING			
HOUSING EXPENSES			<i>Amount</i>
Mortgage/Rent			<i>Past due</i>
Second Mortgage			
Taxes & House Insurance			
Home Maintenance			
Electric			
Gas/Heat			
Water/Sewer/Septic			
Phone			
Cable/ Satellite Dish			
Internet			
C. TOTAL HOUSE EXP			

	Past Monthly	Revised Monthly	<i>Amount</i> <i>Past due</i>
VEHICLE EXPENSES			
Auto Payment 1			
Auto Payment 2			
Car Insurance			
Repairs <i>(Oil change, plates)</i>			
Gas			
Car Replacement			
D. TOTAL VEHICLE EXP			
LIVING EXPENSES			
Groceries			
Eating Out			
Child/Elder Care			
Diapers/Baby supplies			
Allowances			
Cigarettes			
Clothing			
Laundry/Cleaning			
Barber/Beauty/Personal			
Other Insurance			
Prescriptions/Doctor			
Dental			
Pet			
Subscriptions/Dues			
School/Education			
Gifts			
Recreation <i>(Wild Money)</i>			
Miscellaneous			
E. TOTAL LIVING EXP			

Asset Inventory

House/Land:		Value	APR	Yr Interest
Owe				<i>Owe x APR</i>
\$ _____	\$ _____	% _____		\$ _____
\$ _____	\$ _____	% _____		\$ _____
\$ _____	\$ _____	% _____		\$ _____
Vehicles:				
\$ _____	\$ _____	% _____		\$ _____
\$ _____	\$ _____	% _____		\$ _____
\$ _____	\$ _____	% _____		\$ _____
Other Assets		Value		
_____	\$ _____			
_____	\$ _____			
_____	\$ _____			
_____	\$ _____			
Total Interest paid out per year \$ _____				

From (B) Investing/Save		
From (C) Housing Exp		
From (D) Vehicle Exp		
From (E) Living Exp		
G. Total Expenses		

H. From (A) Total Income		
I. From (G) Total Expenses		
J. Sub Total- (H) minus (I)		
K. From (F) Total Debt Form		
Final Total-(J) minus (K) <i>(Profit or Loss)</i>		

Resources

Well, a fraction of them. In each category of the 7 Pillars.

Pillar 1 Spiritual

Bible

Wild at Heart by John Eldredge

Streams in the Desert by Mrs. Charles E. Cowman

<http://net.bible.org> Great bible study tool.

www.biblegateway.com Another great bible study tool

www.onlinebible.net Free bible study software for Windows or Mac

Pillar 2 Psychological

Please Understand Me by David Keirsey and Marilyn Bates www.keirseych.com

What Type am I? Discover Who You Really Are by Renee Baron

www.personalitypathways.com MBTI personality type information

Pillar 3 Education

Mega Skills by Dorothy Rich www.megaskillshsi.org

The new Global Student by Maya Frost www.mayafrost.com

www.ocwconsortium.org Take free online classes from major universities

www.gutenberg.org Download over 30,000 free ebooks to read on your computer

www.martynemko.com Articles on college, jobs, and education

<http://homeschooling.gomilpitas.com> Lots of information on homeschooling

www.worldcat.org Search for books in 71,000 libraries in 112 countries

Pillar 4 Health

Prescription for Nutritional Healing by Phyllis A. Balch and James F. Balch

Prescription for Herbal Healing by Phyllis A. Balch

Herbs for Health and Healing by Kathi Keville

The Merck Manual of Medical Information Home Edition

Herbal Well-Being by Joyce A. Wardwell, Collleen K Dodt, Greta Breedlove

www.mercola.com Natural health by a MD

Pillar 5 Finances

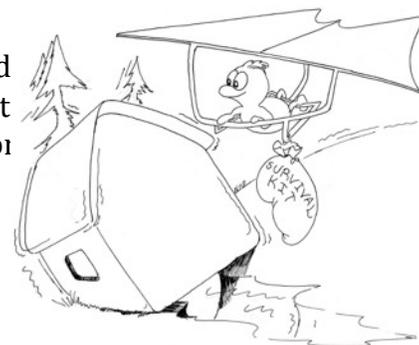
Your Money or Your Life by Joe Dominguez and Vicki Robin
Beside Every Successful Man: Getting the Life You Want By Helping Your Husband Get Ahead by Megan Basham
Rich Dad's Conspiracy of The Rich: the 8 New Rules of Money by Robert Kiyosaki
The National Consumer Law Center Guide to Surviving Debt by NCLC
Solve Your Money Troubles by NOLO
The Small Business Start-up Kit 4th ed NOLO
www.missouribusiness.net/irs/index.asp IRS Small Business Guide
www.yourmoneyoryourlife.org Your Money or Your Life Web site
www.clarkhoward.com Website for Clark Howard's excellent financial radio show
www.dealnews.com Find great bargains and coupons
www.fatwallet.com Find great bargains and coupons

Pillar 6 Prosumer

Middle-Class Lifeboat by Paul & Sarah Edwards
The Forager's Harvest by Samuel Thayer
Eastern/Central Medicinal Plants and Herbs by Steven Foster and James A. Duke
The Sprouting Book by Ann Wigmore
Clean House, Clean Planet by Karen Logan
Breakfasts by Sue Gregg
Trail Life Ray Jardine's Lightweight Backpacking by Ray Jardine
More-with-less Cookbook by Doris Janzen Longacre
Walden by Henry David Thoreau
Tom Brown's Field Guide to Nature and Survival for Children by Tom Brown
Atlas Shrugged by Ayn Rand
www.wildmanstevebrill.com Edible & Medicinal Plants
www.repairclinic.com/Home.aspx Find parts and how to repair your appliance
www.zennioptical.com Buy prescription glasses online for a fraction of regular cost

Pillar 7 Safety and Security

The Gift of Fear by Gavin De Becker
Protecting the Gift by Gavin De Becker
Defensive Living by Bo Hardy
www.pueblo.gsa.gov/scamsdesc.htm List of common scams and
www.snopes.com For evaluating or debunking urban legends, Int forwards, and other such stories of uncertain or questionable or





ABOUT JOHN John has put these ideas into

practice by leading and participating in educational adventures in many parts of the US and the world. He has spent over thirty years living and working in Asia and the Middle East. He has an AA in Marketing, a BA in Business Administration, an MA in Christian Education, and has pursued post graduate studies as an Educational Specialist in Guidance and Counseling. His teaching opportunities have spanned from kindergarten age through college as well as adult education. Along with his wife, he is currently setting up a center to teach The Frugal Prosumer lifestyle with an emphasis on keeping financially,

physically, and mentally healthy. John is an entrepreneur who has been involved in starting his own businesses since elementary school. He has done consulting for over 200 businesses and organizations and has financially counseled over 1000 individuals.

We invite you to join us In pursuing these ideas and principles

For more information, visit us at www.thefrugalprosumer.com
or email us at mail@thefrugalprosumer.com



HOW TO LIVE LIKE A KING ON A PEASANT'S BUDGET!

Living Free in each of The 7 Pillars* of life is summarized and condensed into one handy workbook. Just like all our material, this information will help you in good times or bad. These ideas are time tested and bridge the gaps of many a generation. You don't have to worry about this info becoming outdated. You can use this book alone or go through it with a group. Please don't think this is a seven step plan to a better life. This is a guide, a foundation, a toolkit. We have defined certain principles, that if implemented, will help tremendously no matter what's going on in your life. This workbook is an overview of those principles.

In this workbook we cover things such as:

1. Living spiritually, mentally, and physically free by cultivating the most valuable asset- relationships.
2. The value of understanding personality types.
3. Being an autodidact and The NuWay of thinking about education.
4. The Frugal Prosumer way of protecting your health and the double edged sword of insurance.
5. Financial principles that work in both good and bad economic times. **Plus:** Preparing for TEOTWAWKI and retirement; UnIncome; Escaping the grasp of the robber barons; Passive income; The Family Business and the Income & Expense Form.
6. The way of the Frugal Prosumer and how it benefits both you and the environment.
7. Protecting your assets and family. Also The NuWay of looking at insurance.

Also included are:

- Guidelines for Frugal Prosumer Gatherings that build community, share knowledge and resources, and build relationships.
- Recycling: More than aluminum cans. You'll see.

* 1. Spiritual 2. Psychological 3. Educational 4. Health 5. Financial 6. Prosumer 7. Security

**This book shows you how to “Think Different! & Live Free!”
And best of all! How you can help others accomplish the same.**

prosumer |prō'soömər| A consumer who looks first to see if they can produce something for themselves instead of just being a consumer of commercial products. Short for a “producing consumer.”

