



Spent

Our biggest fears about quitting shopping, buying and spending money

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Welcome

Hello. I'm Rachel.

Welcome to the second of my series of three free e-books.

On New Year's Eve 2012, I decided to quit shopping. I pledged and promised to buy nothing new or second hand for one whole year (2013).

I failed.

I saw buying nothing as a hardship filled with doom and gloom, like a year of punishment. 'Negativity creates negativity'—my year of no buying lasted just four months.

In 2014, I tried again.

Second time around, I saw buying nothing new or second-hand for a year as an exciting opportunity, an adventure and a whole new way to live my life—a lifestyle experiment.

Positive thinking creates positive experiences. I succeeded.

I didn't buy anything new or second-hand for one year.

I quit shopping for 365 days.

It was one of the best years of my life. I saved 38 per cent of my net annual salary and I didn't dramatically change my life to do it.

I am the Author of *Underspent - How I Broke My Shopping Addiction and Buying Habit*.

“Hi Rachel, The book – it is awesome!! I am a credit card tragic so at almost 49 it is time to change this! Thank you”. Nicola, Australia

“Hi Rachel. I’ve just finished reading your book Underspent. It’s great. Well done. I feel inspired”. Ruth, London

“Hi Rachel. I read your book last night and it was fabulous. I laughed in disbelief that Americans spend \$350 on Halloween costumes! Very informative and love your writing style. I could hear you talking as I was reading. Cheers”
Audrey, Brisbane

“Hi Rachel, I just finished your book. It was very inspirational. I have started my journey in not buying new or used, cheers” Sharon, Toowoomba

As proudly seen in:



Who this book is for

I've written this book because I want to share our biggest fears about quitting shopping and buying.

I love being Underspent not Overspent because life is stress-free when you are debt-free.

That in mind, this book is for men and women who want to:

- change their spending and transform their savings
- pay off their credit card debts
- pay off their mortgage
- be debt-free
- save money
- have cash in the bank

Let's get into it!

Are our lives spent?

I've spent the last 2 years talking to 'ordinary' Australian, American and British men and women. People like you and me.

I've listened to their heart breaking stories about people spending, saving nothing and losing everything. I'm indebted to those who were courageous enough to share their story.

Time and time again people told me stories like these:

"We had so much debt. We were living like kings buying the best of everything. We lost everything when I lost my job. I never ever thought this would happen to us. Now we live in my parent's spare bedroom, with our stuff in boxes in their garage and are stuck with a lifetime worth of debt. It's terrible"

Female, in her 40's in London, England

"We bought everything on credit cards. We only ever repaid the minimum amount on loans. We bought new cars and had amazing overseas holidays. We bought stuff all the time. I really thought the mining boom would last forever. We didn't save any money, ever. I lie in bed every night worrying about how we will clear our debts"

Male, in his 50's in Brisbane, Australia

It's tough out there.

I know.

On Monday the 7th of December 2015, my role was made redundant. It was a huge shock

I was lucky.

I was underspent, not overspent.

When my role was made redundant I had two years' worth of salary, as cash, sitting in the bank.

Moreover, I'd spent over two years and more than \$20,000 of my hard-earned personal savings consciously and subconsciously getting prepared for redundancy— mentally, financially and professionally. That's another of my paperback books *Ready for Redundancy; 14 steps to prepare yourself mentally, financially and professionally.*

Men and women in their 30's, 40's and 50's tell me that the one thing that would change their life the most is paying off their mortgage and owning their home outright.

Being mortgage-free and debt-free is life changing

Do you want to be mortgage-free?

Do you want to be debt-free?

Our biggest fears about quitting shopping and buying

I asked men and women in Australia, the UK and the USA what they thought would be the biggest challenges or personal battles they would face if they had to quit shopping for three months. This is what they said.

1. Making do with what we already own

People said that ‘making do’ would be their biggest challenge:

‘The biggest challenge for me is being content and happy with [what] I have without feeling deprived.’

‘I am not sure I could cope with doing without or making do with what I already own.’

‘The dissatisfaction and making do with what I own now would be really hard.’

‘I don’t think I would have enough clothes for all of [my] needs and that would be difficult.’

Sarah in Brisbane admitted, ‘I would feel tempted and deprived if I was with a friend who was shopping and buying things for themselves and I wasn’t’. Jack in Los Angeles said, ‘I would grow bored with the things I already have and I would feel out of style’.

2. Boredom

The second challenge people said they would face if they had to quit shopping is boredom. Shopping and buying is a hobby and leisure activity for many people:

'When I am bored and lonely, shopping makes me happy.'

'I would be bored. I spend my lunch breaks and weekends browsing through the shops.'

'Boredom, frustration and the lack of excitement from not being at the shops.'

'Looking on Gumtree and researching stuff on Amazon is my hobby, so I'm not sure what I would do.'

3. Feeling unprepared

Many people felt they would be unprepared if they had to quit shopping—unprepared if things broke or needed replacing.

'Some major item would be guaranteed to break and I'm not sure we would know how to fix it.'

'The time required to find an alternative way to meet my needs would be a challenge. It would be a challenge to repair, swap or repurpose things.'

'I would feel really inconvenienced and not at all prepared.'

'The challenge would be finding practical alternatives when a genuine need to buy things arises.'

4. Willpower

The fourth personal battle was willpower:

'I would be obsessing constantly that I could not shop and buy new things.'

'Remembering I couldn't duck out to instantly meet my needs.'

'Willpower to keep not buying.'

'Resisting temptation.'

'Breaking the habit of just buying something when you want it.'

5. Not buying gifts

Not buying gifts and presents for children, families and friends was seen as the fifth challenge:

'Not being able to buy things for other people would be a real challenge.'

'Not buying things for others would be a challenge. I always put a lot of thought and planning into gifts for people.'

'Not being able to buy things and presents for family and friends.'

One of my friends said, 'Social and peer pressure, for example, not taking a present to a friend's house. I might be seen as odd or weird'.

6. Fear of missing out

Fear of missing out was the sixth challenge. Many people said that they might miss out on a brand-new product, a reduced price on an item or a bargain:

'The feeling that I am missing out because I can't have something that's new.'

7. Failing to meet children's needs

Finally, several people said that failing to meet their children's needs would be a challenge:

'A challenge would be not buying for my children and not giving them what they need.'

'I would be worried because I want to give my daughter new things and everything she wants and needs.'

'I would need to plan ahead for my two young boys as lots of their items tear, wear out or get too filthy to be presentable.'

Please stay in touch...

I'm sharing a range of free e-books.

I share top tips and information on my website and through my social media channels on a weekly basis.

I have heaps of free resources, checklists and templates on my website.

And please *share YOUR story* and your Underspent successes. I can't wait to hear from you.

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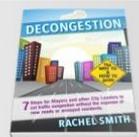


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RACHEL SMITH



Feel you need extra help or support?

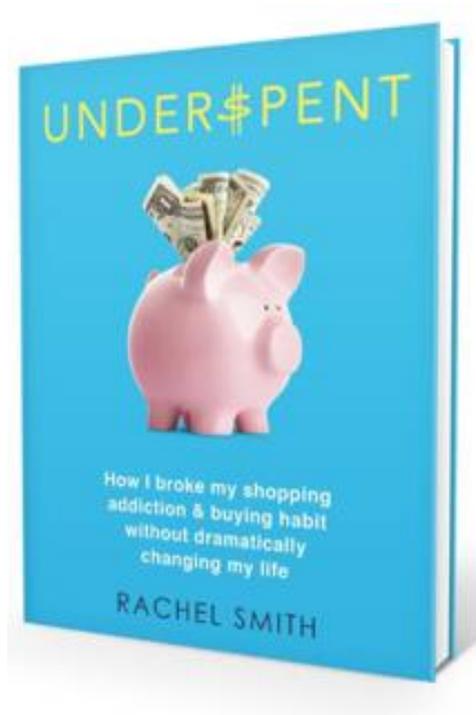
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- 3-hour Underspent Implementation Master Class
- 1-hour Underspent talk and information session at workplaces
- 21-day and 6 week on-line Underspent programs
- Underspent immersion program
- One-to-one face-to-face help, coaching and advice

I'm currently working on a program for schools.

Drop me a line at rachel@cyclinqrachelsmith.com

Also by Rachel Smith



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Buy the e-book or Kindle formats. Price AUD\$2.99 or £1.92

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