

## The Centurion Tower – How easy it is to Provide for your Foundation

The following article shows how easy it is for someone to raise \$100 out of loose change. It turns the saving of small change into a game.

"In January, I started a savings experiment. The experiment was designed to save money for my "emergency cushion" account without feeling the loss from my pocket or budget. I figured I could probably save about \$30 to \$50 per month — not much, but not peanuts either. In six months, I hoped to save about \$250, which would be a smart way to save money.

Last week, a month later than I'd originally intended, I deposited the money into my savings account. Before I did, I counted it up to see how much I'd accumulated. I had \$723. Wow! And I'd managed to save all of that without even noticing.

How did I save \$723 in seven months without effort? The rules were simple.

Whenever I paid for things in cash, I never used change.

When I got home, I tossed any change in my pocket into a change jar.

That's it. That's my super-secret strategy. It's that simple.

I expected to save a dollar or two per day, nothing more. But this savings strategy quickly ballooned because I inadvertently turned spending into a game.

So how was this game layer built into my savings strategy?

Here are the key elements:

Tossing the coins into the jar was like acquiring a handful of points in a video game, complete with the validating "clink" sound-effect to let me know that I'd done a good job.

Watching the level of the coins rise over time led to a surprising sense of satisfaction and achievement. There was variability in the progress that I made, but I could influence that variability.

I think it's that last part that made the biggest difference. The fact that I could change my behavior to "rack up more points" is what made this really feel like a game.

The message is that whatever your goal, you should find a way to turn it into a game, because whereas we do chores because we have to, we play games because we want to. When we want to do something, we often find ourselves doing more and more of it."

Now by Christmas, your Centurion Team will have 'New Centurion Towers' available to replace the jar mentioned above at no cost to Rotarians. To order please contact Kevin Hall on 0411 119 622

