

## FROM SCARCITY TO ABUNDANCE: A NEW PARADIGM FOR THE SOCIAL SERVICES DILEMMA



**“When we tap all that people can do, we deal with abundance, not scarcity.”**

Edgar Cahn, JD, Ph. D  
Founder, Time Banks USA and  
The Time Dollar Institute

### Honoree

*Phi Beta Kappa; Magnum Cum Laude; Fulbright scholar (Cambridge University); Order of the Coif, Articles & Book Review Editor, Yale Law Journal; Jefferson Award for Outstanding Public Service Benefiting Local Communities; Founder's Award, National Council on Aging; Distinguished Visiting Fellow, Suntory Toyota International Centre for Economics and Related Disciplines; London School of Economics Visiting Scholar; Fellow, Center for the study of Human Rights, Columbia University; Senior Research Fellow at the Center on Aging/Florida International University; Distinguished Professor of Law, University of the District of Columbia; DC Superior Court 2000 Medal of Distinction; Servant of Social Justice Award (2004); National Equal Justice Library Article Award (2002); Co-op Quarterly 1998 Building Economic Alternatives Award—Fostering a Sustainable Economy; 1997 American Association of Law Schools' William Pincus Award for Outstanding Contribution to Clinical Legal Education 1999 Points of Light President's Service Award and the American Society on Aging's 1999 Managed Care and Aging: Recognizing Innovation and Quality Award.*

### Author

NO MORE THROW-AWAY PEOPLE:  
THE CO-PRODUCTION IMPERATIVE

PRICELESS MONEY:  
BANKING TIME FOR CHANGING TIMES

TIME DOLLARS: THE NEW CURRENCY THAT  
ENABLES AMERICANS TO TURN THEIR  
HIDDEN RESOURCE - TIME - INTO PERSONAL  
SECURITY & COMMUNITY RENEWAL

### When there are more people who need help than money to help them, what more can we do?

Social-change innovator, Edgar Cahn, inspires government agencies, social workers, and nonprofit service providers to find new answers to this question through a new paradigm taking hold, worldwide — one that:

- ◆ Looks beyond people's problems, to their strengths
- ◆ Engages clients, not as consumers who consume and complain, but as co-workers and co-producers in solving problems
- ◆ Shifts from sole dependence on the limited money economy to enlisting the vast, untapped resources of the "Core Economy"
- ◆ Recognizes interdependence as the real key to success
- ◆ Refuses to limit people's worth to their value in the marketplace
- ◆ Understands that caring for one another has a value greater than money can buy

To date, 67 social-service programs throughout the United States and hundreds more throughout 24 other countries have made this paradigm shift. Results consistently include immediate and continuing increases in program outcomes, client satisfaction, and cost efficiency. These successes emerge as clients shift from consumer to contributor, with the help of "Time Banking," a revolutionary concept born of Edgar's search for a reason to go on living after a major heart attack.

Time Banking inspires neighbor-to-neighbor volunteerism and values people equally for the help they give. One hour of service earns one "Time Dollar." Time Bank members trade their Time Dollars to "buy" help for themselves, to send help to family members, friends, church and community programs, and/or to acquire needed products or services, free or at a discount. Although simple in theory, Time Banking calls for rethinking the value of volunteers and unleashes the abundance of care and compassion that outperforms any help money can buy.

Following years of research and development, Edgar secured funding from the Robert Wood Johnson Foundation in 1987 to launch Time Banking. One of the original pilots was Elderplan, a New York City HMO that enabled the well elderly to earn Time Dollars by assisting aging neighbors who were sick or recuperating. So impressive were the program's outcomes that, in 1997, U.S. NEWS & WORLD REPORT declared Time Banking "one of the top 20 ways to save the world." A study of Elderplan's continued use of Time Banking revealed that it helped significantly improve participants' mental health, ensured membership retention and continuity of care, and even reduced the need for medication and institutionalized care.

**“...one of the top 20 ways to save the world.”**  
  
- U.S. News & World Report, 1997

Today, Time Banking is at work in social services programs around the world, strengthening juvenile justice in the DC court system, tutoring in Chicago Public Schools, asthma management for members of a Virginia HMO, and affordable housing for Baltimore's Hope VI Project. Time Banking has even helped support hurricane relief in Florida. And, the Annie E. Casey Foundation has cited Time Banking programs as a basis for two

organizations receiving its top award. Abroad, Great Britain has adopted Time Banking as a key part of its National Health Service, and Japan...

In 1995, Edgar founded The Time Dollar Institute (now Time Banks USA), commencing a multi-national movement to transform social services with "another kind of money." News coverage from *NBC's Good Morning America*, *The Today Show*, *The Washington Post*, *CNN*, *HBO*, the *British Broadcasting Corporation* (BBC) and other media have stimulated requests from grassroots social-service programs across the globe for Edgar to come introduce and incorporate his latest innovation.

Additionally, in 2006, two noteworthy books, Alvin Toffler's *Revolutionary Wealth* and Frances Moore Lappe's *Democracy's Edge*, distinguished Edgar and Time Banking. Toffler credits Edgar among social activists who "have attacked the self-imposed blinders of mainstream economists" (p.157) and acknowledges Time Banking for its unique ability "to recognize and give quasi-monetary value to the many economic contributions made by prosumers." (p. 283) Lappe devotes pages 299-302 to an extensive description of Time Banking.

Edgar's speaking engagements on Time Banking exceed 400 over the past 15 years. He has presented to audiences of up to 1,000 at a time, at conferences for:

The Association of Directors of  
Social Services for England, Wales  
& Northern Ireland  
UNESCO  
The World Bank  
National Legal Aid and Defender  
Association,  
The Annie E. Casey Foundation  
The Center on Poverty, University of  
North Carolina  
The Access Foundation  
E.F. Schumacher Society  
New Economics Foundation  
The Business Alliance for Local  
Living Economies (BALLE)

Edgar's role as an iconoclast in the social-change movement spans four decades. In 1972, he and his beloved late wife, Jean, launched the first clinical law school in the United States. The Antioch School of Law required that students not just study the law, but *earn* credit toward their law degree by providing free legal services to poor people in need. Ultimately, the school served thousands of indigent clients, attracted more minorities and women into the legal profession, and led Edgar to initiate paralegal programs for migrants and Native Americans. Antioch also prompted a front-cover feature article on Edgar and Jean in the *Sunday Magazine*, *Washington Post*. To date, its unprecedented impact is legendary in the US justice system. Antioch is succeeded by the University of the District of Columbia, School of Law.

Edgar's stellar career also includes service as Special Counsel to Attorney General Robert Kennedy, Special Assistant to Sargent Shriver, Executive Director of the Office of Economic Opportunity, Special Counsel to the Chairman of the Navajo Nation, consultant to the Ash Commission on Government Reorganization, and mayoral appointments to the Juvenile Justice Advisory Group of the District of Columbia.

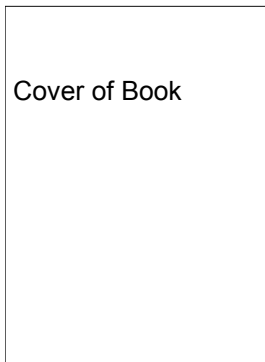
A Fulbright Scholar, Edgar graduated Magna Cum Laude from Yale University and is a former professor of the University of Miami School of Law. He also is an extensively published author. Law review articles include: *The War on Poverty: A Civilian Perspective* (1964), which ranks as one of the most cited articles ever published by the Yale Law Journal and which inspired Sargent Shriver to add a legal services component to the War on Poverty; *The New Sovereign Immunity*, which was selected by the Harvard Law Review for inclusion in its decennial collection; and, in 2006, *How the Juvenile Justice System Reduces Life Options for Minority Youth*, produced for the Dellums Commission. Published books include: *Hunger, USA: A Report of the Citizens Commission on Hunger in the United States*; *Our Brother's Keeper: The Indian in White America*; *Citizen Participation*; and *A Case Book in Democracy*.

Edgar's visionary leadership for social change has received the support of several notable foundations, including the Robert Wood Johnson Foundation, Ford Foundation, Rockefeller Foundation, Rockefeller Family Fund, Eugene & Agnes Meyer Foundation, Cafritz Foundation, Field Foundation, New World Foundation, Omidyar and the Rudolf Steiner Fund.

With a unique blend of wisdom, charm and humility, Edgar now offers today's social-change leaders the breadth of his experiences to help them shape a new way to serve—one that focuses on abundance rather than scarcity, to make social services delivery in these fiscally challenging times, more productive, less expensive and even more enjoyable. Discussion topics for the three key social-services institutions include:

- ◆ **Tapping the Invisible Economy.** Government agencies will discover the vast, non-money economy that produces priceless human service, learn how to mobilize its resources in new, self-sustaining ways, and achieve a level of progress that goes beyond serving to solving the most pressing social problems.
- ◆ **Overcoming the Overload.** Social workers and agents of other helping professions will learn how to make a critical paradigm shift, unleashing the capacity of those they help so that they become helpers, and forging partnerships between their clients and professions in ways that drastically improve results without increasing costs.
- ◆ **Getting More Help to Help More People.** Nonprofit organizations, including faith-based and community grassroots groups will discover a rewarding way to turn beneficiaries of their services (families, neighborhoods, and communities) into “co-producers” that help expand capacity and achieve desired outcomes in spite of funding shortfalls.

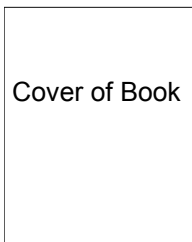
The Core Values of Time Banking, critical to shaping a new paradigm for social services delivery, are presented in Edgar's book, NO MORE THROW-AWAY PEOPLE: THE CO-PRODUCTION IMPERATIVE. Published in 2004, it exposes the “dark side” of our money economy, and brings to light the invisible “Core Economy,” replete with the help we need to create the world we want.



*“Edgar Cahn’s Time Dollar operating system and his Co-Production conceptual framework lay essential groundwork for restoring the tattered social fabric of our material age.” — Richard Rockefeller, founder, Health Commons Institute, & Chair, U.S. Advisory Board, Doctors Without Borders*

*“NO MORE THROW-AWAY PEOPLE will be the battle-cry for the next human rights movement. It grips one on every level: gut and intellect. It supplies the theory, policies and heart we have been waiting for.” — U.S. Rep. Carrie P. Meek, Miami*

*“I cannot think of another book that has made such a profound impression on me. Edgar is incredibly persuasive. ...Suddenly your world-view changes and you can imagine a more sane, more just society.” —David Stern, CEO, Equal Justice Works*



Edgar's latest publication, PRICELESS MONEY: BANKING TIME FOR CHANGING TIMES, is a limited-edition work, honoring the 10th anniversary of Time Banking. Complimentary, autographed copies are available for sponsors.

(Add logos of key membership affiliations, contact information)