

Hawaii





Montego Bay, Jamaica

Rome, Italy



OPPORTUNITY COST

Trade Offs

- ◎ Everyone—individuals, businesses, large groups of people—make choices that involve trade-offs
- ◎ Trade-offs are all of the alternatives that we give up when we choose one course of action over another
 - Example of a trade-off that countries make: “guns or butter”
 - The other possible vacations that could have been taken were trade-offs

Opportunity Cost

- ⦿ You can choose only one thing because time is scarce (like other resources)
- ⦿ “Show me, LORD, my life’s end and the number of my days; let me know how fleeting my life is.”
 - Psalm 39:4

- ① You face many trade-offs when you make decisions
- ① Usually, there is one alternative that is more desirable than all of the others
- ① The most desirable alternative given up as a result of a decision is called the **opportunity cost**
- ① If you take a vacation to Hawaii, you cannot take a vacation to your next favorite destination

Thinking at the Margin

- ◎ Many decisions involve adding one unit of something or subtracting one unit
 - Examples: a minute of time, or a dollar

FOREWORD

When we first started working on this book, we had a discussion regarding who we should pursue to write the foreword. Who could help us make the biggest splash, help us promote not only the book but the mission of Narrow Gate?

Maybe someone famous. We certainly have been blessed with great connections in the Christian community, so we could approach one of many reputable leaders, pastors, or authors. Someone like that would be perfect to spread our story to fellow believers who would be inclined to support the ministry through prayer and finances. Or since we live just outside of Nashville, we could get a popular music star to lend his or her name. Wouldn't that be great and help us gain wider exposure?

Then we thought maybe a parent of a Narrow Gate graduate would be a better candidate. Who better than a father to lend credibility to our efforts by sharing what his son was like before starting the program and who he became as a result of the months spent here? And even more than that, so many families are changed for the better because of the transformation that occurs within the hearts of the young men who come to Narrow Gate.

Someone also threw out the idea of us writing the foreword since we are the couple that started it all. Although that was a nice thought, we know that Narrow Gate is much, much more than the story of Bill and Stacy Spencer. We may have been there at the beginning, but it has become something that will continue to grow and make an impact in men's lives long after our lives have ended here on earth.

In reality, we could have multiple forewords written—one from every person who has been directly or indirectly impacted by Narrow Gate. But that would turn into a book itself—probably hundreds of pages long. Maybe we'll put that one together someday.

So in the end, we had no one write the foreword. Sure, our names are at the bottom of this page, but we're only here to say that the most important endorsement we could print—the only stamp of approval we ever will need—is the truth of God's glory, which has been proclaimed countless times in and through the lives of the young men who have come through our doors. May you encounter Jesus as you flip through these pages, and we hope that through this book you'll discover how you, too, can be part of this incredible, life-changing ministry.

—Bill & Stacy Spencer
Narrow Gate Executive Directors

- ① When you decide how much more or less to do, you are thinking at the margin
- ① When you think at the margin, you have to compare the opportunity costs and the benefits—once the opportunity cost outweighs the benefits, no more units should be added