

Three Questions to Ask Clients

By No Author *Fri, Oct 19, 2018*

**The 3 questions
mature people
rarely ask themselves,
but should**

(according to George Kinder,
Kinder Institute of Life Planning)

Imagine you are financially secure, that
you have enough money to take care of
your needs, now and in the future. How
would you live your life? Would you
change anything?

Now imagine that your doctor tells you
that you have only 5-10 years to live. You
won't ever feel sick, but you will have no
notice of the moment of your death. What
will you do in the time you have
remaining? Will you change your life and
how? (This question does not assume
unlimited funds.)

Finally, imagine that your doctor shocks
you with the news that you only have 24
hours to live. Notice what feelings arise as
you confront your very real mortality. Ask
yourself: What did you miss? Who did you
not get to be? What did you not get to do?

From the "Seven Stages of Money Maturity,"
by George Kinder.