

# 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.