

---

## 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.