

A goal-setting exercise can be very helpful in understanding motivations and objectives for your financial journey.

As you work through the exercise below, spend time thinking about George Kinders questions.

*George Kinder poses three questions:*

- 1. 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? Let yourself go. Don't hold back on your dreams. Describe a life that is complete and richly yours.*
  - 2. Now imagine that you visit your doctor, who 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 will you do it? (Note that this question does not assume unlimited funds.)*
  - 3. 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?*
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## Goal-Setting Exercise

### *Step 1: Reflect on Current Financial Situation*

- **Income and Expenses:** List all sources of income and categorize expenses.
- **Assets and Liabilities:** Detail current assets (savings, investments, property) and liabilities (debts, loans).

### *Step 2: Reflect on Personal Values and Priorities*

- **Identify Core Values:** List your top five core values (e.g., security, freedom, family, growth, impact).
- **Life Priorities:** Rank your life priorities (e.g., career, health, relationships, leisure).

### *Step 3: Define Financial Goals*

- **Short-Term Goals (1-3 years):** Write down specific goals you want to achieve in the short term (e.g., save for a vacation, pay off credit card debt).
- **Medium-Term Goals (3-7 years):** Think about goals you want to achieve in the medium term (e.g., buy a home, start a business).
- **Long-Term Goals (7+ years):** Consider long-term aspirations (e.g., retirement, children's education, legacy planning).

#### *Step 4: Quantify Goals*

- **Specificity:** For each goal, specify the target amount needed, the time frame, and any other relevant details.
- **Prioritization:** Prioritize your goals in order of importance.

#### *Step 5: Understand the "Why"*

- **Motivation Behind Each Goal:** For each goal, write a few sentences about why this goal is important to you.
  - **Example Questions:**
    - Why is this goal meaningful?
    - How will achieving this goal impact your life?
    - What values does this goal align with?

#### *Step 6: Visualize the Future*

- **Future Self Visualization:** Close your eyes and visualize your future self having achieved your goals. How do you feel? What does your life look like?
- **Write a Letter:** Write a letter to your future self, describing your life after achieving your goals and the journey you took to get there.

#### *Step 7: Develop an Action Plan*

- **Action Steps:** Break down each goal into actionable steps with deadlines.
- **Resources Needed:** Identify any resources or support needed to achieve these goals (e.g., financial advice, education, tools).

#### *Step 8: Create a Financial Plan*

- **Budgeting:** Create a budget that aligns with your financial goals.
- **Savings Plan:** Set up a savings plan for each goal.
- **Investment Strategy:** Develop an investment strategy that matches your risk tolerance and time horizon.
- **Debt Management:** Create a plan to pay off debt efficiently.

#### *Step 9: Review and Adjust*

- **Regular Check-Ins:** Schedule regular check-ins to review progress, reassess goals, and make any necessary adjustments.
- **Flexibility:** Be flexible and open to changing your goals as your life circumstances evolve.

### Example Worksheet

#### **Current Financial Situation:**

- **Income:** \_\_\_\_\_
- **Expenses:** \_\_\_\_\_
- **Assets:** \_\_\_\_\_
- **Liabilities:** \_\_\_\_\_

### Core Values:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Life Priorities:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### Financial Goals:

1. **Short-Term Goal:** \_\_\_\_\_
  - **Amount Needed:** \_\_\_\_\_
  - **Time Frame:** \_\_\_\_\_
  - **Why:** \_\_\_\_\_
2. **Medium-Term Goal:** \_\_\_\_\_
  - **Amount Needed:** \_\_\_\_\_
  - **Time Frame:** \_\_\_\_\_
  - **Why:** \_\_\_\_\_
3. **Long-Term Goal:** \_\_\_\_\_
  - **Amount Needed:** \_\_\_\_\_
  - **Time Frame:** \_\_\_\_\_
  - **Why:** \_\_\_\_\_

### Future Visualization:

- Describe your future self: \_\_\_\_\_
- Write a letter to your future self: \_\_\_\_\_

### Action Plan:

1. **Goal:** \_\_\_\_\_
  - **Steps:** \_\_\_\_\_
  - **Deadline:** \_\_\_\_\_
  - **Resources Needed:** \_\_\_\_\_
2. **Goal:** \_\_\_\_\_

- Steps: \_\_\_\_\_
- Deadline: \_\_\_\_\_
- Resources Needed: \_\_\_\_\_
- 3. Goal: \_\_\_\_\_
  - Steps: \_\_\_\_\_
  - Deadline: \_\_\_\_\_
  - Resources Needed: \_\_\_\_\_
- 4. Goal: \_\_\_\_\_
  - Steps: \_\_\_\_\_
  - Deadline: \_\_\_\_\_
  - Resources Needed: \_\_\_\_\_
- 5. Goal: \_\_\_\_\_
  - Steps: \_\_\_\_\_
  - Deadline: \_\_\_\_\_
  - Resources Needed: \_\_\_\_\_

#### **Financial Plan:**

- Budget: \_\_\_\_\_
- Savings Plan: \_\_\_\_\_
- Investment Strategy: \_\_\_\_\_
- Debt Management: \_\_\_\_\_

#### **Review and Adjust:**

- Check-In Dates: \_\_\_\_\_
- Adjustments Needed: \_\_\_\_\_

By going through this exercise, you can gain a deeper understanding of their motivations, set clear and actionable financial goals, and develop a personalized plan to achieve them.