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**Handout**

**Day 2**

**December 16, 2020**

1. **How do you make a difference in the world?**
2. **What is the “Value” you and your team give to your clients?**

**Is it just in the “plan?”**

1. **What happens to people who NEVER meet with a professional team or Financial Advisor?**
2. **What are the consequences of failure to plan and/or invest?**
3. **Why do you personally care if people fail to plan?**
4. **Do you want every person you love and care about to have a plan?**
5. **What is great about your team? What is great about your Financial Advisor?**
6. **How is your team different than every other Financial Team?**
7. **What is your personal story about money or planning or this business?**
8. **How are you helping people by introducing them to your team? Why is that important to you?**