

# Understanding the Client's Money Perspective: The Fiscalosophy Conversation

This tool accompanies the October 2018 Study Group found in the Kingdom Advisors Experts Library and can be most effectively used after watching the teaching. Money perspective is one of the four key questions to reshape our discovery in the Inside Out Discovery process.

How are your money views shaped? How did you arrive at your perspectives on key money issues? Every person's behavior is controlled by what they've experienced in their life and what they've observed and stored away. These behaviors are a result of what you know and believe.

Use the following sliders as tools in this client conversation. For each slider, ask the client: Where would you place yourself on each perspective scale? How did you arrive at that perspective?

## Philosophy



## Current Comfort Level



