

Study Group

April 2017 Listening Guide



Never Enough? Three Keys to Financial Contentment

Ron Blue & Karen Blue Guess

Financial contentment is rarely found simply in wealth. Exploring a client's "money story," beginning in childhood and continuing through today, helps the client to understand how to establish correct thinking about wealth and to achieve financial contentment. Explore the three keys to financial contentment in any situation.

Everyone has a money story

Stories are a key to communicating with almost anyone, regardless of their preference for experiencing life through words or numbers.

What influences each individual's perspective on money?

Our life experiences from early childhood to the present.

Like many families of modest income, Ron's parents' money story could be summed up, "If we only had enough money, all of our troubles would be over."

Karen's money story is different. In her formative years, the handling of money was a common topic. The Blue siblings were involved in decisions regarding the family's giving. They often met the recipients of their giving, they prayed for them, and they listened to their stories.

Our culture erroneously says

- we can solve our problems with the help of money.
- we can set money aside from our messy lives and make it clean.

The same principles that can help one sleep at night as a young single mom are the same principles that help one sleep at night in a tumultuous neighborhood or in any circumstance. No matter the story, the same principles speak peace and allow people to walk with confidence.

Three Keys to Financial Contentment

- I. The right perspective
- II. The right principles
- III. The right processes

I. The Right Perspective

Four Perspectives that Guide Financial Decisions (from Never Enough? Three Keys to Financial Contentment)

1. Perspective of Stewardship

Do I believe that God owns it all? Am I excited to join him in the story he's telling with my resources, held with an open hand?

2. Perspective of Wisdom

Have I sought and followed wisdom?

3. Perspective of Faith

Am I asking God what he would have me to do? My money is part of the story of my life.

4. Perspective of Contentment

Am I content with what I have?

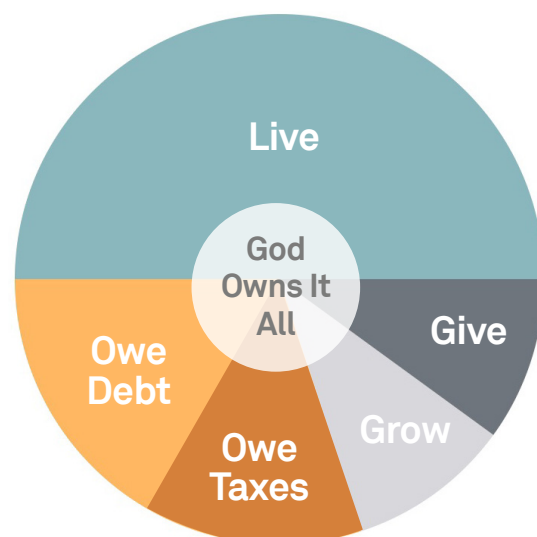
II. The Right Principles

1. Spend less than you earn.
2. Avoid debt.
3. Set goals.
4. Give generously.
5. Save for the future.

III. The Right Process

Live, Give, Owe, and Grow

Live, Give, Owe, Grow



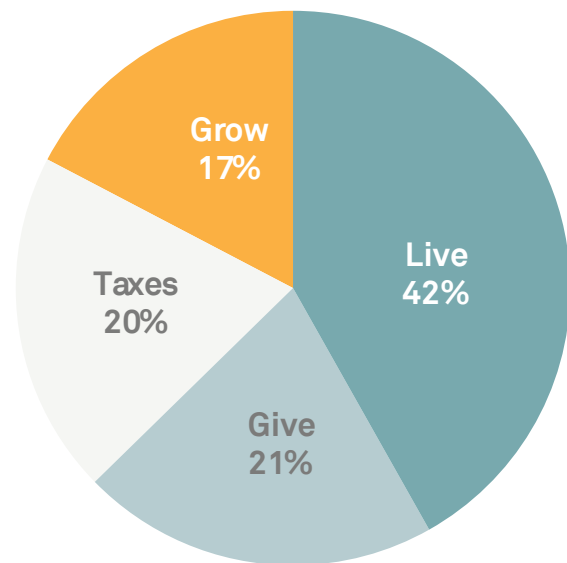
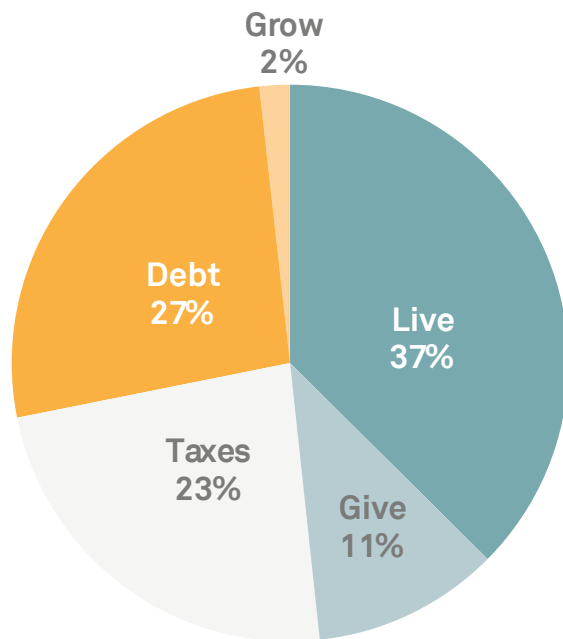
Guidelines for Decision Making

In a marriage, both may agree on an action but have different values relative to the action.

Compare alternatives to objectives, not to each other's choices.

What are our personal convictions about money, and how do they align with scripture?

Use visuals to compare options.



You can sell your toys or spend a long time getting out of debt.

How Can Advisors Use Never Enough? Three Keys to Financial Contentment

1. Use it to start a conversation. With the book as a resource, the advisor can be an objective third party.
2. For less detail-oriented clients, use it to look at ideas around money. Starting with ideas rather than dollars can allow for more productive conversation with some clients.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Discussion Questions

1. What stood out to you the most in this study group?
2. How many of your clients are best reached through details and spreadsheets, and how many are best reached through stories, visuals, and broader ideas?
3. Which of the three keys (perspective, principles, processes) do your clients struggle with the most?
4. What differences do you see between long-term clients and newer clients, or between younger and older generations, when it comes to the three keys?

For Personal Reflection

1. Using the three keys of perspective, principles, and processes, how would I evaluate myself as an individual?
2. What is my greatest frustration when working with clients who are not in alignment with the keys of perspective, principles, and processes? How can I turn that into motivation or new tactics?
3. What have I learned over the past year or more about guiding clients toward correct perspective, principles, and processes? How has that changed my approach to advising?
4. Based on today's study group, are there aspects of my advising that I want to change?

This Month's Focus

Never Enough? Three Keys to Financial Contentment: Finding financial contentment can be a struggle for many people, regardless of their financial status; three key perspectives can change that.

Study Group:

"Never Enough? Three Keys to Financial Contentment" with Ron Blue and Karen Blue Guess

National Teleconference:

Experienced advisors share how they use the tool Live, Give, Owe, Grow in their client work

Tools and Resources:

- Case order opportunity: "Never Enough? Three Keys to Financial Contentment" at 50% discount
- Sharing the Core Message video discussion
- Live, Give, Owe, Grow tool

Monthly Focus Resources Available at: kingdomadvisors.com/members

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Join us for our May 2017 Study Group