

Mental

Continuing education
Important books
Mentors
Hobbies
Music
Significant ideas
Love
Emotions
Tapes to listen to
People to learn from
Relaxation
Flowers smelled
Sunsets watched
Attitudes
Formal education
Growth experiences
Creative activities
Cultural growth

Physical

Physical condition
Recreation
Sports
Physical checkups
Holistic health care
Posture
Weight
Health
Energy level
Age
Personal hygiene
Sleep and rest patterns
Diet and nutrition
Preventive maintenance
Overall appearance
Self image
Exercise/activities

Financial

Investments
Salary
Cash flow needs
Estate planning
Security
Tax consequences
Personal budget
Net worth
Real estate
Savings accounts
Insurance protection
Loans
Retirement plans
Wills
Charity/gifts
Spending patterns
Debt

Spiritual

Personal philosophy
Commitment
Tradition
Church affiliation
Participation level
Knowledge of faith
Financial contributions
Teaching
Sharing your faith
Family's faith
Prayer life
Regular attendance
Reading/study
Spiritual fulfillment
Feeling of tapping into
a greater power
Meaning of life

Career

Current situation
Vacations
Educational opportunities
Retirement plan
Insurances
Benefits
Sense of fulfillment
Potential growth
20 years from now
Lifestyle provided
Challenge offered
Camaraderie
Time commitments
Satisfaction
Self-improvement
Business skills
Helping others
Developing staff

Social

Clubs and organizations
Relationships
Public speaking
Mastermind groups
Social skills
Community involvement
Political involvement
Service to country
Charitable efforts
Friendships
Entertaining others
Reputation

Family

Marriage status:
love relationship
mutually set goals
Parenting skills
Number of people in family
Family activities
Vacations
Family environment:
My parents
My children
Other relatives
Self-esteem taught
Love instilled
Children's education
Values/morals shared
Reunions

