

Personal Values Questionnaire

We believe that estate planning is the interrelationship of vision and documents. The documents produced are the roadmap our clients want followed for their own lives and possessions. What sets us apart is the degree of personal vision we incorporate in our clients' documents.

When people visit an attorney to discuss an estate plan, they expect to talk about things like money, property, retirement plans, investments, and insurance. Indeed, if they have had any prior experience preparing an estate plan, they may think that this is all that will be discussed.

We believe the conversation invariably should be a larger one. We recognize that each of our clients is far more than their material wealth. We believe that looking at the whole client—his or her heritage, family, and community—is essential to our ability to provide sound, *personal* advice. So we build upon the analytical basis that most attorneys work with by adding significant additional information unique to each client. We believe that without these things, we cannot begin to advise our clients effectively on their planning. And only with this information can we create documents for our clients that more closely reflect their individual intentions and desires.

The Life Circle, a graphic developed by Scott Farnsworth, a forward thinking advisor and member of the Advisory Board of The Advisors Project, illustrates well our approach. When matters of material wealth (upper left quadrant) are seen in the context of the rest of a life, they take on a more appropriate position in the planning conversation.



The Life Circle
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To help us guide you toward your goals, we have prepared a questionnaire that will not only tell us about you as individual, but we believe it will also help you focus your own feelings.

To help us gather the needed information, we have two requests.

First, for the next few weeks until our meeting, please pay attention to your reactions to world, national, and local news. Please keep a written log of those news items to which you have *any* notable emotional response, including anger, joy, pride, upset, frustration, etc. This will be invaluable in our work. You may clip the items, or just note them, but please be sure to write your reactions down—even if it's on the back side of this questionnaire!

Second, please fill out this questionnaire completely and thoroughly. Don't be daunted by its length—there's lots of white space, and multiple choice answers take room!

Please be assured that *all responses to these questions will be held in strictest confidence, and will be used solely and only for the purposes of our work together*. Please be as comprehensive with your answers as possible. In the event you find it impossible to answer any of the questions that apply to your circumstances, please think about the question and why the answer is so difficult to formulate.

Finally, please take the time to respond to this questionnaire, and get it back to us ***no later than 2 weeks after you receive this, but in any event at least 24 hours in advance of our meeting***. You can send it by mail, telefax, or by e-mail attachment. Thanks for giving us the information to create the optimum plan for *your* estate.

Part I

Overall Questions

1.01 General

Name: _____

- (a) Why are you here now?
 - (1) Sale of Business?
 - (2) Health Crisis?
 - (3) Simply setting affairs in order?
 - (4) A change in family situation: marriage or significant relationship, divorce, death of a loved one, etc.?
- (b) What are your goals for the process?

Part II
Material Wealth
Money, Property, Retirement Plans, Insurance,
Investments

2.01 History

(a) To who or what do you attribute the source of your wealth (put a check next to each one applicable):

- personal initiative _____
- gifts from living individuals _____
- inheritance _____
- investments _____
- building a business _____
- savings _____
- unexpected good luck _____
- spouse _____

(b) What people and/or incidents have most shaped your ideas about wealth? How?

(c) How would you describe your family's financial status when growing up:

- poor _____
- middle class _____
- upper middle class _____
- affluent _____

(d) Did that financial status have an impact on the way you view the world? How?

Part III

Heritage

History/Culture/Ancestors/Traditions/Heirlooms

- (a) **What are the names of your parents and grandparents? Where were they born?**

- (b) **Geographically, where do you come from? How did this place shape the kind of person you have become?**

- (c) **What are some of the most important values that were passed on to you by your parents? Your grandparents?**

- (d) **Are there any items of personal property that are especially prized by you because of their historical connection?**

Part IV
Family
Identity, Love & Sharing, Beliefs & Values, Connections

4.01 Family of Origin

(a) From your perspective now, what were your family of origin's life-priorities?

(b) What do you think were your family's greatest strengths?

(c) What do you think were your family's greatest weaknesses?

4.02 Spouse or Significant Other (skip this if there isn't one)!

(a) Where & how did you meet?

(b) When did you marry, or commit to each other?

(c) Is this a first marriage/significant relationship?

(d) How do you complement each other?

(e) What are your greatest differences

4.03 Others in your family

With respect to each child, grandchild, or other individual that you consider as family, answer the following questions (please attach additional pages, if useful)

(a) How would you describe your relationship with that individual?

(b) With respect to that individual, what are you most proud of?

(c) With respect to each individual, what do you see as that individual's biggest challenge?

(d) Does any individual mentioned above have special needs that must be considered?

4.04 If you could pick three things that your family would remember about you, what would they be?

4.05 Beliefs & Values

- (a) What kinds of things energize you to get up in the morning?
- (b) Are there things you feel you really should do, that you've put on the back burner? What are they?
- (c) What are some of the most important qualities a person needs to live a rewarding life?
- (d) What is the real measure of success?
- (e) Describe your proudest moment?

4.06 Values Chart

Rate the following values in order of their importance to you, from “Very Important” to “Unimportant.” *Feel free to leave blank any items you don’t wish to rank.*

	Very Important	Important	Neutral	Unimportant
Cultural values such as art, music, travel.				
Economic values such as financial responsibility, frugality, savings.				
Educational values such as study, self-improvement, academic achievements, lifelong learning.				
Emotional values such as compassion, kindness, generosity.				
Ethical values such as honesty, fairness, justice.				
Material values such as possessions, social standing, rank and title.				
Personal values such as modesty, loyalty, independence.				
Philanthropic values such as volunteer work, donations (time and money).				
Physical values such as health, relaxation, exercise, appearance.				
Public values such as citizenship, community involvement, public service.				
Recreational values such as sports, leisure time, hobbies, vacations.				
Relationship values such as family, friends, colleagues.				
Spiritual values such as faith, belief in God, inner peace.				
Work values such as effort, competence, professional recognition and success.				

Part V
Community
Work, Friendships, Affiliations, Volunteer, Philanthropy

5.01 Work

- (a) Who or what has most shaped your personal work ethic? How?**

- (b) How did you get started in your career?**

- (c) Were there any career choices you eliminated after school because they “just were not practical”?**

- (d) What was the most significant turning point in your career?**

- (e) What have been the most satisfying aspects of your career?**

- (f) What have been the most challenging aspects of your career?**

5.02 Philanthropy

- (a) Was giving a tradition in your family growing up?

- (b) Do you have a personal history of giving to charity? Do you give now? Time and/or money? If you do or have, describe what you've done.

- (c) If you haven't given to charity in the past, is it something that you would like to do now or in the future? During life or at death?

- (d) If you do or have, which of the feelings described below are applicable to how you feel about it:

- gratified _____
- disappointed _____
- appreciated _____
- fulfilling an obligation _____
- giving something back _____
- honored _____
- joyful _____
- accomplished _____
- optimistic _____
- pessimistic _____

(e) Charitable Purposes: Rank the 3 areas you feel most passionate about, with 1 being highest:

- amelioration of poverty _____
- arts & culture _____
- education _____
- emergency relief _____
- the environment _____
- health & medical _____
- international affairs _____
- religion & spiritual matters _____
- research _____ (continued next page)
- social justice _____
- specific populations (if more than one, rank them)
 - women & girls _____
 - gay/lesbian _____
 - children _____
 - elderly _____
 - homeless _____
 - Other special population(specify) _____
- other purpose _____

Part VI In Closing

- 6.01 Looking back: which of your accomplishments do you find most gratifying?**
- 6.02 Looking ahead: Name something you would like to accomplish or see happen during the rest of your life?**
- 6.03 What was the single most important experience of your life? Why was this so important to you?**
- 6.04 What are 3 or 4 of the most important relationships in your life?**
- 6.05 If you knew at your death a plaque would be created as a perpetual reminder of your contributions to mankind, what would you want inscribed on it for others to read?**