

# YOUR MONEY



**Your Host, Chuck Jaffe**

**September 10, 2007**

**TODAY ON YOUR MONEY**

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The show opened with Chuck giving us the Weird Financial News. A collection of Weird, Bizarre and otherwise strange things that people do for with and about money.

**Our Big interview today was with:**

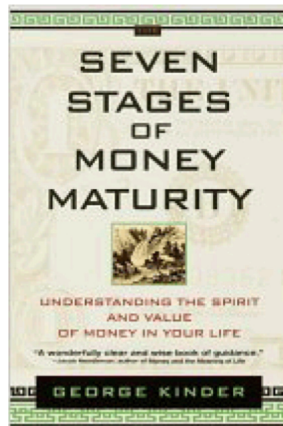


George Kinder, nationally recognized as the father of the Life Planning movement and the Founder of the [Kinder Institute of Life Planning](http://www.kinderinstitute.com). George describes what the Kinder institute does. He tells us that life planning shifts the focus in finance from sales to service, by creating a trusting advisory relationship where the focus is on the person rather than their money. At its most accomplished levels, the advisor might even become a mentor to the client. Rather than focus on “financial goals,” the focus turns to the most meaningful - even profound - goals of a

person's life. Kinder Method planners then structure a financial plan that not only fulfills our money goals, but also provides a supportive financial framework for living the most meaningful and rewarding life we can imagine, including goals related to:

- Family
- Creativity
- Spirit
- Service
- Place

We also discussed one of George Kinder's books, "The Seven Stages of Money Maturity: Understanding the Spirit and Value of Money in Your Life"



Most financial advisors and books about money approach finance as if it were simply a skill to learn, the same sort of thing as hitting a fastball or speaking French like a diplomat. Money maturity does include skills, such as understanding investment options and using a budget effectively, but it goes much deeper, to the feelings, the heart, and, even the soul.

By following three composite characters throughout the book and examining their experiences through the prisms of his own background and development, Kinder explains how to evolve naturally through these seven specific states (innocence, pain, knowledge, understanding, vigor, vision, and aloha) to achieve both financial and personal security.



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