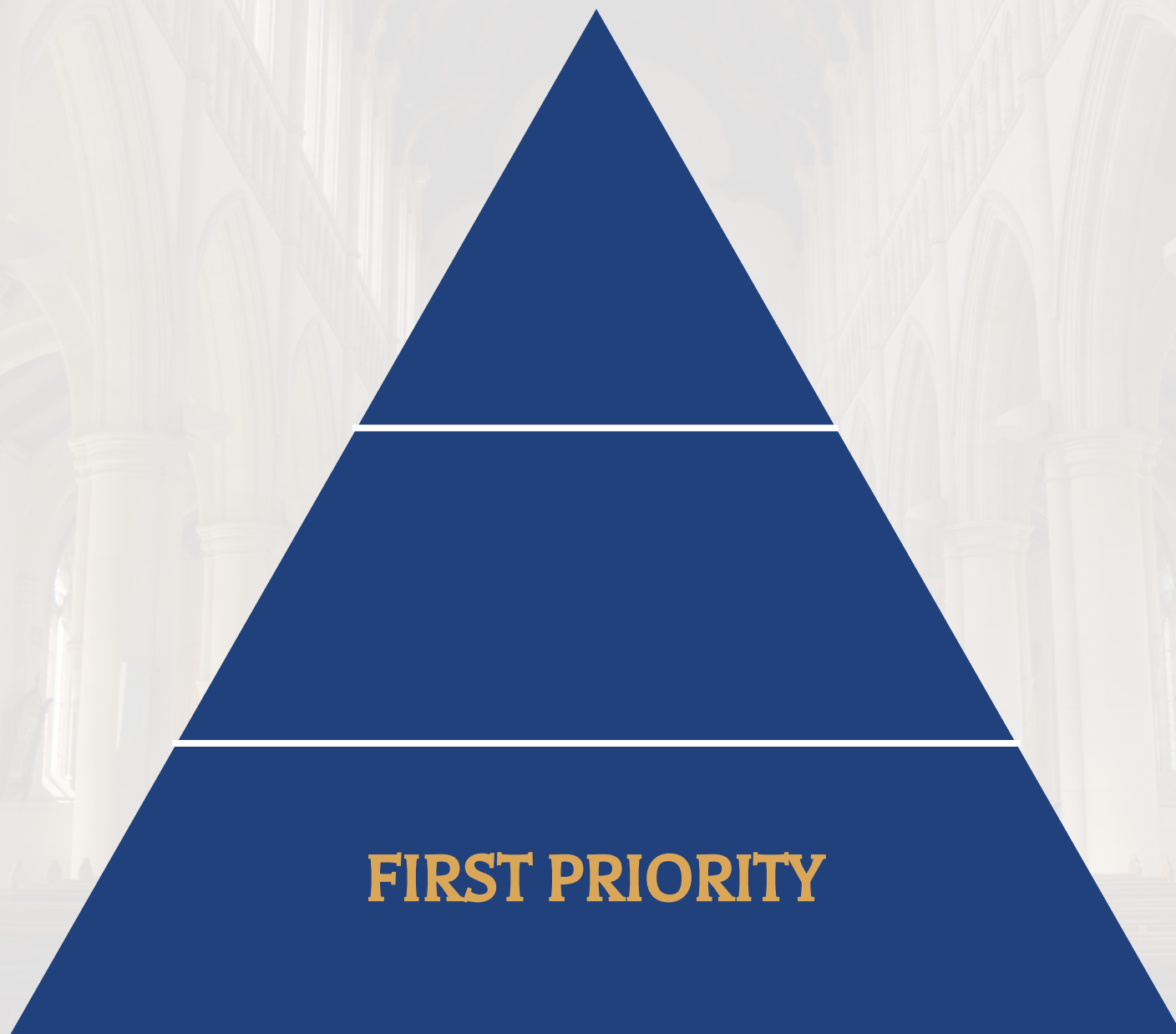




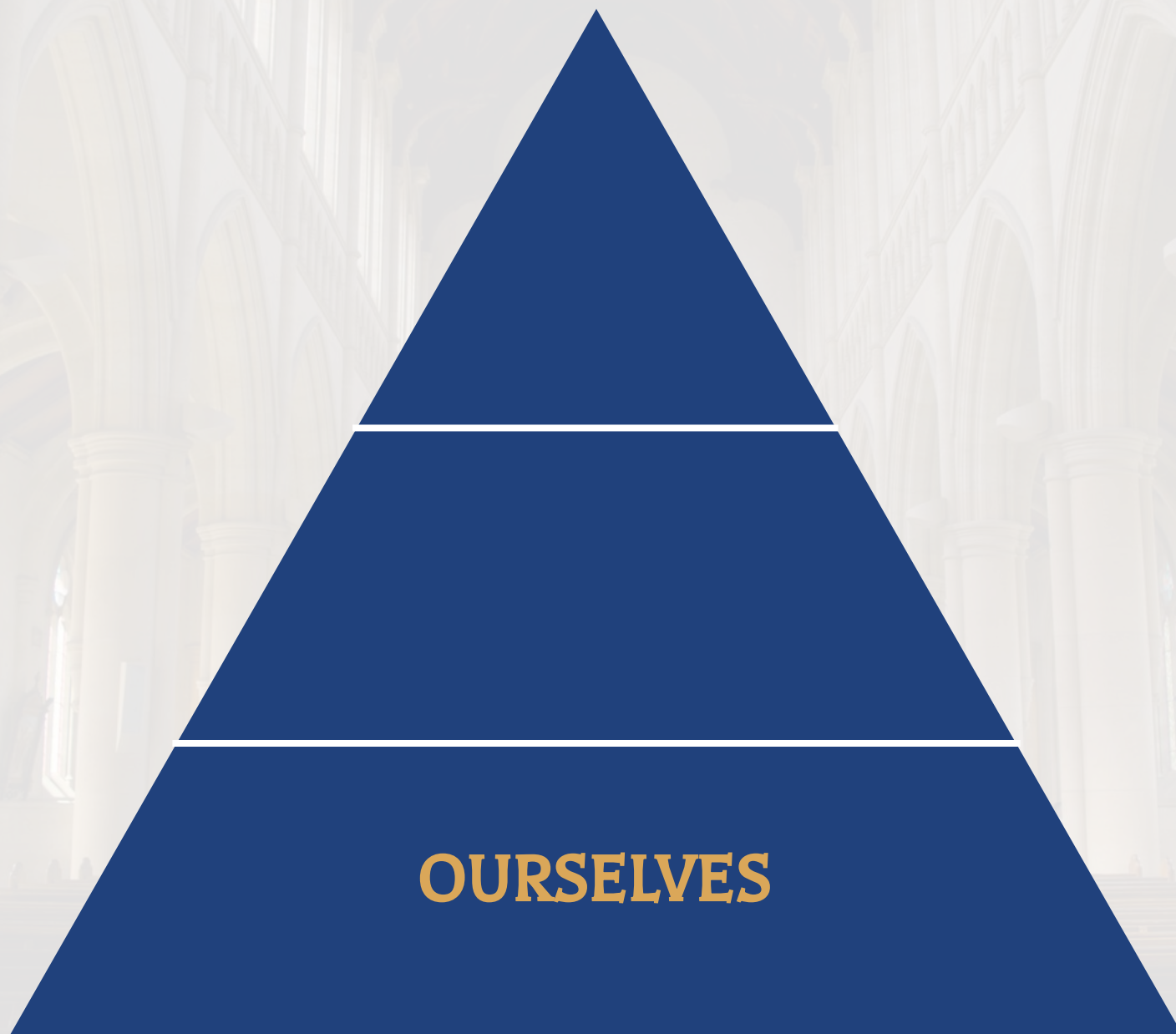
# **THREE QUESTIONS EVERY FAMILY NEEDS TO ANSWER BEFORE THEY CAN DO COMPREHENSIVE PLANNING**

UNDERSTANDING THE PSYCHOLOGICAL PYRAMID  
OF PRIORITIES IN PLANNING





**FIRST PRIORITY**





**SECOND PRIORITY**

**OURSELVES**



**OUR HEIRS**

**OURSELVES**





**THIRD  
PRIORITY**

**OUR HEIRS**

**OURSELVES**



**OTHERS**

**OUR HEIRS**

**OURSELVES**



**WHO GETS  
WHAT IS LEFT  
OVER?**

**HOW MUCH IS  
ENOUGH FOR OUR  
HEIRS?**

**HOW MUCH IS ENOUGH  
FOR US?**