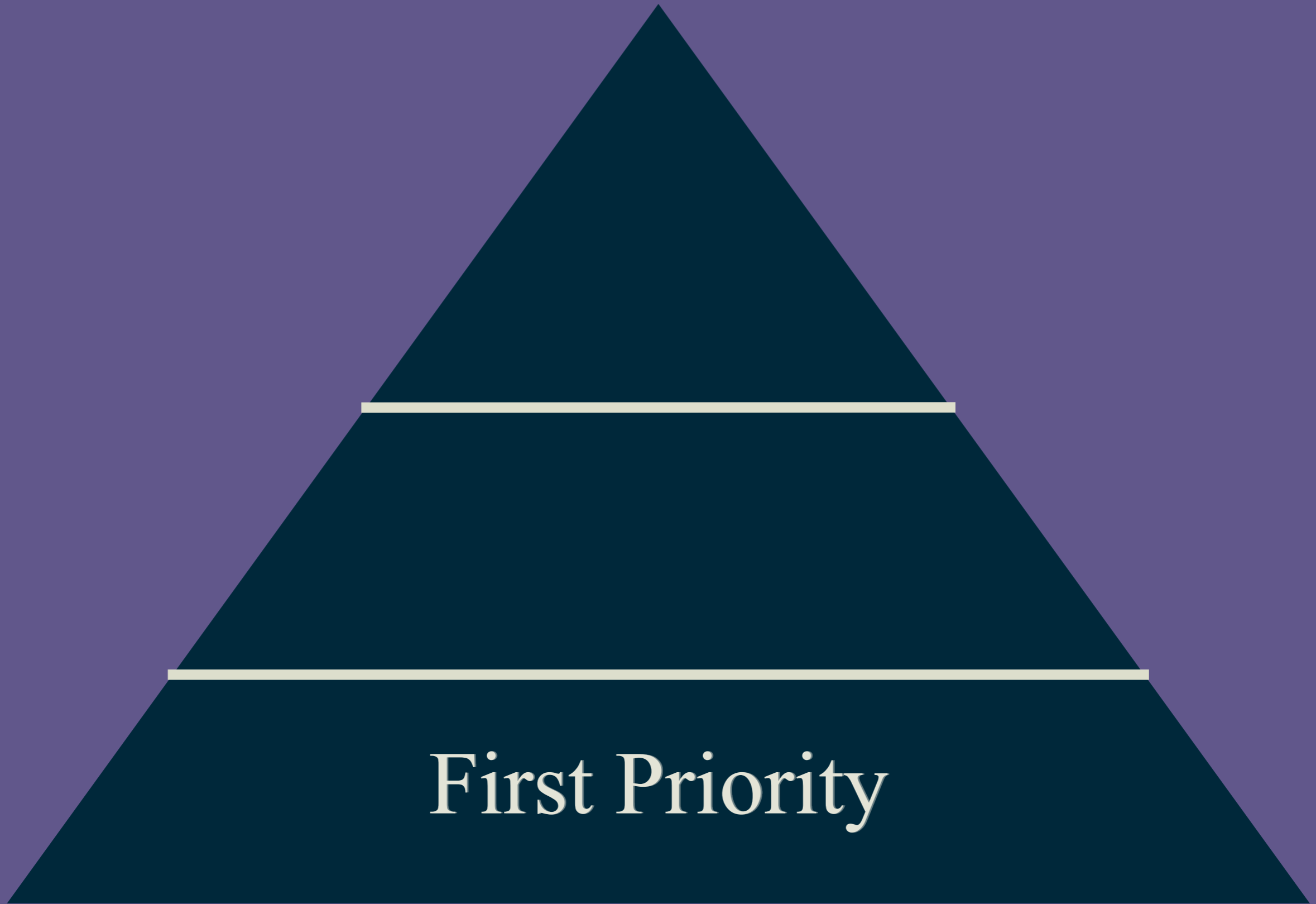
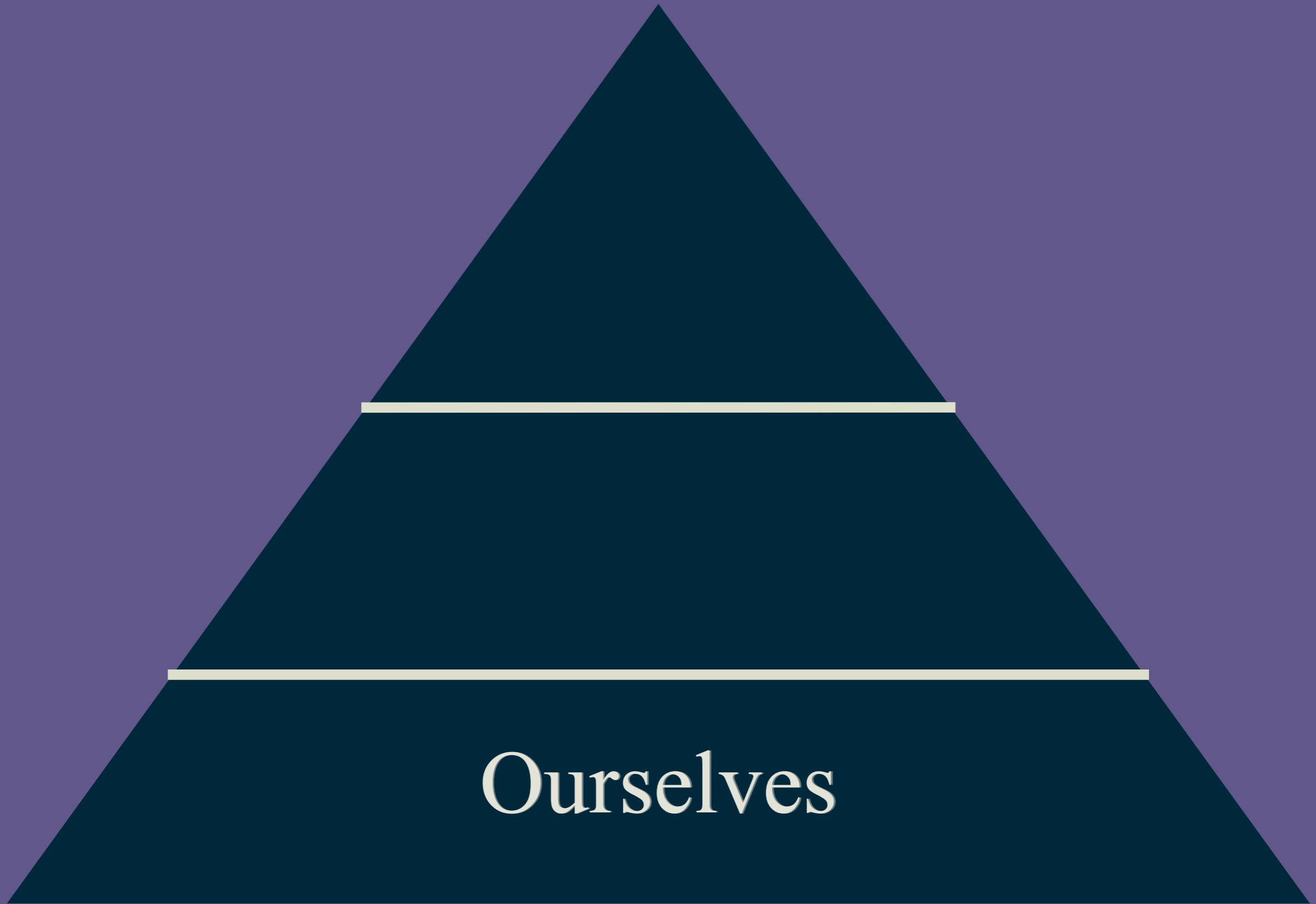


**Three Questions Every Family  
Needs to Answer Before They Can  
Do Comprehensive Planning**

*Understanding the  
Psychological Pyramid of Priorities  
in Planning*



First Priority

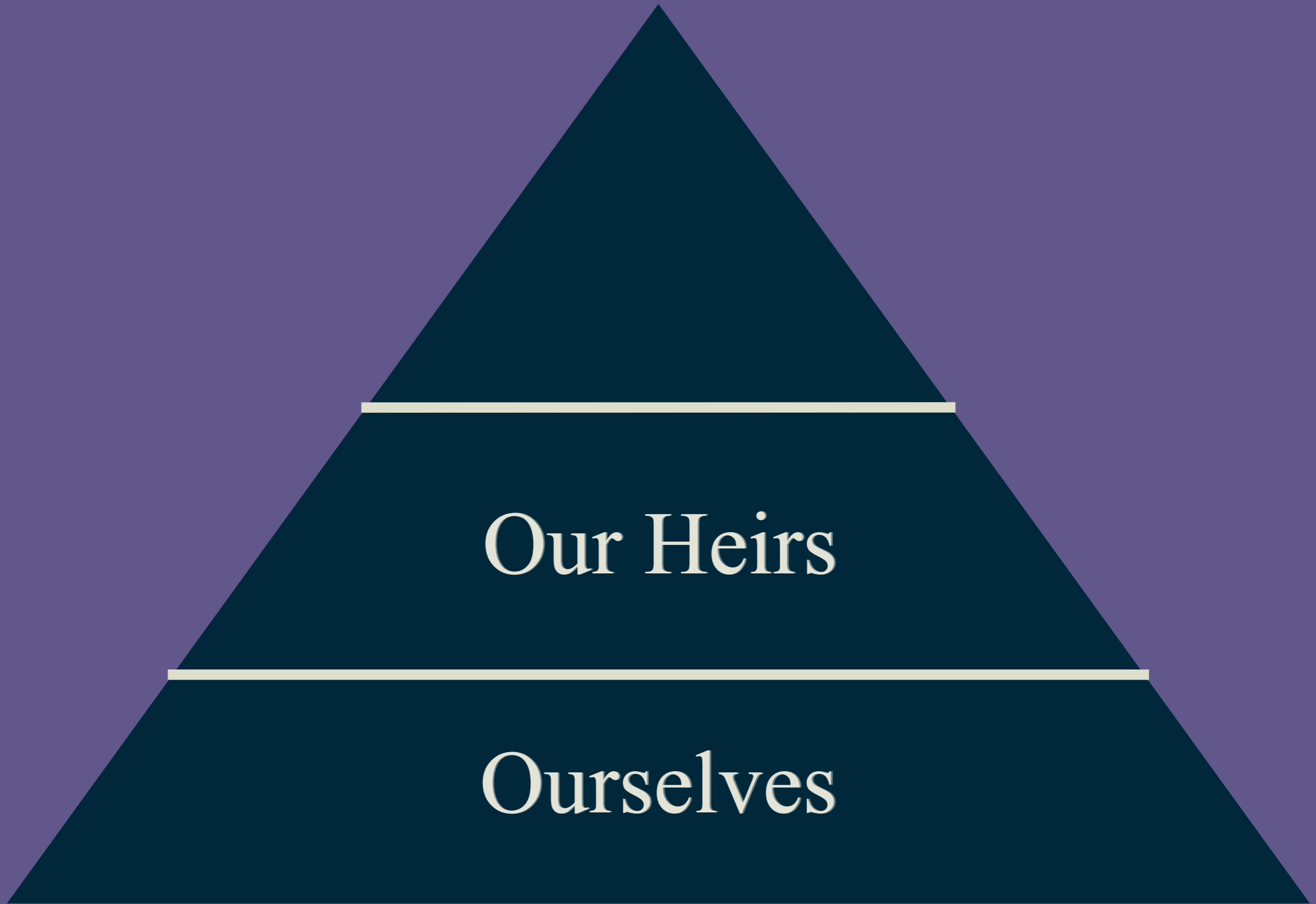


Ourselves



Second Priority

Ourselves



Our Heirs

Ourselves



Third  
Priority

Our Heirs

Ourselves



A pyramid diagram with three levels. The top level is labeled 'Others', the middle level is labeled 'Our Heirs', and the bottom level is labeled 'Ourselves'. The pyramid is dark green and set against a purple background. Two horizontal white lines separate the three levels.

Others

Our Heirs

Ourselves

Who Gets  
What is Left Over?

How Much is  
Enough for Our Heirs?

How Much is Enough for Us?