

NEVER TOO OLD TO

*Rock
&
Roll*[®]

Coaching Questions

Chapter 1 Coaching Questions
Are You Ready for the Next Revolution?

1. If you're like most people, your first 50 years were fairly predictable. You went to school, graduated, started your career, and raised a family.

What's next? What's waiting on your horizon for life after 50?

2. At age 50, you probably look and feel better than your parents did at 30.

How will you keep it going? What's your plan for staying physically healthy and vital?

3. Remember, almost nothing worthwhile happens without careful planning.

Do you have an accurate picture of where you want to go? Do you have a road map of attainable intermediate goals to get you there?

Chapter 2 Coaching Questions
Are You Ready for Total Wealth and Abundance?

1. Limiting beliefs are the thoughts and ideas that keep you from accomplishing your goals and dreams.

What were you taught about money as a child? Do you have any limiting beliefs about money that you need to release?

2. By creating a compelling vision of your future life, you can take steps now to make it come true.

What might happen if you viewed life after 50 as the best years yet? What if you believed you could have more fun, freedom, and flexibility than at any other time in your life?

3. Appreciating your abundance means enjoying what you have and putting it to good use.

What could you “invest” in that would add to your life? What will it eventually cost you not to spend money on those aspects of life?

Chapter 3 Coaching Questions
What's Your Vision for Your Future Life?

1. What are the possibilities for your life?

How would you define a wealthy life? If you didn't have to work for a living, what would you do? What are you passionate about or highly interested in? If money were no object, what kind of lifestyle would you live? What would you do to be your best for the world?

2. What's your purpose?

What do you do best (your innate talents and gifts)? If you could be best in the world at something, what would it be? What drives you most strongly (what are your convictions)? If you could accomplish anything you wanted and knew you could not fail, how would you spend your time? Ask the people who know you well, "What do you think are my strongest attributes? What do you like most about me?"

3. What old, ineffective patterns could sabotage your treasure hunt?

What could cause your ship to wreck as you seek your treasure? What habitual experiences from your past are limiting your success and happiness? What patterns or beliefs are blocking your experience of dynamic health and energy? What new and empowering beliefs could you adopt instead of the old, ineffective ones?

4. Which of your most cherished values will sustain you on your treasure hunt?

THE VALUES PROCESS

If you're like most people, you'll probably identify with many of the values on the following list, and narrowing it down may seem daunting at first. That's why the process is done in three steps. Take your time, follow the instructions, and remember there are no wrong answers. This exercise is simply intended to help you identify your most cherished values.

Step 1: For each value, circle the number that best indicates its importance to you (1 = not important, 3 = important). Remember, you're ultimately going to narrow this list down to your top four, so be selective: Try to save the 3s for your 10 to 20 *most cherished* values. Use the "Other" spaces at the end to add values that are important to you but aren't on the list.

<i>Value (description)</i>	<i>Not important</i> →	<i>Important</i>	
Acceptance (tolerance, openness, fairness)	1	2	3
Adventure (variety, challenge, excitement)	1	2	3
Aesthetics (beauty, grace, elegance)	1	2	3
Ambition (vision, goals, accomplishment)	1	2	3
Authenticity (naturalness, integrity, honesty)	1	2	3
Balance (steadiness, stability)	1	2	3
Compassion (forgiveness, encouragement, tactfulness)	1	2	3
Competition (winning, dominating, taking risks)	1	2	3
Conscientiousness (devotion, dedication, precision)	1	2	3
Contribution (service, volunteering, generosity)	1	2	3
Courage (strength, boldness, assertiveness)	1	2	3
Creativity (innovation, expression, flexibility)	1	2	3
Determination (focus, discipline, self-control)	1	2	3
Diligence (hard work, alertness, thoroughness)	1	2	3
Discernment (clear thinking, awareness, practicality)	1	2	3
Enthusiasm (zeal, dynamism, passion)	1	2	3
Family happiness	1	2	3
Fun (pleasure, entertainment, playfulness)	1	2	3
Gratitude	1	2	3
Growth (advancement, improvement, self-actualization)	1	2	3
Happiness (joy, bliss, radiance)	1	2	3
Health & fitness (energy, youthfulness, attractiveness)	1	2	3
Humility (modesty)	1	2	3
Humor (wit, joviality)	1	2	3
Independence (self-reliance, freedom, autonomy)	1	2	3
Knowledge (discovery, wisdom, foresight)	1	2	3
Leadership (influence, power, authority)	1	2	3
Legacy (bequest, heritage, inheritance)	1	2	3
Love (intimacy, nurturing, connection)	1	2	3
Loyalty (duty, allegiance, fidelity)	1	2	3
Order (organization, stability, dependability)	1	2	3

Precision (meticulousness, preparation, punctuality)	1	2	3
Quality (excellence, professionalism, customer service)	1	2	3
Relationships (community, teamwork, affiliation)	1	2	3
Respect (pride, worth, confidence)	1	2	3
Responsibility (accountability, trustworthiness, reliability)	1	2	3
Spirituality (faith, optimism, balance, self-renewal)	1	2	3
Success (fame, rank, status)	1	2	3
Talent (skill, experience, expertise)	1	2	3
Tranquility (simplicity, gentleness, security)	1	2	3
Uniqueness (originality, specialness)	1	2	3
Wealth (financial freedom, economic security)	1	2	3
Other	1	2	3
Other	1	2	3

Step 2: Look at all the 3s you circled. If you have more than ten, place a check mark next to the ten that are *most important* to you, then write them in any order on the following lines. Using the same process you used in Step 1, circle the number that indicates each value's level of importance. Again, try to reserve the 5s for your *top four* values.

<i>Value (description)</i>	<i>Important</i>	<i>→</i>	<i>Very Important</i>
1. _____	4		5
2. _____	4		5
3. _____	4		5
4. _____	4		5
5. _____	4		5
6. _____	4		5
7. _____	4		5
8. _____	4		5
9. _____	4		5
10. _____	4		5

Step 3: From the 5s you circled in Step 2, select your top four values and write them on the following lines. You may find it helpful to write a sentence or two, clearly describing what each value means to you. You might want to use a dictionary, thesaurus, important wisdom literature, or scriptures to help you understand the deeper meaning of the words.

My Top 4 Values

1. _____

2. _____

3. _____

4. _____

5. What measurable, achievable goals will you set and what actions must you take to achieve them?

What goals do you now have for living your vision of possibilities? What will you do to lead a rich life? What lasting legacy do you want to leave for others? Is what you're doing today moving you closer to or farther away from your compelling vision and most cherished values?

6. How will you celebrate the treasures of your life?

What treasure comes with this goal that you really want to celebrate? How will you celebrate life richly? How have your troubles been your teachers? How would you now define happiness?

7. How will you use your treasure to serve others and make a difference?

How can you use your treasure to serve other people? What can you do with the money and resources you've found? What kind of lasting legacy do you want to leave for others? How will you use your wealth to create win-win transactions that benefit others as well as yourself?

Chapter 4 Coaching Questions
Are You Training for Healthy Longevity?

1. A strong, healthy lifestyle begins with a vision.

How do you see yourself physically in your life after 50? What do you want to be, do, and have?

2. Some people think it costs too much to exercise; they forget the cost of missed opportunities.

What will it cost if you DON'T train for longevity? What will you miss out on? What price will you pay for letting yourself go?

3. Remember, every journey begins with a single step.

What one step could you take RIGHT NOW to begin or intensify your training routine? Do you need to interview a trainer, join a gym, or purchase a piece of exercise equipment? What single thing could you do today to start your training routine?

Chapter 5 Coaching Questions
Are You Practicing Good Nutrition?

1. The best diet consists of a healthy variety of foods, eaten in moderation at least three times a day, for the rest of your life.

Is your diet the best it can be? What areas could you improve to make life after 50 your best years yet?

2. Enjoy eating! Focus on what you can eat (almost anything in moderation, for most people), not what you have to give up.

*Are you following the guidelines for basic nutrition outlined in this chapter? If not, what do you need to eat **MORE** of to make your diet healthier?*

3. When you need nutritional advice you can count on, start by asking your family doctor or healthcare provider.

Where are you getting your nutritional advice? Is the information accurate, or do you need to find a better source?

Chapter 6 Coaching Questions
Are You the CEO of Your Healthcare Team?

1. Today, it's more important than ever to be knowledgeable about your health and take responsibility for obtaining adequate care.

Who's in charge of your health? Are you the CEO, or have you delegated responsibility to someone else?

2. Think of yourself in terms of your biological instead of your chronological age.

How old are you really? Do you need to schedule an appointment to test your biological markers?

3. As you consider your plan for making life after 50 your best years yet, you need a framework for making good decisions. Ask yourself these three questions:

Who am I? Where am I going? Who am I going with?

Chapter 7 Coaching Questions
Are You Serious About Your Money?

1. Life after 50 can be your best years yet, but make no mistake: It's going to cost money.

Have you saved enough money to maintain your current lifestyle? Do you have a rules-based plan in place for attaining financial freedom?

2. The Wealth Management Benchmark was designed to help you avoid unforced errors.

Did you complete the sample exercise in this chapter? If not, please go back and do it now, then list the most important items from your action plan.

3. To have an achievable vision of financial security, you need a disciplined, rules-based approach to constructing and managing your portfolio.

Do you have an investment policy statement and a qualified coach to guide you in this area of life?
