

## DECEMBER 2020 DISCUSSION QUESTIONS

**1**

### **INTRODUCTIONS**

If you don't know each other, introduce yourselves! Check in with each other!

**2**

### **HOW DO WE BECOME A TRUSTED PROFESSION?**

Jamie Hopkins writes about how becoming a trusted profession is vital to the future. How do we do that? What can you add to what he's written?

**3**

### **REINVENTING YOURSELF POST-COVID-19**

How has this pandemic changed you? Changed your professional life? Changed your habits? What have you learned?

**4**

### **CONNECTING WITH CENTERS OF INFLUENCE**

Do you connect with COIs? What methods have you utilized to do so that have been successful? What about those that didn't work?

**5**

### **WHAT DOES THE FUTURE OF THE PROFESSION LOOKS LIKE?**

What does financial planning look like in a decade and what do you think we need to change/do in order to get there?