**Discussion Questions**

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| **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? |