

Table 2: Statistically Significant Relationships Between Qualitative Data Gathering and Client Trust and Commitment—A Comparison of 2006 and 2021 Results

Planner makes effort to learn about...	Cultural Values		Personality Types/Traits		Attitudes and Beliefs About Money		Family History and Family Values	
Outcomes	2006 Planner	2006 Client	2006 Planner	2006 Client	2006 Planner	2006 Client	2006 Planner	2006 Client
Trust Scale	NS	NS	NS	$p < .01$	NS	NS	NS	$p < .05$
Commitment Scale	NS	$p < .001$	NS	$p < .001$	NS	NS	NS	$p < .05$
Outcomes	2021 Planner	2021 Client	2021 Planner	2021 Client	2021 Planner	2021 Client	2021 Planner	2021 Client
Trust Scale	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$
Commitment Scale	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$	$p < .0001$

$p < .0001$ —statistical significance at .0001 level; $p < .001$ —statistical significance at .001; level $p < .01$ —statistical significance at .01 level;
 $p < .05$ —statistical significance a .05 level; NS—not significant at .05 level