

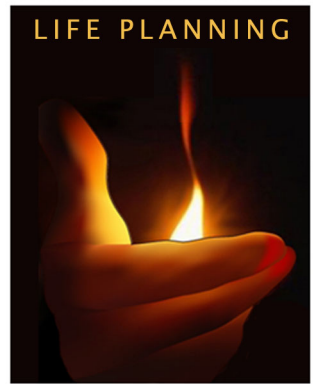
NEWS

FOR IMMEDIATE RELEASE

July 22, 2005

Contact: Susan Galvan, CEO
Company: Kinder Institute of Life Planning
Phone: (925) 989-1078
E-mail: sgalvan@KinderInstitute.com
www.KinderInstitute.com

Kinder Institute



bringing **life** to money™

KINDER AND GALVAN RETURN FROM LONDON TRAINING TRIP

Kinder Institute Co-Founders Lead Flagship Workshop for British Financial Planning Association

[LONDON, ENGLAND, July 22, 2005] -- Susan Galvan, MA, and George Kinder, CFP®, co-founders of the Kinder Institute of Life Planning, led their flagship Seven Stages of Money Maturity Workshop for 33 enthusiastic British and Dutch financial planners, executives and journalists over the course of two days in London, England. This is the second consecutive year that the Institute for Financial Planning (the English equivalent of the FPA in the United States) has sponsored their course.

An article in London's Financial Times recapped the workshop saying: Traditionally, we think of financial planning as involving tedious spreadsheets, stacks of tax returns and lots of mumbo jumbo about inflation and the Retail Price Index. But George Kinder, founder of the Kinder Institute of Life Planning (www.KinderInstitute.com), is working to change that. Through his best-selling book, *The Seven Stages of Money Maturity* (Delacourt, 1999), and the seminars he gives for planners and the public alike, Kinder has become the recognized father of the life planning movement. His aim is to bring a human element to the curriculum of financial planning.

"The central focus of life planning is the client -- what they care about, and they're passionate about," Kinder says. "None of us are gurus: what we're doing is looking for solutions. I like to think that we're giving people permission to live the life they want to live. By asking open-ended questions, the goal is to make a human connection and try to understand what a client really wants."

-- More --

In their two-day workshops, Kinder, Galvan and other specially-trained facilitators help financial planners learn how to draw out their client's heart's core. Using a proven 3-Question process helps the planner build an individual financial plan based on the clients' true priorities. "Whatever their answers are to those questions is the focus of your financial plan," says Kinder. "Life is not about buying a second home or paying for your kid's education. It's about finding out what is profoundly important to you."

Most often, the effect of life planning is a subtle shift in priorities, Galvan says. Some people say they want to leave a massive estate to their children. But they're working so hard to have the money to leave behind, that they spend no time with their kids. "What kind of a legacy is that?" asks Kinder, the father of 16-month-old twin girls.

Kinder says in the US, life planning has taken off, and that the UK is not far behind. "I see the possibility that Britain could leapfrog over America. The enthusiasm here is extraordinary."

The London workshop took place July 5th and 6th, 2005. While Kinder and Galvan were in the city when the July 7th bombings occurred, they and their families have returned to the states without harm. They will continue to offer international trainings as invitations stream in and time permits. In addition to leading workshops in the United States and England, they and another trained facilitator have led workshops in Australia.

Ivo Valkenburg, a Kinder affiliate in the Netherlands, is planning to bring the Seven Stages workshop to Holland. The Dutch-sponsored workshop is slated for October 2005.

About The Kinder Institute

Kinder, author of [The Seven Stages of Money Maturity](#), a book that helps people gain more power around money and create the life they've always wanted, is widely acknowledged as the founding father of the financial life planning movement. A CERTIFIED FINANCIAL PLANNER™ professional with over thirty years' experience counseling clients, Kinder has twice been named "one of the top 25 most influential people in financial planning" (Investment Advisor magazine, 2003 and 2004). A life-centered financial planner who practices what he preaches, Kinder along with his wife and twin daughters splits his time between a home in rural Massachusetts and a home in Hawaii.

With a lifelong interest in human development and behavior as a foundation, Galvan has worked as a professional counselor, educator, trainer, minister and administrator. She has initiated and developed a wide range of projects and programs, with a special emphasis on emergent models in the fields of psychology, education and human development. Co-Founder of the Kinder Institute of Life Planning in partnership with George D. Kinder, CFP®, Galvan brings their education and experience together as CEO and Trainer of Trainers in an innovative program which trains financial planners and other professionals in Life Planning.

The Kinder Method™ of Life Planning provides in-depth training and mentorship to financial planners seeking to integrate a more holistic approach into their financial planning practice, focusing on specific skill sets, profound life goals and a methodology conducive to deepening trust and commitment in these professional relationships. Kinder and Galvan currently write regular columns in two magazines, "Worthwhile" and "Advising Boomers." A book on Life-Centered Financial Planning, Lighting the Torch, is due out in 2005.

Nearly 500 advisors from every corner of the country are listed on www.KinderInstitute.com as having been trained in Life Planning. Each of them has received anywhere from 16 to over 200 hours of in-depth training in how to help clients identify what they truly want out of life, and then to help their clients deliver on their dreams. Most of the life planners listed on the site are CERTIFIED FINANCIAL PLANNER™ professionals (CFP) or credentialed through some other leg of the financial advisory profession.

For more information about the Kinder Institute, including the first-ever Kinder Life Planning Conference (Estes Park, Colorado, October 2005), visit www.KinderInstitute.com.

###