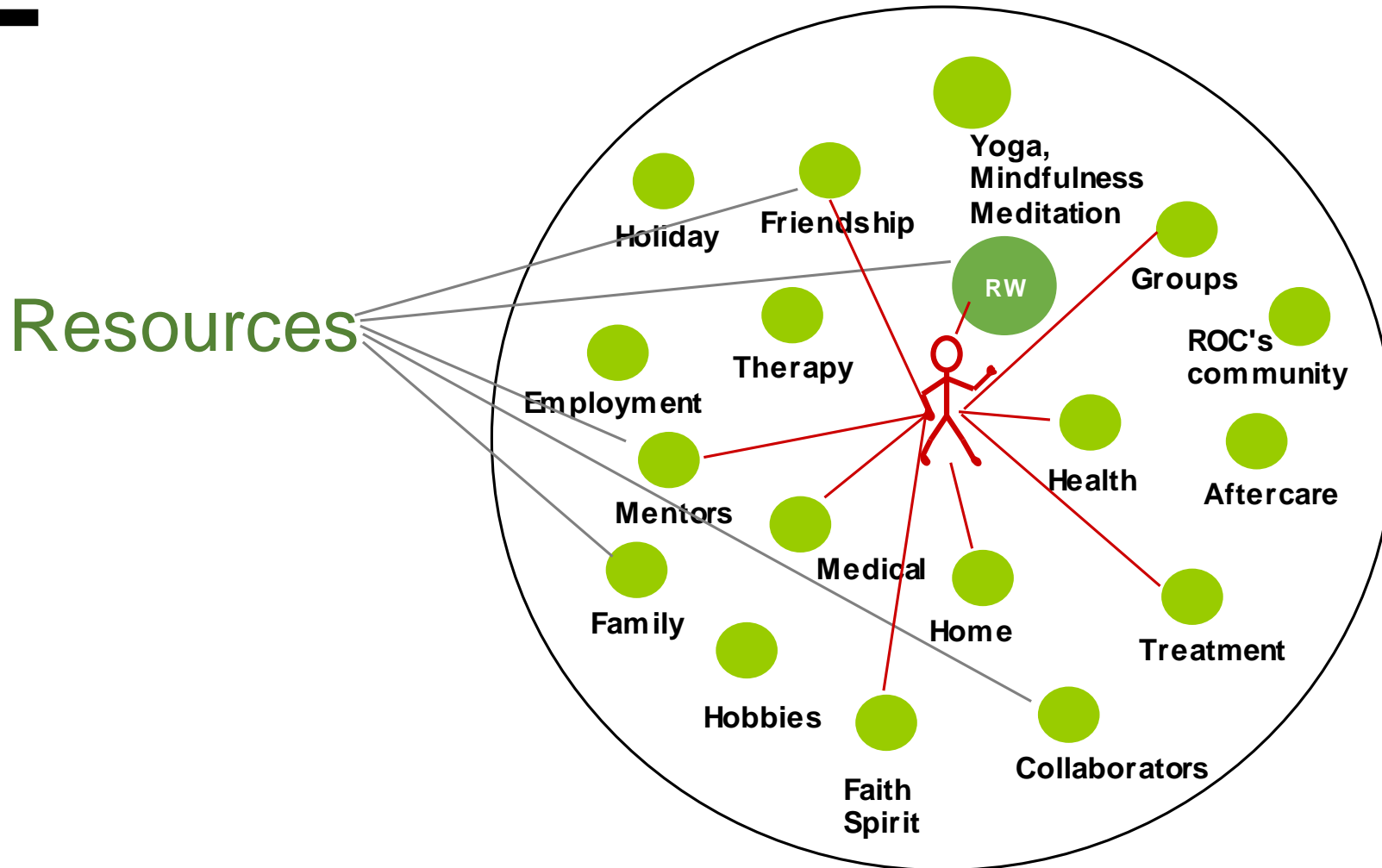


1

Relationships and systems

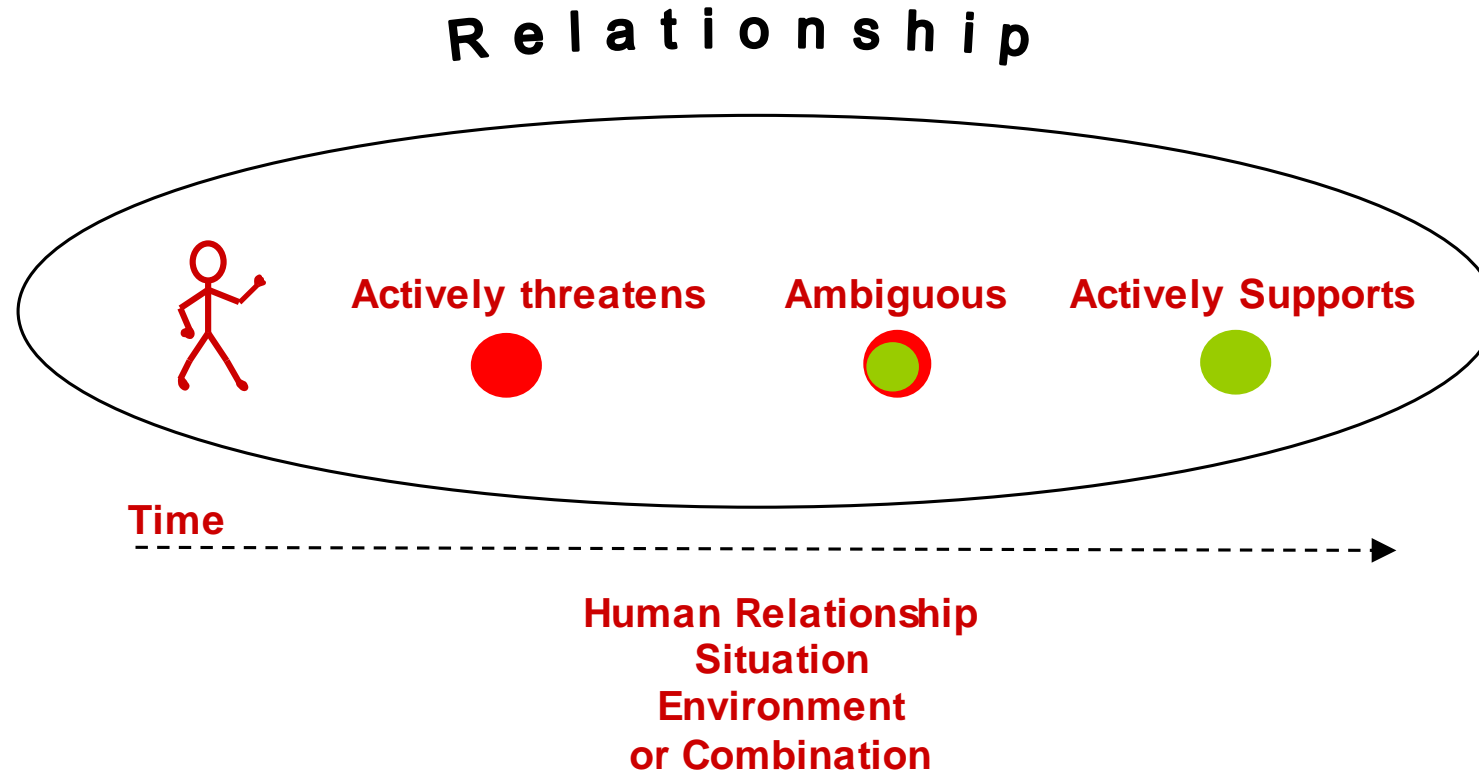
2

Network / System



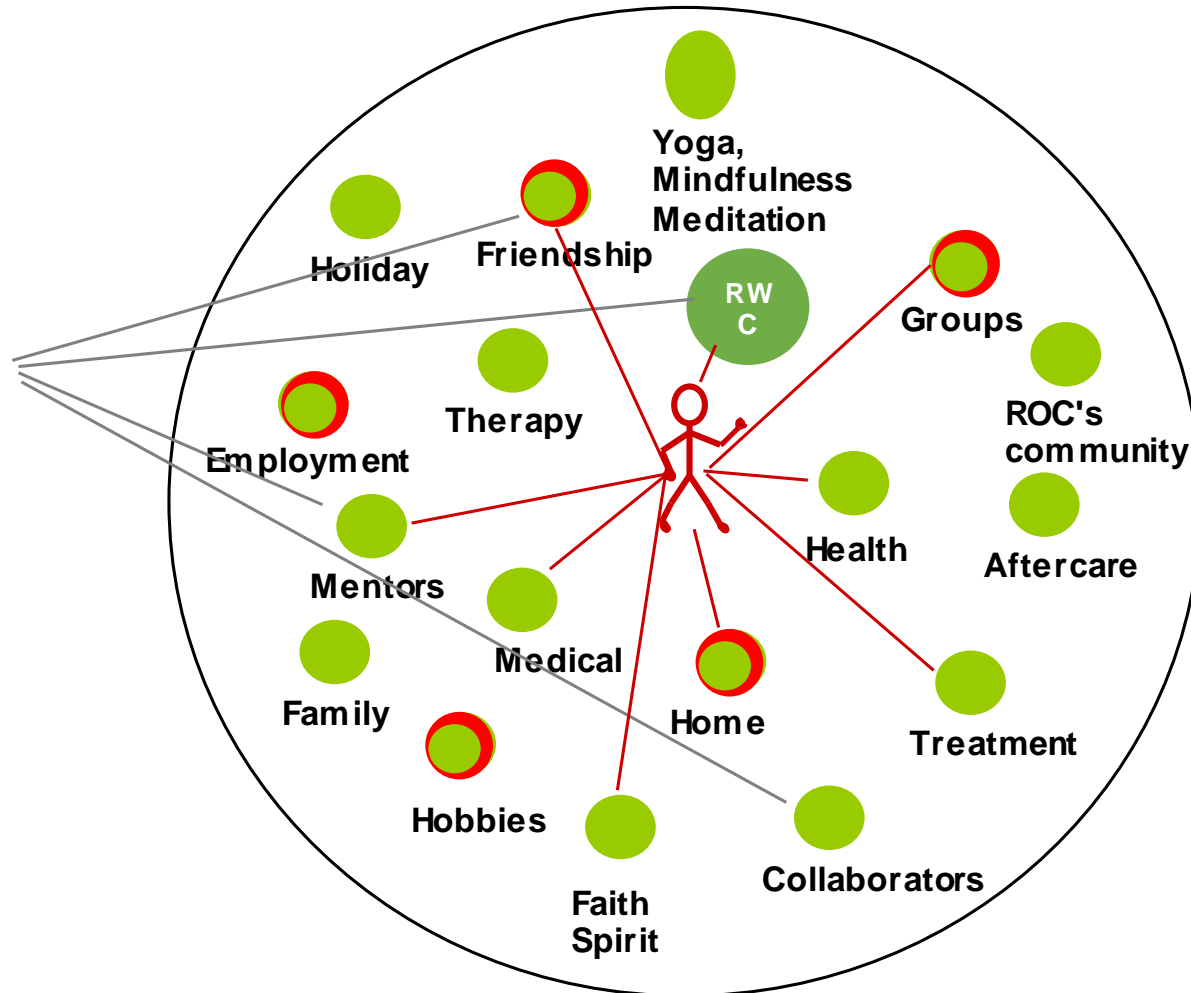
3

ASSET or LIABILITY?



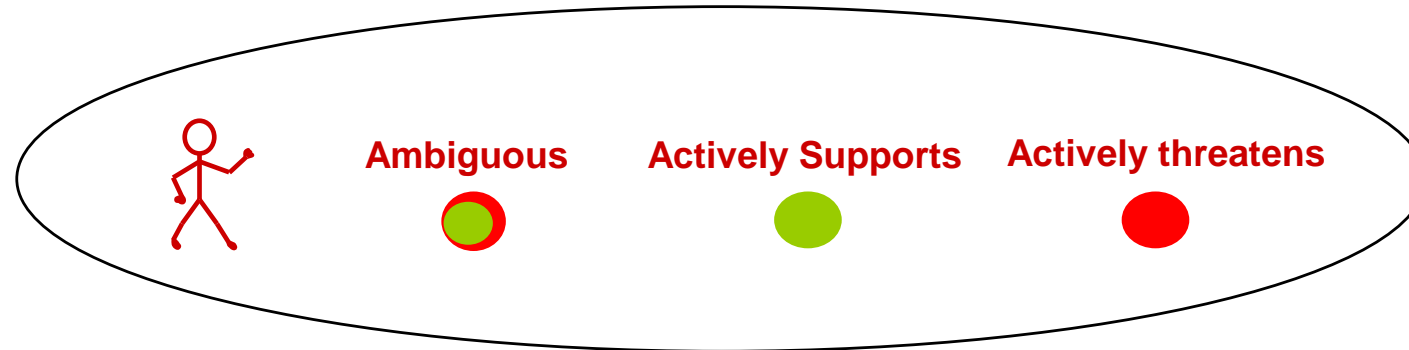
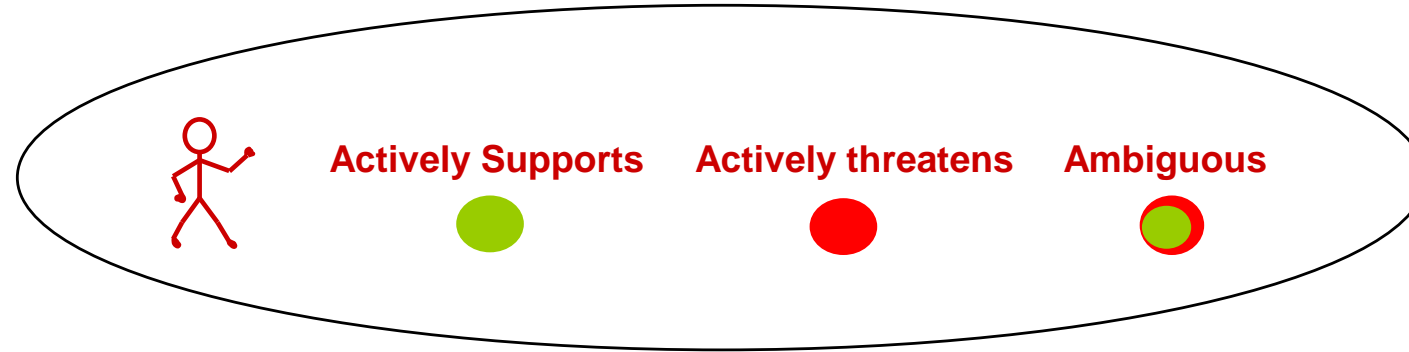
4 Network / System

Assets/
Liabilities?



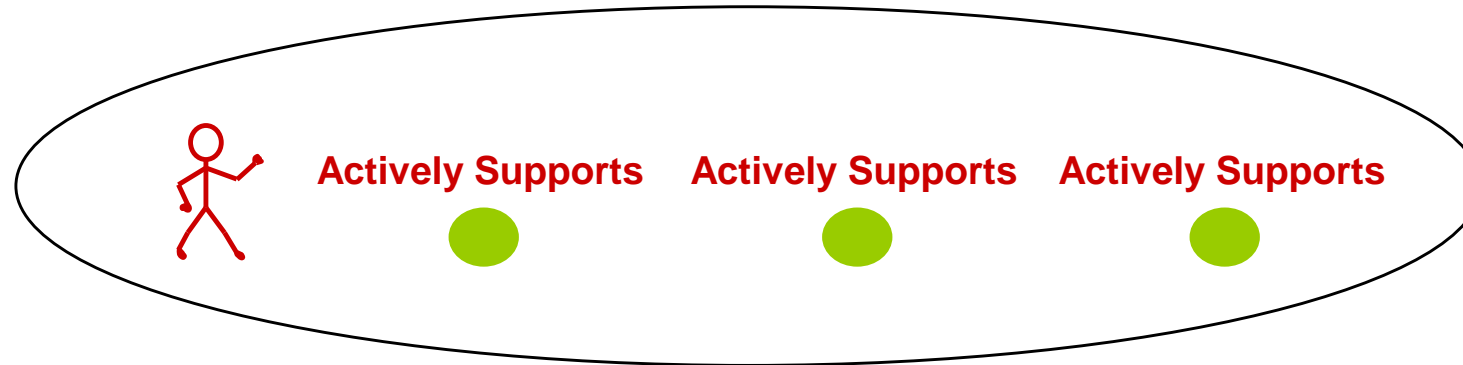
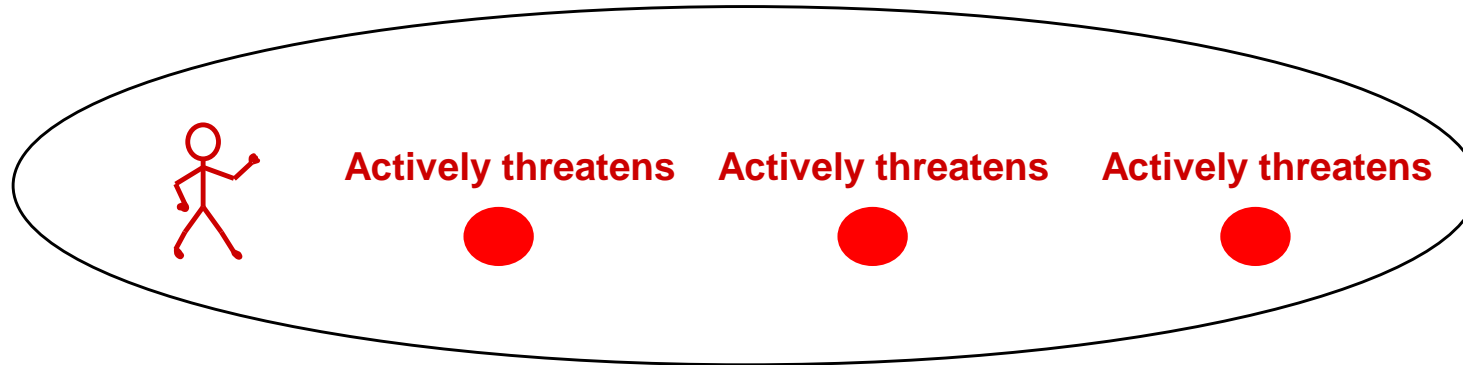
5

CAN CHANGE

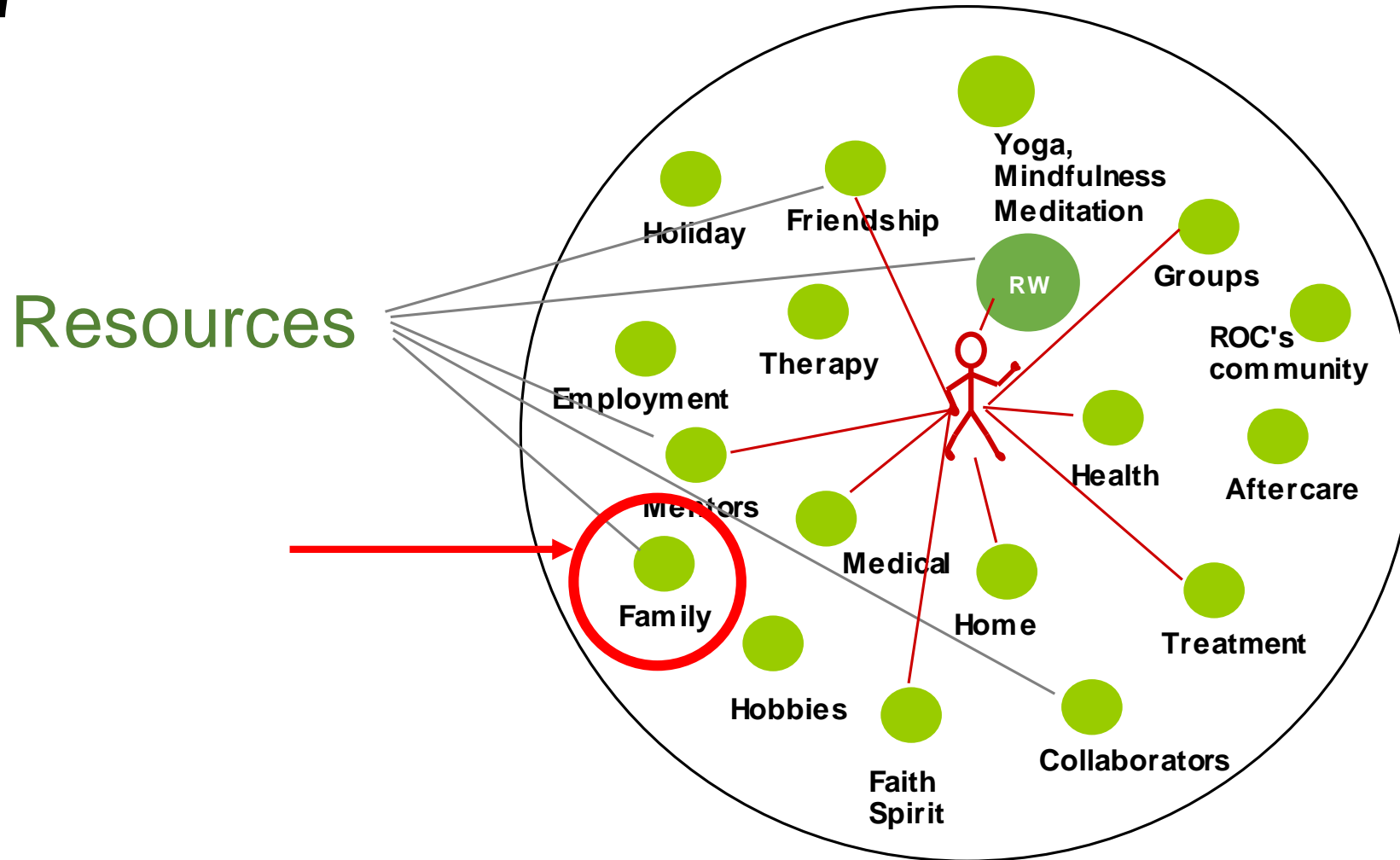


6

DOES NOT CHANGE

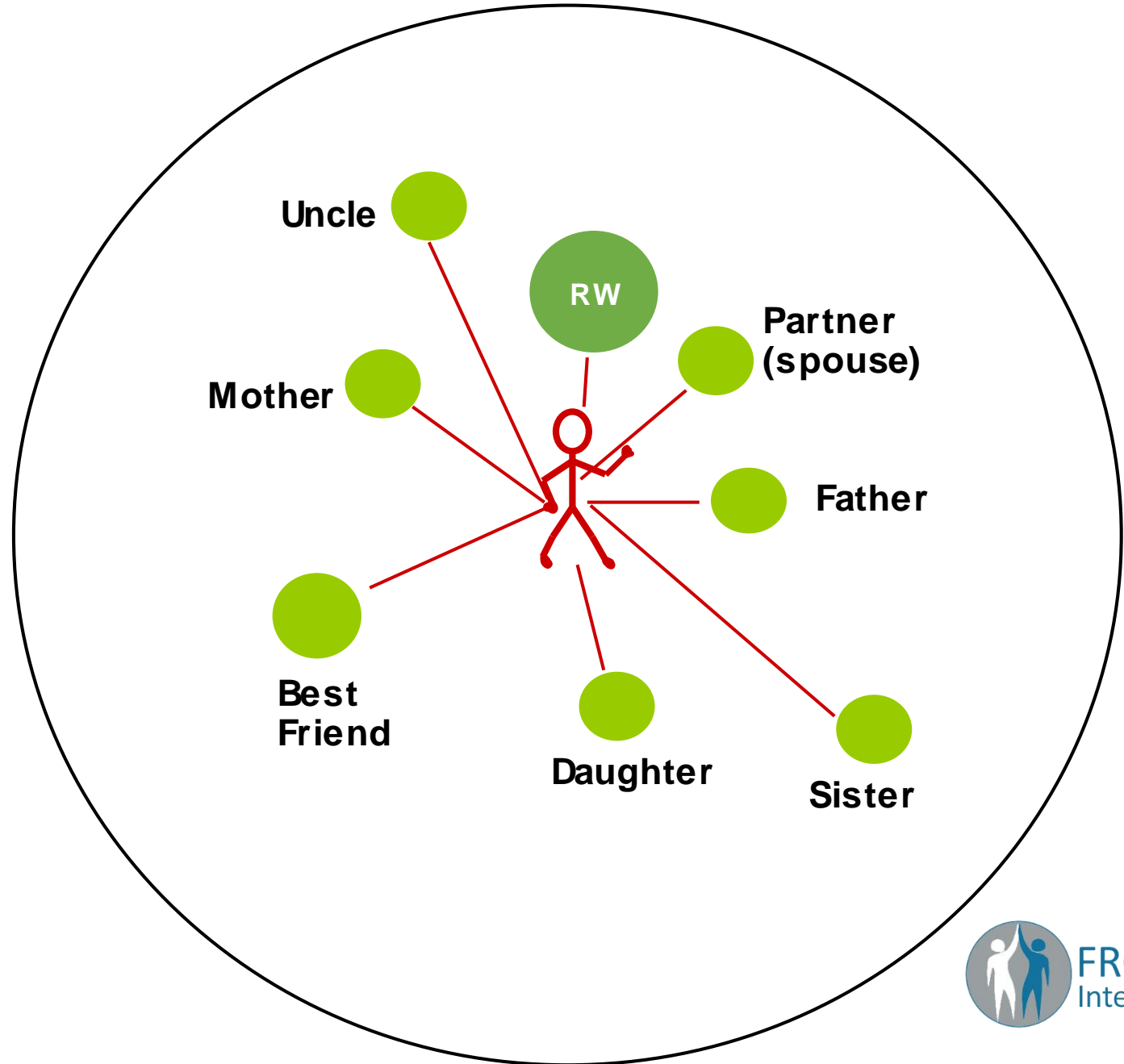


7 Network / System – sub systems



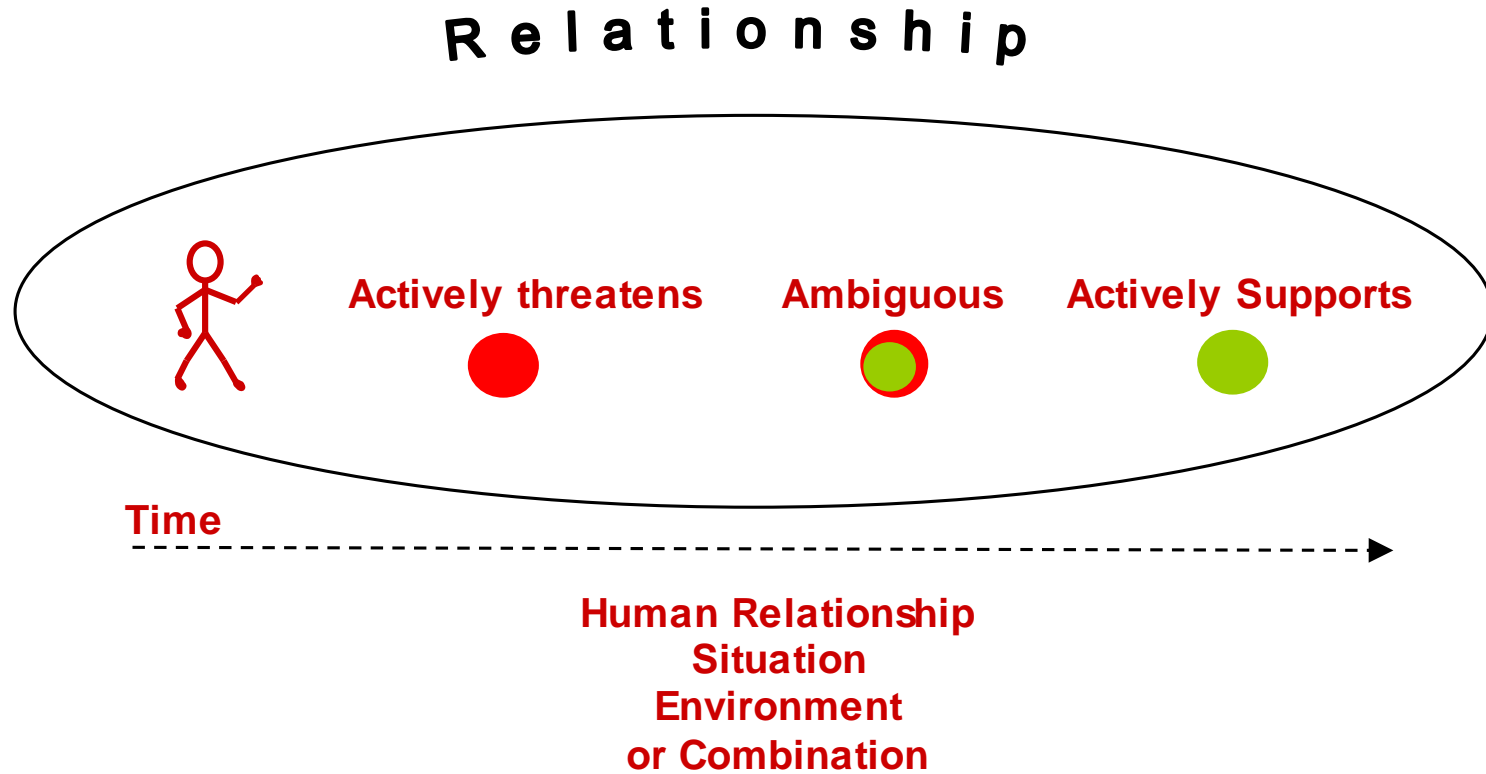
8

Family/Sig others



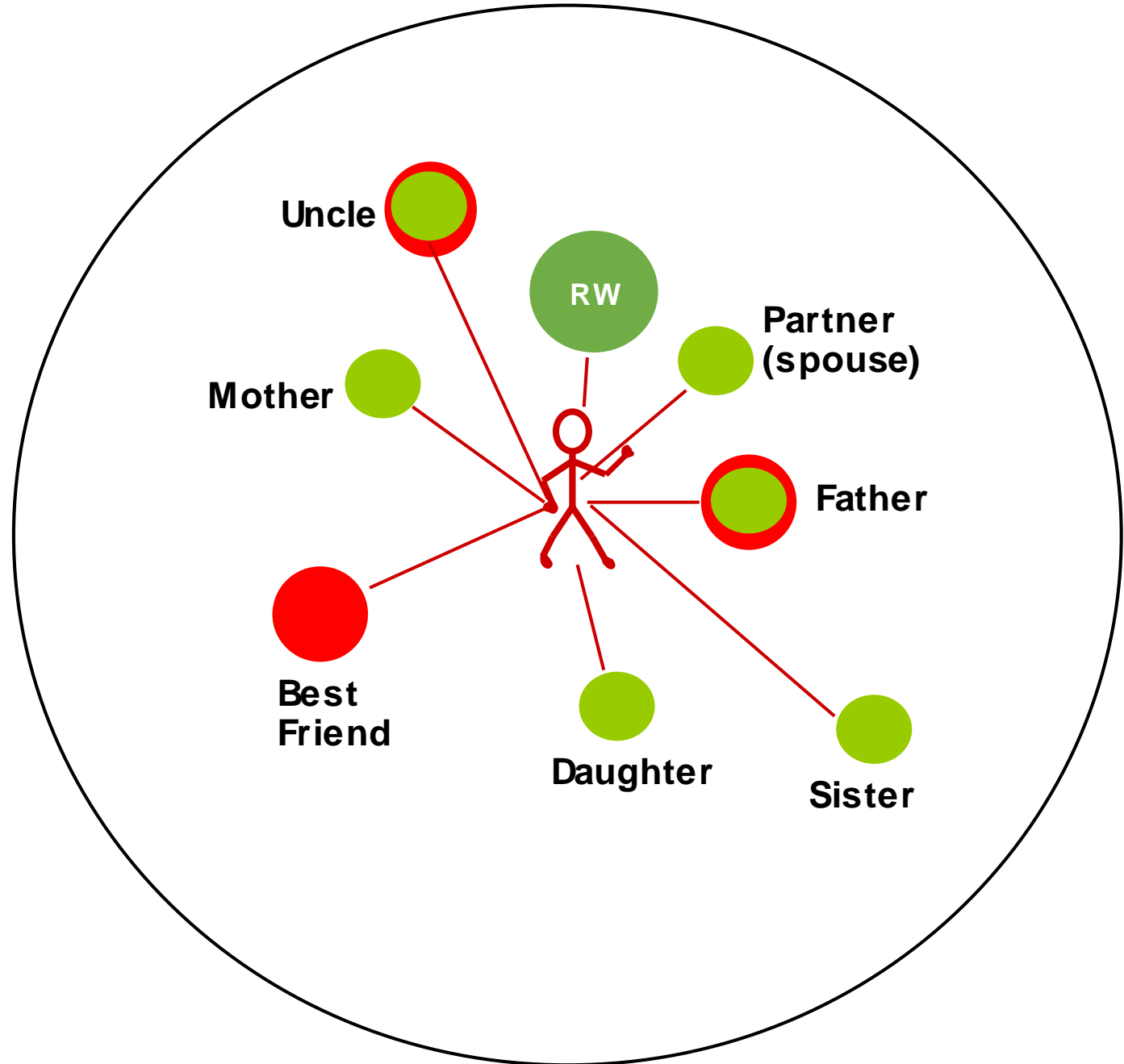
9

ASSET or LIABILITY?



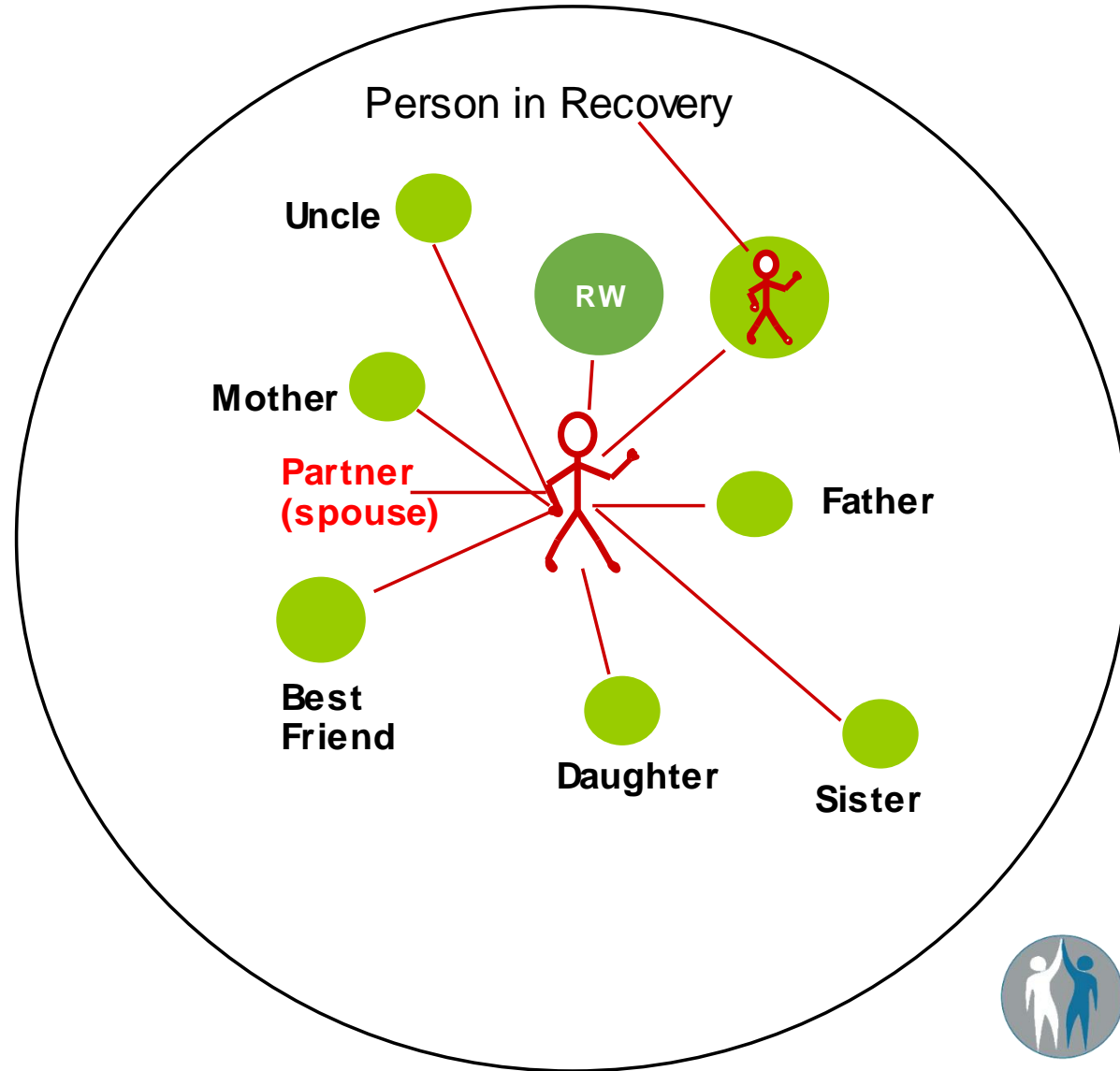
10

Family/Sig
others

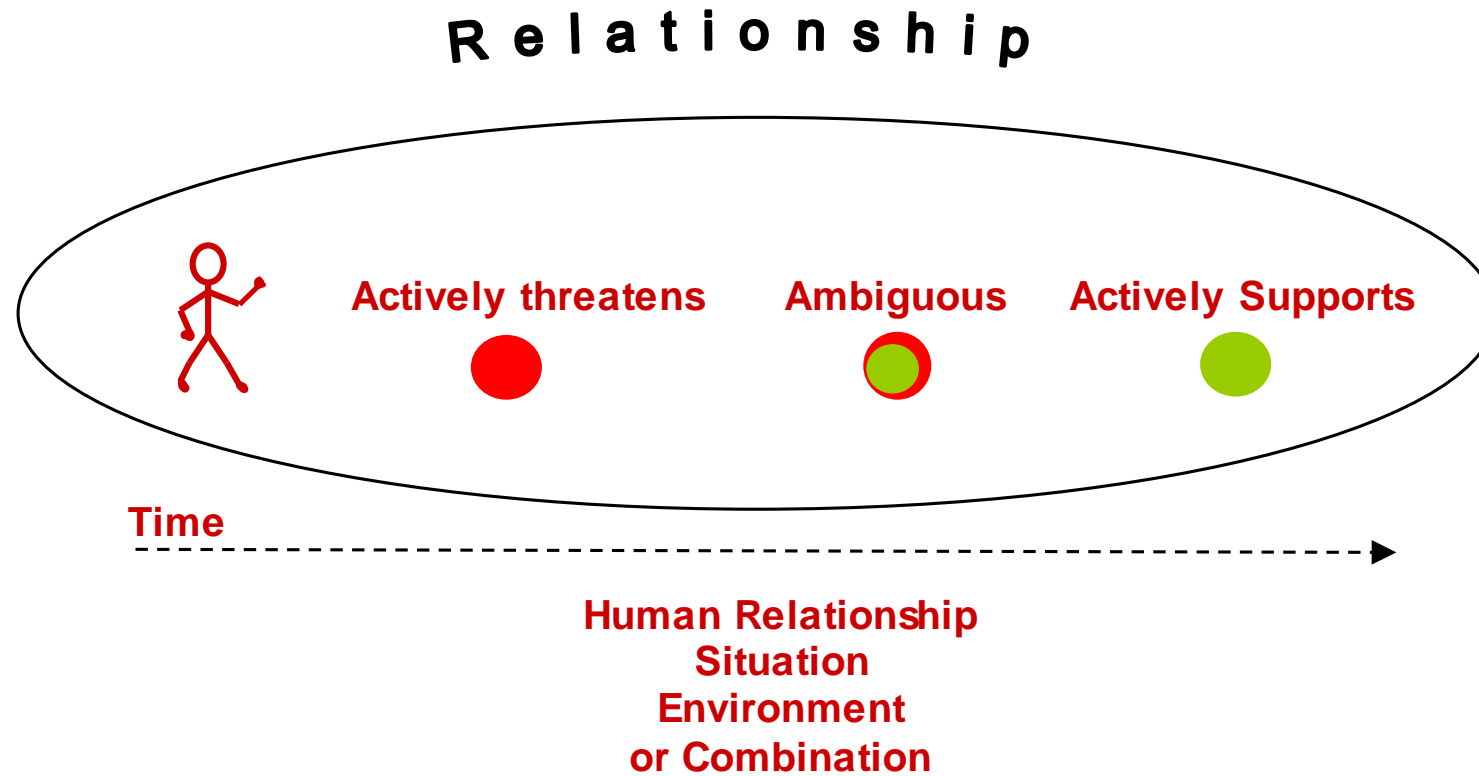


11

Coaching Family/Sig others

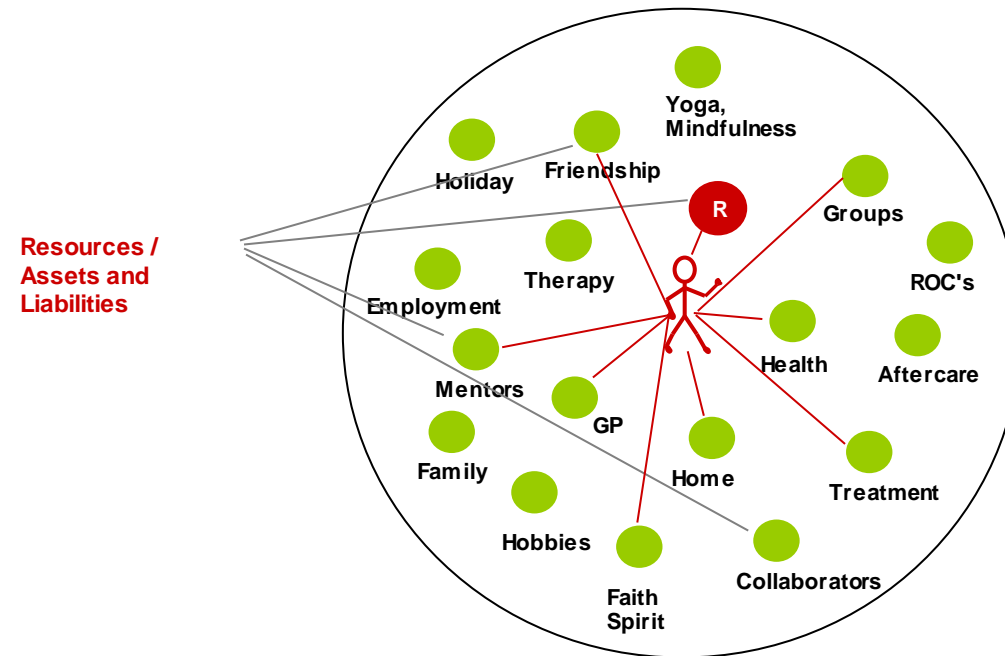


12 ASSET or LIABILITY?



13 Who decides what is what?

- Your job is to coach them around all these relationships to help them build and maintain more assets than liabilities



14 Gateway Relationship

