

Avalanche

The 9 Principles for Uncovering
TRUE WEALTH!

READER'S GUIDE



Seamlessly blending fact with an emotional story, *Avalanche* is the account of one man's journey from self-centeredness to truly understanding the keys to a life filled with True Wealth.

To help you further incorporate the underlying message of *Avalanche* into your life, we've created the Reader's Guide, which contains various questions that you can ponder on your own or discuss in a small group. This will help you deepen your understanding of yourself and the book's ideas.

PROLOGUE

1. Andrew's life changed dramatically during the crucial high school years as his family went broke and his parents split. Did you face a major challenge early in your life and if so, how have you dealt with it?
2. Andrew's dad felt like he had to be the breadwinner in the family. In today's society, we often have two parents who work outside the home. Is it better to have two parents work and use the extra money to provide more advantages for the kids or is it better to have one parent work and the other stay-at-home, even if it means making some financial sacrifices? What does society expect of families today?

CHAPTERS 1 - 4

1. On the drive to Wisconsin, Andrew began to realize that what was important to him earlier in his life, was no longer bringing him the happiness that he expected. How has what's important to you changed over time?
2. Standing on the edge of the bluff overlooking Lake Michigan, an unusual feeling began to overtake Andrew. Have you ever had a "moment of realization" when a sudden feeling washed over you and you gained a new insight that was transformational?
3. Andrew felt an immediate connection to Edwin Luther. Have you ever met somebody and instantly felt a connection with them? Why are some people instantly likeable?

Avalanche

READER'S GUIDE

CHAPTERS 5 - 10

1. After quitting his job, Andrew was lost. Have you ever been “lost” and what did you do to find your direction again?
2. Dr. Graham took an immediate interest in helping Andrew. Is there a “Dr. Graham” in your life who could help you through a tough situation?
3. “Sometimes the most important lessons in life have to be experienced, not taught,” said Dr. Graham. Do you believe this, or can we learn important lessons from other people’s mistakes?

CHAPTERS 11 - 14

1. Tamara Ross introduced Andrew to the idea of meditation as a way to help him relieve stress. Do you have a way to relieve your stress?
2. In her college days, Dr. Graham filled Tamara's tea cup until it overflowed, saying she needed to empty herself of anger before it could be filled up with peace. What do you need to empty in your life so you can replace it with something positive?

CHAPTERS 15 - 16

1. Although Andrew made the decision to quit his job and make major changes in his life, he slipped back into his old ways when Stan Devlin dangled a huge financial carrot in front of him. Does transformation happen in a “two steps forward, one step back” process or can we change in an instant and stay changed?
2. When Andrew told Sandra that he wanted to pursue the financial carrot Stan dangled in front of him, Sandra said to Andrew, “The issue is not what we can do with that kind of money. The issue is what that kind of money does to you.” How has money (or the lack of it) affected you?



Avalanche

READER'S GUIDE



CHAPTERS 17 - 19

1. Andrew and Sandra met with Wealth Advisor Hank Kinnick. Is there someone in your life who is giving you sound advice? If you work with an advisor, does he or she take the time to understand your “family index” based on your life goals and objectives?
2. Are you comfortable with your financial situation? If not, what can you do to improve it? If you work with an advisor, is he or she helping you to the degree that you would like?
3. Andrew started a business, which was friendly to the environment and he felt like he was making a positive difference in the world. What are you doing to make a difference?
4. When you know your “why,” anything is possible. Do you have a strong “why” and have you shared it with your trusted advisor?

CHAPTERS 20 - 23

1. Climbing Mount Rainier was very out of character for Andrew. Have you done something that took you way out of your comfort zone? If so, what was it and how did it shape you?
2. Tamara got Andrew started in reciting daily affirmations. If you had to recite one daily affirmation, what would it be and why?

CHAPTERS 24 - 28

1. What's an important lesson you learned from one of your kids or from another young person? Do you think you can learn from anyone?
2. Standing on the summit, Dr. Graham turned to Andrew and said, “You know, Andrew. You know.” What is it that Dr. Graham felt Andrew knew?

CHAPTERS 29 - 33

1. At Dr. Graham's funeral, Hank Kinnick read the eulogy. If someone was reading your eulogy, what would you want them to say about you?
2. Andrew fell into deep despair after Dr. Graham's death. How do you cope with tragedy?
3. Dr. Graham's death made Andrew confront his own mortality. If you were to die tomorrow, what in your life would be left undone? What steps can you take now to make your eventual passing more of a celebration of your life than a time of great sorrow?

Avalanche

READER'S GUIDE

CHAPTERS 34 - 36

1. To help get closer to them, Andrew took one-on-one trips with each of his kids. If you have kids, what are you doing to stay close to them?
2. Andrew felt that he couldn't completely recover from Dr. Graham's death unless he made another trip to the mountain to say "goodbye." Are there any "loose ends" in your life that still need closing?

CHAPTERS 37 - 39

1. For years, Andrew was driven by his ego. Finally, during his second time on the mountain, Andrew, "had the humility to accept" a helping hand from Gator. Are you humble enough to let other people help you?
2. Read through each of the 9 principles of true wealth. How are you incorporating them in your life? What other principles would you add to the list and why?

EPILOGUE

1. Do you believe in second chances?
2. Do you believe in miracles?

FUN STUFF

1. Within sentences in the book, there are at least eight mentions of song titles. Some are obvious and some are not so obvious. Can you find them? Hint: there are two within the first 25 pages and six between pages 46 and 100.
2. If you could be any character in the book, which one would you be and why?
3. Which character is most like you and why?

