

TABLE OF CONTENTS

| | |
|---|-----|
| About the Authors | vii |
| Introduction | xi |
| Chapter 1: Applications of Counseling Theory | 1 |
| Chapter 2: Developing and Strengthening Client Relationships..... | 25 |
| Chapter 3: Communicating with Clients..... | 49 |
| Chapter 4: Risk Tolerance and the Process of Risk Profiling..... | 63 |
| Chapter 5: Client Psychology: The Role of Culture, Values and Personality..... | 81 |
| Chapter 6: Behavioral Finance | 99 |
| Chapter 7: Dealing with Money Conflicts..... | 115 |
| Chapter 8: Money Disorders | 135 |
| Chapter 9: Relational Money Disorders | 161 |
| Chapter 10: Supporting Clients Through Personal and Financial Crises..... | 175 |
| Chapter 11: Case Study | 193 |
| Index | 205 |