



# LIFE COACHING

CERTIFICATION  
PROGRAMME

*The Drop Down  
Through Model*

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## THE DROP DOWN THROUGH MODEL

**Our mind is continuously working towards keeping our body (and our emotions) in balance. Stress (alongside other destructive emotions) happens when our thinking moves out of this balance. The stress response is the body re-establishing balance.**

Stress is commonly based upon the feelings that people have of inadequacy (not being able to cope or low self-worth). Anxiety is a fear based emotion that stems from when people focus on the worst case outcomes of future events that haven't yet happened.

Experiencing stress is a common everyday occurrence, it happens to all of us. There's a good chance that as you're taking this course, you're considering going on to become a life coach. If so, stress will be one of the main reasons that people come to you. The levels and severity will have huge variances, though. Small levels of stress can help us, and many people will even say they work better when under pressure. It's only when our stress levels become too significant that it becomes a problem.

In the realms of motivation coaching, it's not uncommon for people to say that they feel 'amped', 'pumped' or 'fired up'. These are an example of low-level stressors that can help us. In this state we have more energy than normal, feel more alert and can remain more focused. This type of stress is very common in sporting situations, during exams, public speaking or when trying a new experience for the first time. We can be in 'flow' or in the 'zone' even with a minimal amount of stress.

As the levels of stress, pressure or anxiety become too high we pass the point where we can no longer channel the stress in a positive way. At this point, many people will describe themselves as being burnt out, stressed out, or at the end of their tether. This is the point we need to find a positive way of channelling the stress or removing ourselves from the stressful situation altogether. It is not always possible to remove ourselves from the situation, nor is it in our best interests, which means we need to find a way of coping.

Because we are all working in our version of reality, we each have our unique way of handling stress. We also have different threshold levels when it comes to managing stress, pressure or anxiety. Situations that prove stressful to some will have little or no effect on others.

## THE DROP DOWN THROUGH MODEL

**There is a simple NLP exercise called the 'Drop Through Model' that can be used to deal with negative emotions such as stress. It can be employed during a stressful event, when thinking about an event that could be stressful, and to eliminate a negative emotion from a previous stressful event. Bear in mind that like every NLP technique it doesn't work for everybody.**

The video lecture demonstrated the underpinning idea behind the 'Drop Down Through Model'. Outlined below is the full process - there are seven simple steps that you can use to take yourself or someone else through the process.

**1.** Elicit the negative emotion that you want to release and try to feel the effect of that emotion on your body. To do this, you could recall a recent time when you had this emotion and remember how it felt to have it. Identify the area of your body where you felt this emotion and place your hand there.

Examples of emotions could be anger, sadness, depressed, anxious, stressed.

Now drop  
down through ↓

**2.** As quickly as you can drop down through the emotion and as quickly as you can name the emotion that is underneath.

Now drop  
down through ↓

**3.** Now, as quickly as you can drop through that emotion. What's underneath that?

**4.** Continue to repeat this process until you feel a 'void' or 'nothingness'. Take a few moments to experience that 'void' or 'nothingness'.

**5.** Now imagine yourself dropping through this 'nothingness'. What are you feeling when you come out the other side of the nothingness? What do you see?

## THE DROP DOWN THROUGH MODEL

6. End the chain whenever you reach the second positive emotion. There should be a noticeable physiological shift as the chain tends to be collapsed at this point.
7. Verify that the negative emotions have disappeared.

NOTES: