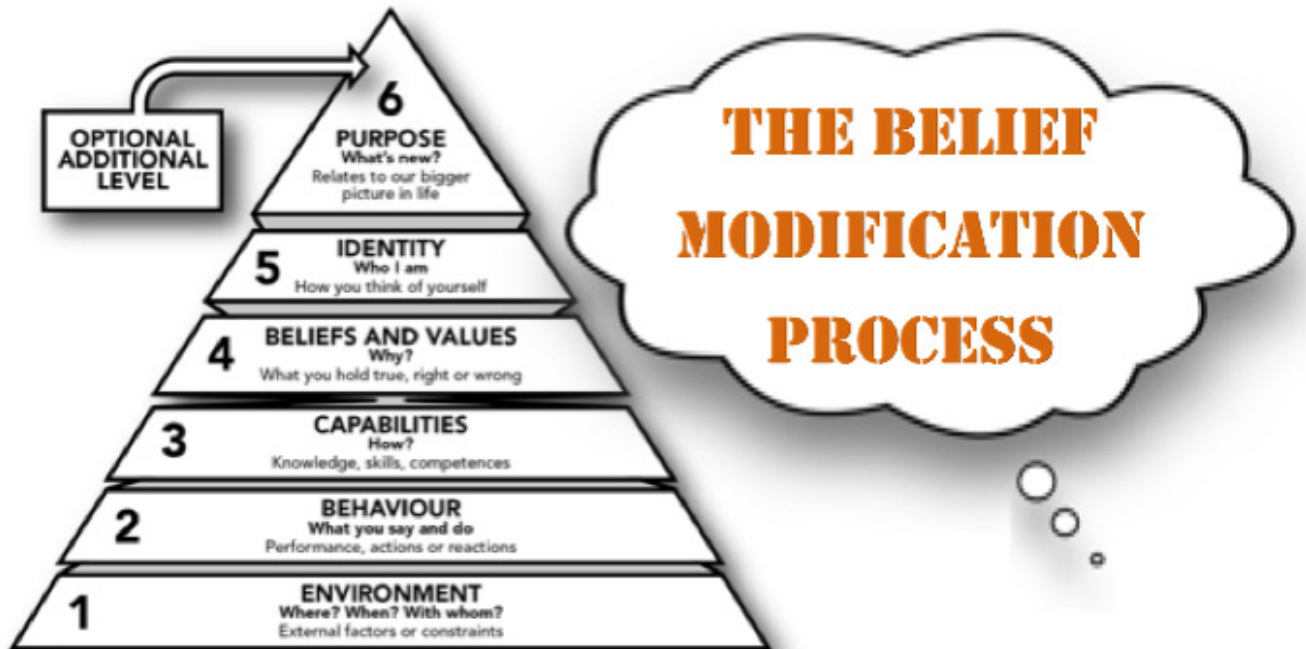


THE BELIEF MODIFICATION PROCESS

This is the process we lead our clients through once they've taken responsibility for the role they play in their life and why they haven't gotten the outcomes they want. Use the following pyramid structure as a guideline to take your client through the thought modification process (I usually ask them to close their eyes for this, but do whatever feels comfortable for your client).



ENVIRONMENT

Ask your client what kind of environment they picture themselves in when they are doing what they want to do or being the person they want to be. Ask them to describe the environment they're in a lot of detail: where are you? When does this vision take place and who are they with? What are the external factors or constraints in this vision?

BEHAVIOUR

In the same vision, ask them to describe what they say and do in this context. What is their performance like; what actions do they take (or don't take) and what are their reactions to others (and what are other people's reactions to them like)?

CAPABILITIES

Ask them now to describe how they are doing what they're doing in this vision and how well they are doing it. Are there any areas they can identify that they still need to work on? What do they know, what are their skills and competencies? Have they mastered anything or are they working on mastering something new?



THE BELIEF MODIFICATION PROCESS

BELIEFS AND VALUES

Ask your clients why are you doing what you're doing in this vision? What motivates and drives your commitment to this course of action. Why is it important to them: how is it meeting their values, needs and the needs of others?

IDENTITY

Who are they in this vision of themselves? Who are they being for other people and how are they being received? What do they think of themselves and how are they different from who they are today?

PURPOSE

And finally, ask them what is new to them overall. What changes does living for this purpose bring to their lives, internally and externally, behaviourally and attitudinally? What meaning and purpose do living life in this way give? How does this vision relate to a bigger picture they have for their lives?

This exercise is all about helping our clients create a compelling vision for their future: not just what they're going on to do but also who they're going to go onto become. Compelling visions make it easier for a client to make the changes which will help them get closer to where and who they want to be and further away from their present state and way of being which is unfulfilling and holding them back.

