

PRESENT STATE – OLD MODEL OF THE WORLD

1. Understand and appreciate the current model of world, issue and desired state
2. What prevents the desired state and persists the present state
3. Soften or loosen the current model
4. Change work to ignite the desired state
5. Concretise and condition the desired state
6. Ecology check, test and future pace
7. Take massive action and celebrate

DESIRED STATE – NEW MODEL OF THE WORLD

PRESENT STATE – OLD MODEL OF THE WORLD

1. Understand and appreciate the current model of world, issue and desired state
 - Trust and rapport (VAK)
 - What is the outcome or goal?
 - What is the issue or problem?
 - Notice the filters, metaprograms, beliefs
 - Detailed personal history
2. What prevents the desired state and persists the present?
 - What prevents the goal?
 - What persists the problem/issue?
 - BENDWIMP
 - Secondary gain
 - Strategy illicitation
 - Give an ordeal
 - Gain leverage – pain versus pleasure

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3. Soften or loosen the current model

- Well formed outcome
- Define the problem
- Break the problem down in solvable terms
- Evolutionary and revolutionary growth
- Meta model questions
- Chunk up and chunk down
- Milton Model
- Contrastive analysis
- Interrupt the pattern

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4. Change work to ignite the desired state

- Well formed outcome
- Meaning, learning, integration, sharing
- Change past events
- Collapse anchor
- Story of success
- Perceptual position
- Parts Integration
- Belief change
- Timeline technology
- Mapping across
- Submodalities

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5. Concretise and condition the desired state

- Anchoring
- Triad of success
- State illicitation
- Empowering alternates - new beliefs, emotion and meaning
- Personal inventory
- Metaphors
- Scripting

6. Ecology check, test and future pace

- Parts Integration
- Step into the future
- Practical day to day actions
- New behaviours
- Congruency

7. Take massive action and celebrate

- Follow up phone calls
- Celebrate actions

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