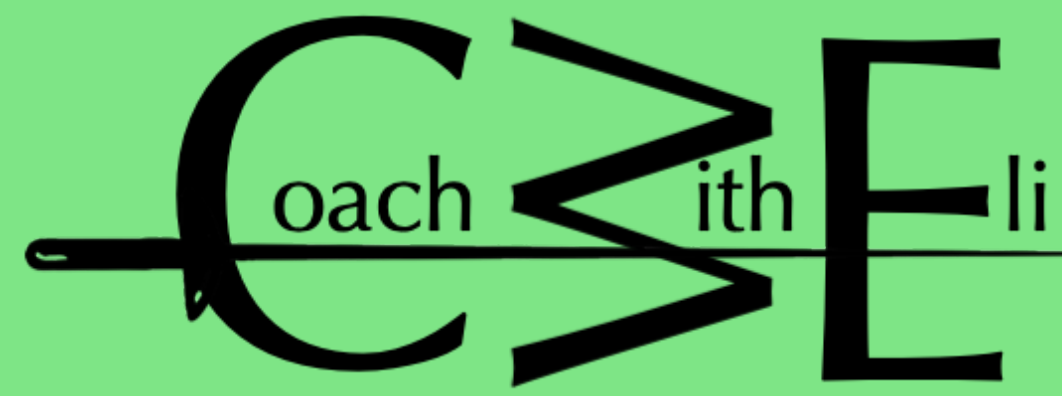


Practice Makes Perfect(er) *Layers of the Mind*

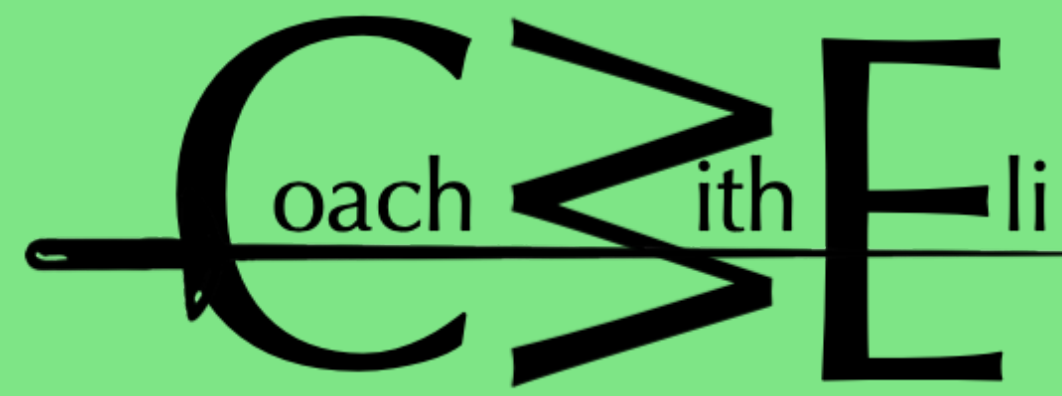


Why use Layers of the Mind

Be > Do > Have

Leverage the superpower that is the subconscious mind

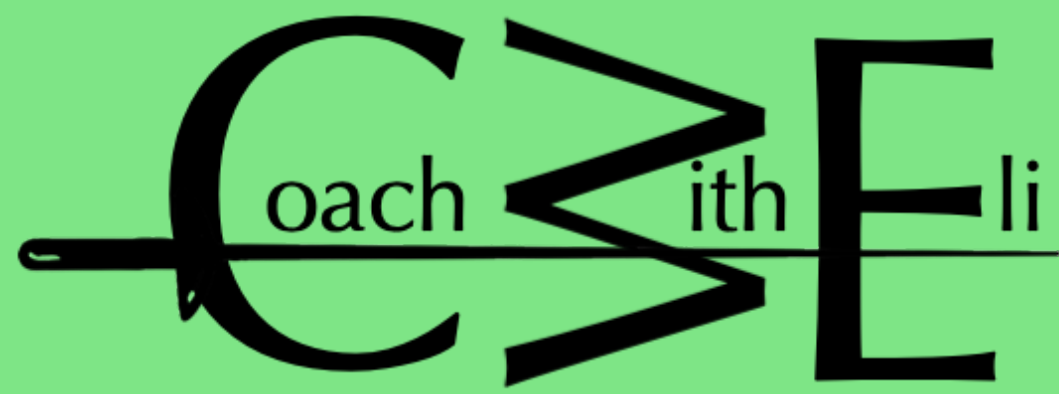
Create meaningful and lasting change



What is Layers of the Mind

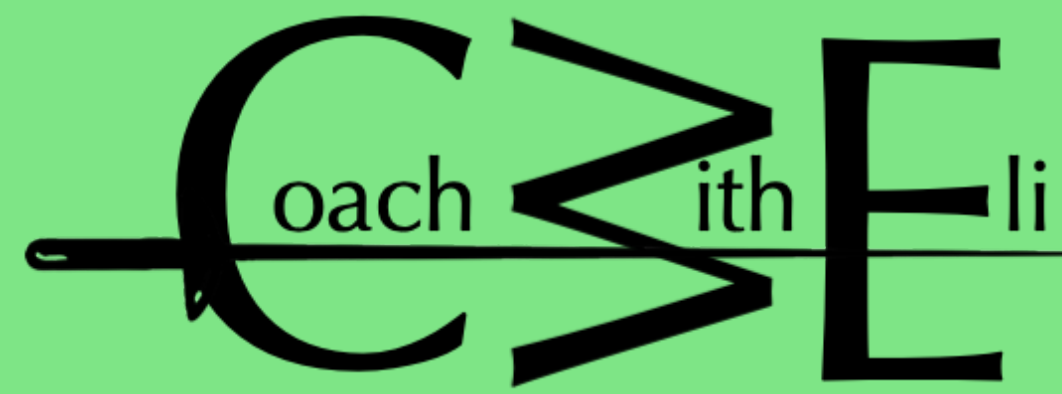
Ideas exist in a hierarchy in the subconscious mind





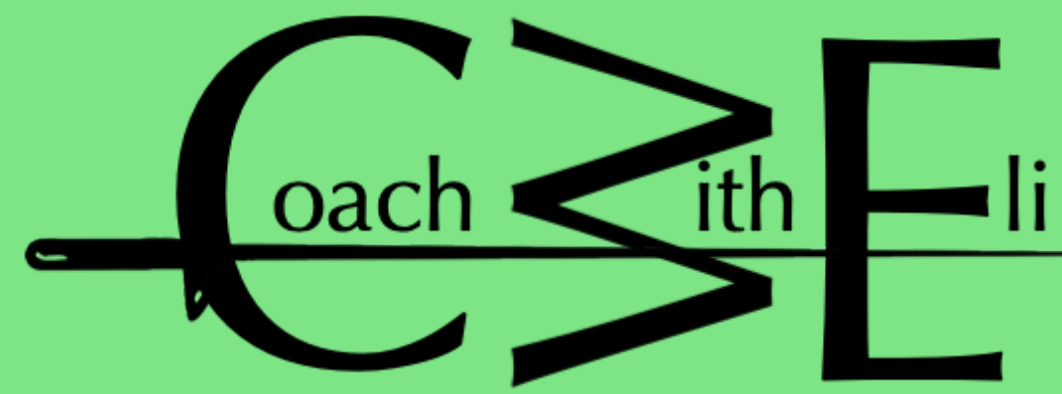
How to Coach to Layers of the Mind

- Coach at least 1 layer higher than the “problem”
- Look for disconnects/incongruences between layers and help the client make adjustments
- Focus on developing and supporting an identity that will *automatically* create the results the client wants
- Check for agreement from client that new identity and support are correct
- Future pace the new identity and have client notice what will be different



Practice

- Practice coaching through Layers of the Mind
 - Identify a result your client wants
 - Ask questions about each layer of the mind
 - If a “problem” exists, focus on questions at least 1 layer higher to resolve find a solution
 - Develop congruency through all layers
 - Focus on developing and supporting a new identity
 - Future pace the new identity and have your client notice what will be different



Final Thoughts

- What questions do you have?
- Write down at least 5 AHA's from today's training
- What is your feedback from today's training?
- What is your plan for implementing the skills you worked on today?