

Use this sequence to gather information about the desired state (what someone wants) and also to uncover the ecology that's keeping someone from doing/having/being who they want. This builds beautifully on the outcome frame that you learned in call #1.

Questions in RED are ecology questions

- "What would you like?"
- "What will having that do for you?" (ask this several times)
- "So what you want is what again?"
- "So what you would like is...." (repeat back using their words and get confirmation that this is correct)

"If someone else got this outcome – not you, but someone kind of like you – how could it get in his/ her way or cause problems? What kind of trouble might that person get himself or herself into?"

- "So if _____ , then _____ (bad thing) might happen."
- "And what problems might that cause?"
- "What might also be true? What good things might come of it?"
- "So what I'm hearing you say is _____. Thank you"

"What might you have to let go of in order to have _____ (the desired outcome?"
(HINT this will likely be a limiting belief / behavior that perpetuates the current unwanted experience)

- "Thank you. You are doing so well here. And I'm wondering, what would someone have to believe to have the experience of _____ (desired outcome)?"

- “Is this belief empowering or disempowering?”
- “What else might someone have to believe that would allow them to have the experience that you want?”

HINT: If client is having trouble coming up with the beliefs, then simply say:

“Imagine someone like you, not you, but someone like you as if they are already having the experience you want to have. Know anyone like that? Great. What is it that they are believing about themselves that allows them to have this experience (the desired experience?)”

- (Get 2-3 beliefs by again asking, “What else are they believing about themselves that allows them to have this experience?”)
- “Yes! So in order to have the experience of _____ what you would believe is _____.”
- “Excellent. So what is the first action that is worth taking based on these new insights?”
- “And how might you feel when you are doing that?”

“Who else might BENEFIT from you doing/having that if you did? How so?”

- “Is there any other support or accountability that might be useful for you so that this goes as smoothly as possible?”
- “Fantastic. How are you feeling about all this now?”
- “Thank you for working with me today”