MIND SHIFTING

BLOCKAGE SHIFTING

1

PROBLEM

"Tell me what the problem is in a few words"

(If the client isn't able to define the problem say: "tell me one part of the problem that we can start with" or just write down the last thing they said and start Step 2 with that as the first problem)

2

SHIFTING

"Please close your eyes and keep them closed throughout the process. Please give brief answers to my questions and allow the problem to keep changing...we're going to keep going until there is no problem left"

A. "Feel (PROBLEM)...what does it feel like?"

B. "Feel (LAST RESPONSE)...what does (LAST RESPONSE) feel like?"

C. "Feel the problem that you have right now...what would it feel like to not have this problem?"

D. "Feel (LAST RESPONSE)...what does (LAST RESPONSE) feel like?"

E. "What's the problem now?"

Repeat A-E until there is no problem left

Tip: If the client ever says "I don't know" or "I can't feel it" in response to C or D then ask them to guess what it would feel like and once they answer continue to the next step. If they can't come up with a guess then say "feel that you don't know/can't feel it...what does that feel like?" and once they answer continue to the next step.

3

DIG DEEPER (optional)

- "Do you feel the problem will come back in the future?"
- "Is there any scenario in which this would still be a problem for you?"
- "Is there anything else about this that's still a problem for you?"

YES

NO

Continue by asking "How would you state the problem now in a few words?"

4

INTEGRATION QUESTIONS