

# Submodalities

## Mapping Across a Value – Script

Three'28

NOTE: This script requires the Submodalities (SMDs) Worksheet.

1. **Elicit the Value to Move:** "What value do you want to move?"
2. **Get Agreement:** "Is it alright with your unconscious for you to move this value of \_\_\_\_\_ today and be consciously aware of it?"
3. **Elicit Submodalities:** "As you think about your value for \_\_\_\_\_, do you have a picture?" *Elicit and write down all relevant submodalities using column #1 of the SMDs Worksheet.*
4. **Break State:** \_\_\_\_\_ (ex: "Do you smell popcorn?")
5. **Elicit the Value above where you want to move the value to:** "Where do you want to move the value to?" (ex: "I want to move it to the fourth highest in the hierarchy." You, the MP pick the value above that, ex: third.)
6. **Elicit Submodalities for the Value above where you are moving the value to:** "As you think about your value for \_\_\_\_\_, do you have a picture?" *Elicit and write down all relevant submodalities using column #2 of the SMDs Worksheet.*
7. **Break State:** \_\_\_\_\_ (ex: "Do you smell popcorn?")
8. **Notice Differences:** *Use Contrastive Analysis to discover the possible drivers by comparing the SMDs in column #1 with those in column #2.*
9. **Associate to "Liked...":** "Bring to mind the picture of the value \_\_\_\_\_."
10. **Change Submodalities:** *Map across the SMDs in column #1 to those in column #2. (ex: "make it black and white, etc.") Note: Remember we are only changing the submodalities of the first picture, not the content itself.*
11. **Back off a Driver:** *Take the picture of the value and move it back 1/2 inch. (This is backing off a driver and location is the primary, and it can be associated vs. dissociated or size.)*
12. **Lock it:** "You know the sound Tupperware makes when you close it? Just like that, lock it in place."
13. **Break State:** \_\_\_\_\_ (ex: "Do you smell popcorn?")
14. **Test:** "Now, taking a look at your values, where is \_\_\_\_\_ as a value?"
15. **Future Pace:** \_\_\_\_\_ (ex: "Imagine a time in the future when, if it had happened in the past, you might have behaved a certain way, and tell me what you do instead.")