

# Anchoring – State Elicitation

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**The first step in any anchoring technique is to elicit the state that you want to anchor in your client. There are 3 kinds of states that one can anchor.** The ideal states to anchor are “naturally occurring” states. These are states that occur naturally as a person is going about their daily life.

It can be difficult and inconsistent to anchor the states that you want as they naturally occur. Most frequently we will need to help bring the state up for the client through the process of “elicitation.”

The next best states to elicit after naturally occurring states are past, vivid and highly associated states.

## State Elicitation Script

1. Establish Rapport
2. Remember: “Can you remember a time when you felt totally \_\_\_\_\_?”
3. Specify: “Can you remember a specific time?”
4. Associate: “As you go back to that time now, go right back to that time, float down into your body and see what you saw, hear what you heard, and really feel the feelings of feeling totally \_\_\_\_\_.”

*NOTE: As you elicit positive states in your subject, it’s important that you get into that state yourself. While in rapport, you will lead your client into that state, making it easier for them to associate.*

Lastly, the least preferable states to anchor are “constructed” states. If the client is not currently in the state you wish to anchor, and can’t remember a time when they were, the last choice is to guide them through the process by constructing it.