Meta Change Pattern

4-Steps to Successful Change Work

1. Associate client INTO problem state
   - "When was the last time you experienced this?" (Specific real example)
   - Look for gestures, body language
   - Listen for words and how they process their world

2. Dissociate client FROM problem state
   - "What do you want to feel instead" (Specific/positive)
     If they are still in the problem you can go into the future "If you are completely over it how are you going to feel?"
   - Play a game, ask an unrelated question, get them to focus on that good feeling they want.
   - Important step to showing clients they get to choose what they're thinking.

3. Associate the client INTO a resource state
   - Suggest the client think about a time when…. They were confident, knew the answers, etc.
   - Have them really get into it…feel it, hear it, see it…embellish it to the best of their ability.
   - What made that time so powerful? How were they standing, look on their face, what inner dialogue were they hearing?

4. Move the resource to the problem state to change it.
   - Take those resources and apply them to the change the client wants to make.
   - How is the situation different when these tools are applied at the time the problem is triggered?
   - Rehearse the new feeling in as many [future] situations as necessary.