

CURIOSITY PROTOCOL

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Be aware, clients can't ask for something they know nothing about.

You are **NOT DOING SOMETHING TO THEM!** They have already successfully taken on the belief they now want to change. The existing trance was once a solution to a problem. Your job is to help them create a new awareness so **THEY** can install a new mindset/trance/belief that works better for them now.

1. Be curious

Ask strategic questions (outcome specification)

Discover existing programs/behaviors designed to solve a problem

Observe a natural movement from problem to solution without advice

2. Listen carefully

Uncover limiting beliefs AND inner resources

Spot language that reveals the client's meaningful values

Explore their connection to past or imagined personal success

3. Reinforce New Awareness

Leverage useful existing strategies

Maximize stories and client metaphors

Utilize Personal Trance Words