

"You are a Process, not Person" Gym

Questions:

What is the next important outcome you aspire towards in your business? (be granular & specific, ie: make a social media video, reach out to prospective clients, register my website URL, set up a landing page email opt-ins, and enroll someone in your new program)

1) When you imagine yourself going towards (insert important outcome), what anxieties/ fears/ thoughts arise?

2) What's the emotional age of the version of you having this anxiety/ fear?

3) What power, knowledge & resources do you have now? (that this younger version of you did not have)

4) What does it look like (to a camera recording you) when you are successful in completing this task? Get client SUPER specific on future state details (what is it they're doing, wearing, posting, emailing, texting on their phone?)

5) What new reactions, behaviors, actions, and possibilities are available to you now, after going through this thought experiment & inquiry?

6) What's the tiniest, easiest, no-brainer step you can take that allows you to embody that future?

7) Ask "Could you be willing to take that step this week?", "What support would help make this a done deal?"