7 Steps to Lasting Change

Pre: Connect
Build rapport

- Validation
- Empathy

1: Explore
Understand & appreciate their world.

- Needs
- Beliefs
- Go-to states
- Environment
- Vehicles

Levels of intention

2: Leverage
Create a base

- What already influences them?
- How they meet their needs & values..
- Framing
- Find their spark.
- Dickens Pattern

3: Pattern Interrupt
Interrupt the old pattern until it can't run anymore.

- New opportunity and resources.
- Rapport, respect, connection.
- Change context.
- Change direction.
- Less/Loss/Never.

4: Define
Define the problem in solvable terms.

- Determine the outcome.
- What is lost?
  -Need
  -Feeling
  -Value

5: I**nnovate**
Create new empowering alternatives.

- Embody new:
  -habits
  -actions
  -thoughts
  -beliefs
- Model previous successes.
- Role models.
- Systems.
- New model of the world

6: Condition
Train and anchor the new pattern.

- Future pace
- Reinforce
- Condition
- Emotional intensity
- Environment
- Connect to a higher purpose

7: Environment
Create an empowering environment.

- Reinforcing context
- Rewarding environment
- Meet the needs of the whole group.
- Renewed focus on growth and contribution.
- Expand the unit.