

Empowerment Intervention Manual

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Price of Worry and Stress

Note - this is GREAT TO SHARE AT TALKS AND GROUPS TOO

WORRY is CYCLIC REPETITIVE THINKING. Worrying is a common misuse of the mind and does not help the situation. Ever heard the saying 'I am worried sick'? Who actually wants to be sick? It's the opposite of your original magnificent design.

Worry causes fear, sadness, and anxiety which in turn creates physical symptoms such as depression, panic attacks, and much more. In fact you don't have a mind and a body, they are one!

We can literally "drive ourselves crazy". Worry creates moodiness and is destructive. It is a thought process that is the opposite of "BEING HERE NOW" as it's only based on past and future..

You now can CARE about the real things, the IMPORTANT things and be in the present where attraction is generated. You can be more LIGHT-HEARTED.

Worry causes Stress

- Stress (heart racing, tension headaches etc) is a physical response that release real substance into your all your 11 biological systems,
- nervous system,
- endocrine system,
- digestive system,
- respiratory system,
- immune system,
- lymphatic system,
- reproductive system,
- skeletal system,
- muscular system,
- circulatory system and
- urinary system!

It's debatably behind many diseases. You need to make time now to take measures to correct it before it is too late. It's only of use in times of survival and danger.

Chemicals and hormones released such as Cortisol (there are about another 1,200 poisonous toxins that are released in emergencies) halt immunity, digestion and all organ functions held in your torso. When the body depletes too much or is placed in high stress regularly, you bathe your brain in toxic chemical juices which creates a vicious cycle and you not only lose resilience but risk your health as well. Your good hormones get used trying to water down the toxic ones.

YES thoughts control your body! Bio Feedback Therapist testing proves imagination of a fear shows dramatic increase in temperature, hyperventilates, etc.

If you feel your stress levels rising to high, revert back to some of the simple processes that you have learned such as Stress Diffuser.

Evaluation and Preparation for Working with a Client

Trust, Respect & Rapport

Never oversell; it is always better to under-promise and overdeliver. A great way to do this is to STOP your mind and fully truly listen to what they are looking for and not what you want for them. Be careful though that you are only listening for context and content and you don't allow their talk about trauma to get into your heart. You are of no use to them if you become overemotional.

A great state to be in is maternal care for their best interest. We always want what's best for our children so we can genuinely give our best.

Additionally, remove the word 'but' from your language as it's a trigger word for conflict. Nothing destroys respect and rapport faster than that word. It's telling them you devalue the words they just said.

Screening Your Clients

You must know the person that you are planning to work with as thoroughly as you can before you agree to take them on as a client. Some people are under the care of doctors, general practitioners, specialists, and other health/medical-related issue care providers. It is essential to your safety, your own personal health, and your business reputation to be aware of all of these issues before agreeing to do a session with a client.

Never take on a client just for the money! Know that the problems that they are experiencing are ones that you can genuinely help with or you will have no end to the amount of trouble such a messed up client could give you. Task them if you are in doubt or feel they are not disclosing all to you.

Secondary Gain

Secondary Gain is subtle sabotage. It's when a client has either a Conscious or Unconscious Mind need for this problem to continue as it brings some kind of reward, however morbid it may be.

Perhaps her Unconscious Mind knows she plays on sympathy for her problem. It's fearful of giving it up because she thinks it's her 'identity', therefore won't be able to deal with who she really is and how to get noticed otherwise.

For some people, it could be that getting sick gets them attention, whether negative or positive is not relevant. It's usually negative. Some forms of abuse are like this. It may save them from self-harm to provoke abuse from another so they have someone to blame.

The simple test is to ask them:

"Is it alright with your Unconscious Mind if we remove the problem of xyz and for you to be aware of it consciously that we have done that?" expecting an **immediate** and **definite yes**.

If they hesitate you could have a problem client and may have to task them to be sure. This person rarely hands over the money or does the tasking so don't worry about it. This is exactly the reason why you charge so much money. It's the reason I charged you so much money. I don't have the time to work on people who won't play at 100%.

Warning Signs to Show When Tasking Is Required

(Relevancy based on usage, promise, type of event. Eg 1:1 over sessions or a day in person etc)

Regardless of how bad the problem is; some people are not always ready to change. In this case, they will bring you problems of resistance, it's not worth it. Sorry ladies we cannot change the world until they are ready.

Some good indicators that there may be problems in the future are:

- Been to multiple therapists
- Do a cause and effect evaluation. Are they in blame or ready to own it?
- They believe their problem is bigger than everyone else's
- They own the problem as a proud identity Label. The more severe cases will demonstrate pride in this 'label'. "I have depression" (Be acutely sensory aware)
- Severe victim mentality i.e. nothing is their fault-everyone is to blame
- If someone else is paying or they are getting it at a discounted rate
- People who know what to do but haven't done it - procrastinators or making excuses about change may not be ready. You may have to assign a task
- If on medications for psychological, psychiatry, or mood alterations, Google medications and normal doses to compare to what they are currently on. Visit a reputable site such as WebMD.

This is especially true for clients who may be on mind-altering substances or medications for mental illnesses. Unless you are a TRAINED AND QUALIFIED medical or health practitioner, you are not permitted to give any advice that may be detrimental to the client's health or to advise the cease of medications that are prescribed currently.

Sleeping/sedative drugs or mood-altering medications are known to cause depression, lethargy and despondence. Clients on these sorts of medications are hard to help as they are much slower to respond and they may not have full control over the mind due to the side effects of the drugs.

For these people, I recommend that you get a doctor's referral or DON'T DO IT. **WARNING:** Be on the lookout for people who drink excessive amounts of alcohol or take recreational drugs. Both of these chemically induce strong opinions, cause memory loss, scramble neurology, exaggerate emotions such as guilt, regret, shame, anger, and hurt, and can sometimes dumb the client down. Do yourself a favour and don't work with them.

Note: Do not take on a client without first interviewing them for their readiness.

Evaluate their Readiness for Change & Openness to new information.

Do your evaluation based on the following questions to determine:

1. They are at 'cause' and not 'effect'
2. You fully understand their mental, health, and medical history
3. You have the tools and processes to help the client with their problem
4. You are willing to take them on as a client
5. They have completed and signed documentation of commitment and waiver
6. You and they are fully committed to session times, made in advance and diarised
7. Ensure their rating of their problem is not higher than 8/10
8. Get their guarantee that they will agree to do all tasks you set them

Rating

Make sure you know how committed they are and how much of a problem they feel emotions when they linger. Please advise them that 0 is everything is perfect and 10 is you are almost dead and you don't accept clients for this service if it's 'intensive'.

We suggest that with the processes and tools given in this course, you **do not take on clients who rate their problems/emotions over a 7-8/10 and that they 'linger' for more than 30 minutes outside of an actual warranted, real, current situation** with these 'CHANGE WORK' processes.

Ratings higher than an eight usually have very deep-level issues that cannot be removed without a deeper breakthrough process such as CREATRIX®, as they are all-encompassing to the client and you don't want to attract or advertise to anything linked to 'trauma' or deep cycles. **Match this work to the cause of accountable change and not healing.**

People do love to exaggerate so if needed tell them you aren't here to fix roots, just ensure NOW is not wasted and to help you help yourself in immediate changes you want.

TASK THEM IF NEEDED TO TEST THEIR WILLINGNESS TO 'DO'. If they fail the task DEADLINE and completeness, no second chances unless there was blood or hospital in the excuse given, as this is a task that failing in any way, gives the consequence of telling you BOTH she wasn't ready at all no matter what she 'said'.

Tasking

Tasking is just a test that stares back at them to create awareness of self and their own actions and TRUTH IN READINESS for change. It's undeniable as you set an expectation that you tell her is the determining factor and is a yes or no, a done or not done, it's black or white, there's no grey AT ALL to tasking for readiness. **All parts must be done, as often as stated and the deadline is unchangeable unless emergency services were involved.** Tell her when setting the task very clearly, so she has zero excuses and will know one way or the other. If you cave on this, her unconscious mind will put you in the role of submissive and you will not be in leader anymore. DO NOT LISTEN TO THE GUILT TRIPS THEY GIVE WHEN THEY FAIL ON THIS. IT'S A GOOD SIGN OF UNREADINESS IF THEY TRY.

As a positive BEYOND READINESS TRUTH, you gain insight that can help you help her. You can gather the top few emotions they feel from their task list. Completed tasks can show you and your client what triggers their problem such as location, activity, thought, and times of the day. The most important thing to remember is to make all tasks focus on the presenting problem.

Tasking is something that we suggest you allocate to a client for five reasons:

1. To have them take responsibility for their own actions.
2. To test their commitment level
3. To ensure that they are taking responsibility and are 'leadable'.
4. **When you feel they are not ready, your gut will be right.**
Note: Make it something hard if you don't want to work with them or can't say no, make it LONGER, for 3 or 4 weeks, 7days/wk, 3 times/day.
5. In exchange for payment if you cannot get it any other way such as service swapping or video testimonial allowed to go online.

WARNING: DO NOT take on 'quitting smoking' or 'weight loss', it's out of scope.

Task Option 1:

Set them a task to complete a table, similar to below, X number of times a day, for X number of consecutive days. The more you want to test their commitment, the longer duration and more frequent entries you'll set.

Date	Time	Thought	Feeling	Location / Activity
<i>Friday 13th</i>	<i>7pm</i>	<i>How much I miss someone</i>	<i>very sad</i>	<i>helping kids do homework on patio</i>

Date	Time	Thought	Feeling	Location / Activity

Task Option 2:

The other is to get them to do the Red Flag word writing each morning for 10 - 14 days. (This is the time it takes that if they are going to sabotage, they will give up before then on about the 7th-10th day, if they were serious enough to their own accountability, commitment and role in their own change, they will do it.

Get them to free-write their thoughts and feelings three times/day. When they bring in the task to you, show them the red flag words and have them circle them in what they have written. After this get them to replace these words as to demonstrate that change is possible, the power of internal language internally and how it can create problems can be created when we use the 'wrong' words.

The exact excuse for not fully completing a task is the exact one you will get when you assign tasks after your sessions. If they $\frac{3}{4}$ did the task, I would likely take them on. However if they did less than this and you want them as a client give them a second chance with full warning that if not completed you won't be able to work with them.

The Clients Paperwork

Have them sign the simple 'Commitment Form' and the 'Contract' which serves as a waiver.

Session Breakdown

(INTERVENTION SECTION FROM THE 'I' IN EQUIP IS PRINTABLE SESSION GUIDES)

What you need to have for each session:

1. PRINT this E.Q.U.I.P Session Guide, values pages and all intervention scripts and instructions you will need.
2. Written summary of their life as they think each day (for first red flag task)
3. Handouts - Values, Any Theory Documents, Action Plan, forms
4. Notepad, pen and voice recorder
5. Testimonial questions and media release
6. Ensure client brings notepad and diary and completed tasks

E. Evaluation

1. To win at this stage, be empathetic ONLY until rapport is gained then 'see her on the other side' in your minds eye and LEAD her the rest of the way in confidence. Move from heart to head as soon as she knows you care. Come down at the end of sentences or questions. Embody confidence in your abilities.
2. Pre-qualify her – Readiness, commitment, self-responsibility and intention wise / Investigate or task if needed.
3. Evaluate – expectations and blame mode.
4. Assess – TRUST YOUR GUT HERE. ANY DOUBT on UNMATCHED BODY LANGUAGE, EXCESSIVE BLINKING, LOOKING AWAY MOMENTARILY ETC, TASK THEM. Words are very cheap in this business. Get into slight peripheral so you can notice what's not intended for you to see or hear. Tasking stops most problems before they come to you. You are not desperate or owe them to take them on. Avoid saying no by tasking.
5. Summarising and rating the issue they're coming for, summarised in writing to manage that expectations are realistic. Be sure to **correct any unrealistic ones PRIOR** to payment. To be 'happy' is not realistic. Vagueness must be avoided.
6. Paperwork – SIGN THEM UP

Q. Questioning Stage (First paid session)

Practical Script: This is a list of questions you can print to use.



PLEASE NOTE: Make sure you always refer the questions back to the SPECIFIC problem that they came for so you only deal with the current issue. Don't let them add more.

Also remember to write down notes of the 'red flag' words from tasking to see what the problem is i.e. away from etc so you know how to phrase words that make her 'do' what you want. Record the answers that the client is giving you to help you tailor the processes that you need to utilize for this client and also so that you have something to use if they come back and say you didn't do what you promised. It also makes you look like you know what you're doing haha. Just follow the process.

U. Understanding (Theory Teaching)

1. The Price of Stress and Worry
2. Awareness
3. Cause and Effect
4. Conscious v's Unconscious
5. Choice and Commitment
6. Towards and Away From in language and focus (changed using red flag words)
7. Values
8. Hormonal Influences (real and how to work WITH it) (In optional section at end of manual)
9. Negative Emotion positive reasons and Warning Signs. (given at end of last session)

Session Two (and 3 if needed):

1. Recap
2. Ask how they went with tasks
3. Ask if anything they have noticed has changed
4. Teach rest of theory topics (OR homework, watch modules  in online course called 
5. Teach 5 Finger Fluster Buster.
6. Facilitate 2/3 of interventions on beliefs, emotions, go go go green light for motivation on specific tasks, and CCC on any anxieties of events approaching.
7. Assign TASKS (if using Maz's membership offer, have them to more learning online of the theory, Red Flag re-writing at least 4 times in the next week, 5 Finger Fluster Buster reporting back what stress responses were reframed and 'from' and 'to' what new perspective.
8. Record notes from session-audio and written
9. RE-RATE emotions in 'values' list
10. IF NEEDED BOOK A THIRD SESSION AND FINISH ANYTHING LEFT TO TEACH OR DO MORE INTERVENTION TECHNIQUES AS NEEDED. THEN..... at Final Session
11. Do Action Plan
12. Place goal or dream into future
13. Teach Red Flag Words Project (in appendix)
14. Move to Post Both Sessions.

P. Post Each Session

1. Tasking
2. Accountability on Action Plan
3. Record notes from each session – audio and written
4. Diarize the next session
5. Pre-plan next session so you are prepared
6. Follow-up

P. Post Final Session

1. Task short term and long term. (Red Flag words each morning)
2. Accountability- suggest tracking and sending weekly email report for 4 weeks.
3. Diarise a follow up call.
4. Ask for written and video testimonial
5. Sign media release form if using their picture, voice or videoing them
6. Get referrals so you don't have to go looking future clients
7. Encourage Creatrix® for LASTING OUTCOMES FOR ISSUES THAT ARE CYCLIC AND STEM FROM THE PAST.

Questioning and Confirming Intentions

Questions List (for Session 1)

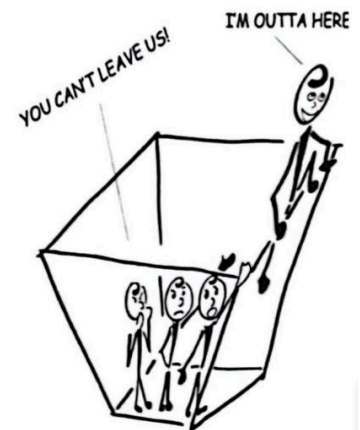
1. *Why are you here today? And what else? (Repeat x2)*
2. *What is this problem costing you?*
3. *How long how you had the problem for?*
 - a) *How and when do you do it?*
 - b) *Can you do it now?*
 - c) *Was there a time that you didn't have it?*
For example: *Did you have it when you were 5? 10? 15? 20?*
You want to pinpoint the incident that caused the problem.
4. *What happened the first time that you had this issue?*
5. *What emotions were present that first time?*
6. *What events have happened since then that are relative to/similar nature to this issue? Let them name a couple of big ones so that you can see if there is a pattern.*
7. *What emotions are attached to these new events?*
8. *Is there anything about your family that I should know in relation to this problem?*
9. *Tell me about your childhood in relation to this problem?*
10. *Is there is a purpose for this problem? (This question requires good rapport). Most of the time they will look confused.*
Now ask them if there is a reason for this problem? Just ask your unconscious mind this question.
11. *How have you tried to remove this issue from your life?*
12. *Is there anything that you are not getting? That if you got that message that if you did would allow the problem to disappear? (wait as they process this one, can take up to a full minute)*
13. *Will your Unconscious Mind support us in removing the problem and allow you to experience it fully once we are complete? (you really want them to answer this confidently for the best result)*
14. *What do you want to achieve from these 2 (or 3) empowerment sessions?*
15. *What do you need to feel and believe to know this problem has gone? (you'll get rid of the opposite of these)*
16. *What is the one thing that you know that you must do but haven't done for some reason? The answer to this question will become the task you give them to do after the 2nd session.*
17. *When we get rid of this problem, will the presenting issue be gone?*

Theory Topics for Change

Decision to Commit for Results (to themselves & the entire process)

All change begins with commitment decisions but there are six decisions to make, not one.

1. To commit to improving your life
2. To commit to the commitment
3. To take responsibility for your choices in life,(which means giving up blame)
4. To play full out 100% to get ROI. Full Participation is required.
5. To enforce change when you leave here.
6. Keep taking responsibility for personal growth to stay on the path.



Commitment Form (for Client to Sign)

Initial _____ that you agree you are 100% committed to doing all instructed and to making the changes needed to support your results and not 99% or less.

I can't predict or write your future, I simply put you on the path that prepares you that will bring you back towards feeling whole and complete so that you can set about creating the most fulfillment life for yourself.

You must trust the process. By signing below you agree that you are willing to participate completely by doing every in session and between sessions exercises and tasks fully without resisting or complaint.

Your full name: _____

Signature: _____

Date: _____

***Until you commit, nothing happens,
but when you do commit,
the entire universe rallies to your aid.***

- Daniel Acuff -

Awareness

Awareness is about bringing forth what has been previously unconscious into your conscious mind so you can 'see yourself' and the role you play in your own life. This helps you see what you are in control of and what you are not. Then and only then can you do something about it. It's an 'on purpose' step and the very first to set about changing your life.

Most people are:

- UNCONSCIOUSLY breathing and walking around
- Thinking what is just is and what happens just happens
- Feel like they have no control and they can't change things
- Living in perpetual fear
- Constantly feeling powerless
- Constantly blaming everyone and everything for what happens in their life
- Are not aware of themselves-who they are or where they want to go
- Only know what they don't want in life, not what they do

Until we bring the unconscious into consciousness, we cannot change. None of this has to be the way it is... Everything can change if you do what is necessary to make the shift...

TELL THEM A STORY:

"An elderly fish was swimming one direction as 2 young fish were swimming the other way. The elder fish said in passing "how's the water boys?" to which one of the young fish asked his mate "what's water?"

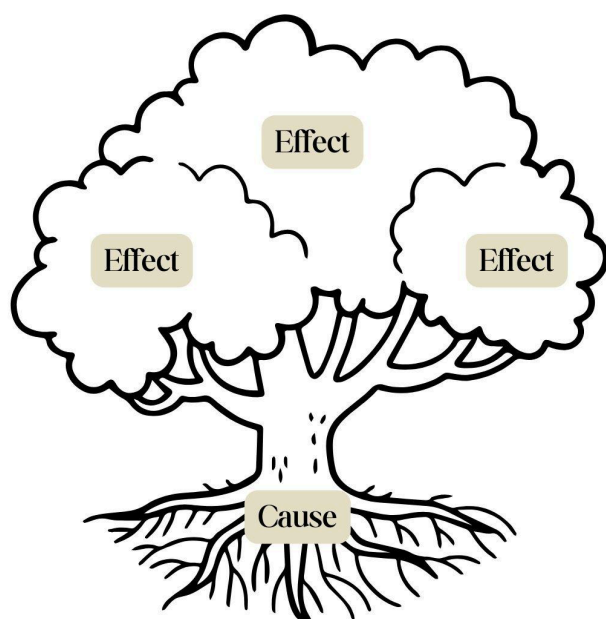
Cause and Effect

Our FOCUS is all we get to see in life, like a torch in a dark room; you only get to see part of what actually is. Research shows that the human brain only has the capacity to notice and process approximately 137 bits of the 2 million bits of information presented to us each second without exploding.

Cause and Effect just like '*Towards > Away From*' has a crucial influence on what the 137 bits that your brain chooses to notice, filter in, and process. It also plays a significant role in what we focus on. You will learn a technique later to show you a way to be able to absorb even more without having to even focus at all.

When you are at 'Cause' you are someone who owns their life. You don't blame yourself but you own responsibility for the original decisions that got you where you currently are.

Someone in 'effect' however makes excuses and blames everything around them rather than take responsibility to change what they are unhappy with. This just puts you back in charge of your life and also gives you back your power to make new decisions and change your life at any time you like.



CAUSE	EFFECT
You can change how you feel and therefore change the choices you make, without the negative charge anymore	Can't be saved because you can't control outside forces or change others
More able to access Parasympathetic Nervous System for better functioning of digestion, brain and nervous system.	Keeps Sympathetic Nervous System switched on causing stress, anger, hurt and unhealthy resentment. This eventually may cause dis-ease in the body
Attractive energy of strength and reliability. More friendly and likeable	Send 'away from' energy, are not drawn to you.
'Light hearted, fun, happy	Heavy hearted, depressed, sad
Win Attitude	Lose Attitude
<p>Victorious</p> <p>LISTEN FOR STATEMENTS SUCH AS:</p> <p><i>"How did I contribute to this problem?"</i>, <i>"I got myself into this, and now how do I get myself out?"</i>, <i>"How can I change this situation for the better?"</i>, <i>"What can I do to make this better?"</i></p> <p>Notice these are 'towards resolution and action' questions.</p> <p>WATCH FOR: Ownership of own life. No blaming of anything outside of themselves. They are ready to resolve and move forward.</p>	<p>Victim Mentality</p> <p>LISTEN FOR STATEMENTS SUCH AS</p> <p><i>'I do blah and they only give me back blah'</i>, <i>'It's not my fault'</i>, <i>'I do everything for them and still they abuse me'</i>, <i>'Why me?'</i>, <i>'Poor me'</i>, <i>'This just keeps happening to me'</i>.</p> <p>Notice these are 'stuck' questions that lead nowhere. They are 'away from' and blaming.</p> <p>WATCH FOR: Anger or resentment at others, points finger a lot, acts blameless for their role in the original decisions that led to the situation.</p> <p>Note: What you persistently expect persists.</p>
Usually healthier and more energetic	Usually lacks motivation, energy and unhealthy
Tends to learn lessons from life because they reflect on themselves and where the original choice they made occurred that created that direction in the first place	Continue the negative cycles. Blames everything and everyone around them for where they are in life. It was their mum, ex- partner, friends... never them.
In control, hopeful and more able to correct Life to create better future	Cannot control anything let alone own life. Feels overwhelmed with life and hopeless.
Choices - looks for solutions and opportunities	No Choices, Stuck, Trapped
As a leader/mother, they demonstrate that they are in control of their lives, if you don't like it change it	As a leader/mother, they demonstrate that 'this is their lot in life', that you 'get what you are given', 'it is what it is', and 'you can't change it'.
Can use conscious mind to change life more readily such as will power.	No willpower whatsoever. They ALWAYS want saving all the time.
Hates sympathy, realizes it's not a good energy.	Uses sympathy to get 'poor me attention'. Gets used to the negative attention as way of life.
Love flows more easily.	Energy is wasted on negatives their family gets a

	second-rate parent due to how they are focused.
Epigenetically has Methylation on Histone tags on DNA. These tags leave the person feeling loved and a sense of belonging.	Epigenetically less or no Methylation. Without these tags, they are more prone to feeling lonely, don't belong, unloved, unimportant etc. More likely to be 'stuck' in Domestic Violence and sexual abuse generational cycles. Subject to varied addictions such as food, drugs, alcohol, winning at all costs, over counter pills etc.
Re-routes anger to solution-orientated empathy while not sacrificing own quality of life.	Angry for others and at others.
Asks solution orientated questions	Asks questions that are unanswerable such as 'why me?', 'How could they?', 'but I just want to know why he did it?'. The truth is SHE probably wouldn't even know
More likely to have abundant mentality	Scarcity, lack, can't see the trees for the forest

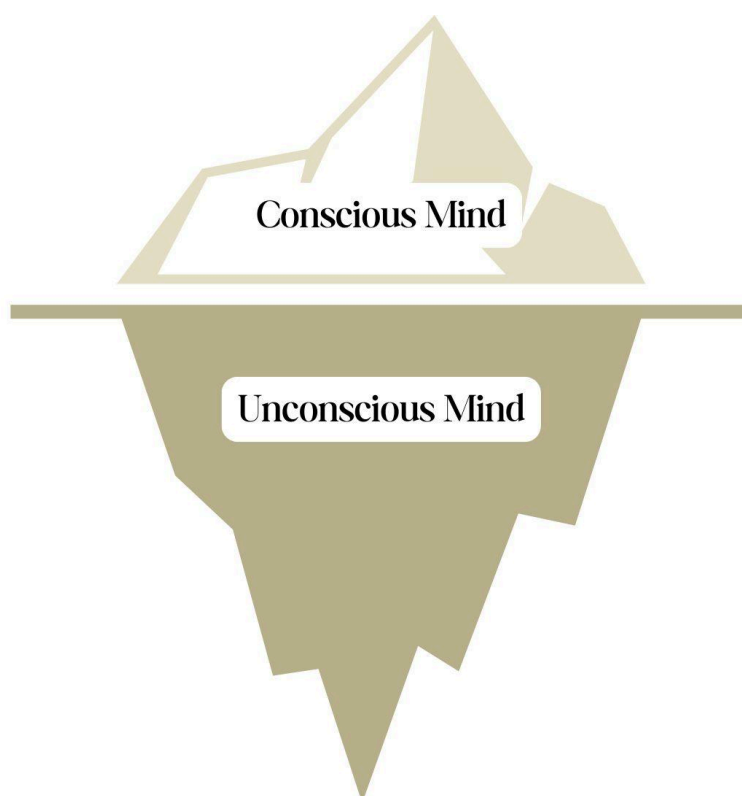
Conscious v's Unconscious

Conscious, is simply that which you are aware of.

Unconscious means outside of your awareness; something that you do automatically is unconscious.

Did you know that only 2-5% of what you do is conscious? This means that up to 98% of everything you do is constantly running unconsciously.

You may be familiar with this Iceberg Illustration that demonstrates this visually (the Conscious Mind (C.M) being on what's above the surface, while the Unconscious Mind (U.M) is represented by all that is below the surface. This is a very very simplified demonstration, which also misses the influence of other key factors such as the Female Factor and Epigenetics, but it's a good demonstration for the majority of your clients)



The U.M is a genie in a bottle and your C.M rubs it as if instructing it. You speak consciously but your thoughts and habits are unconscious. With intent, you can bring your thoughts into your conscious mind by doing exercises like the Red Flag to start to take control.

The processes we will be doing are to change your unconscious mind; that is why we are here.

How the unconscious mind works...

- Stores memories with emotions and meanings attached
- Organises memories both in relation to time and subject particularly with men while women tend to categories in emotions, in a connecting layered effect
- Protects the conscious mind by suppressing memories or emotions until it thinks the person is ready to deal with them.
- is the unlayering process that allows you to deal with the issue without having to face the trauma of the situation
- Affects certain behaviours when placed in situations it sees as a potential threat. Male stress response tends to be 'fight/flight' while recent studies now prove that the female's is called 'tend and befriend'.
- New research gathered only within past 15 years shows that females gather and hover when there is a perceived threat. We gather others to ensure the wellbeing of everyone, especially our young and loved ones. It has been shown that females will sacrifice themselves to protect; choosing only to fight when cornered if we can't do the sacrifice option. Our protection response is different; If we had the flight or fight reaction, we would abandon them to save self.
- Runs and preserves the body. The Unconscious Mind always wants your body to be healthy and has a blueprint of perfect health. If your Conscious Mind is behaving poorly it likely is affecting your body or it will if not addressed. Living in the past, holding onto resentments, fears, guilt, not forgiving etc all cause not just misery but can cause dis-ease in the body
- Generates, stores, distributes and transmits 'energy'. Females have more neural highways and more blood flow between heart/brain. This means that we have the ability to generate more through emotion, whether good or bad. This is our life force. We need to turn our negative power into a positive power.
- Functions best without parts. Parts form when conscious mind and unconscious mind conflict. Instills unconscious habits through repetitious, conscious behaviours
- Enjoys serving but needs clear orders to follow; it's like your personal genie in a bottle. (When speaking to the unconscious mind always use 'you' not 'I' when addressing yourself especially if looking into a mirror)
- Is programmed to constantly seek more of whatever it is YOU are focusing on
- Takes everything personally (perception is projection); not emotionally. What you see and say of others it thinks you mean of self because you say 'her' or 'you'.
- Is symbolic and captures thoughts by turning them into images
- (we will be changing some of those images to change your thoughts)
- Does not process negative words i.e. "I don't want to be broke". U.M hears the word broke and sets about fulfilling what you asked for (towards/away)

SUGGESTED READINGS: 'The Key to Liberation, 1000 diseases and their psychological origins' by Christiane Beerhandt as well as 'Heal your Body' by Louise Hay.

The Power of the Unconscious Mind

"Watch what you ask for and think about, you just might get it""Just because you cannot see what is in the dark, doesn't mean it's not there."

When something comes in via our senses, we create meaning based on our inbuilt filtration system AFTER we generalize, distort or delete information. We can't take it all in (2 million / 137 bits) based on our focus etc.

When dealing with others (especially clients), it is vital that we suspend our own personal beliefs, attitudes and values long enough to see someone else's world through their eyes. Usually we project ours onto others and this is counter-productive when dealing with clients. They want to improve their world as they see it; they cannot know or see through your filters.

"There is a man on a train with kids that are misbehaving. Someone next to him makes the comment that he should control his children. The father looks up as if snapping back to consciousness (reality) and very quietly replies oh sorry, we just left the hospital where their mother died and they are having a hard time dealing with it."



Towards and Away From

As previously discussed, the unconscious mind communicates in symbols and images. A lot of information is coded in the context of the image, not the content. Just like a dream uses characters as symbols sometimes as messages and to unravel our day, it is not reality as we know it. As images are often attached to emotion, by changing the dimensions and attributes of the image, we change the emotion and the thoughts. This is the fastest way to change.

There is no symbol or image that the U.M. can create for words such as 'don't' or 'not', it will only see the image. Don't want to be poor, is an image of 'poor', the UM job is to make mind images reality and it thinks this is what you want. So whatever the subject of thought is, your Unconscious Mind creates an image of and will think that is what you want more of. Remember the UNCONSCIOUS MIND always searches for more.

We want to help others and ourself to see 'towards' images, so we want to change negatives ones for example, from poor to "Money comes easily to me", "I am a money magnet" or even "I want to be wealthy and have plenty of money to live a great life."

Using the processes we will be using, we can change these. This gives your Unconscious Mind something positive to create a path for you to follow.

Your language in your mind 24/7 and the mind 'impressions' from thinking and believing as we do, cause both emotions as well as the wrong message to our unconscious mind as it thinks we CHOOSE these as 'instructions. Being a good servant our unconscious mind gives us what it thinks we want.

Focus TOWARDS what you DO want, not AWAY FROM what you DON'T want. It is essential that you learn how to ask the right way to create your most successful future. Most struggling and unhappy people don't do this. They are usually 'away from' focused without realising it, possibly creating the opposite of everything they do want. By simply changing your language you can create a new life. It's not to say that things outside of your control don't happen, but this is one way to get fast changes, because the small things can add up to our overall quality of life. We aren't entirely hopeless or useless like we can sometimes end up thinking and feeling.

Make this a new habit to develop. It is time to get rid of the negative emotions around these values to eliminate 'away from' language being produced unconsciously.

Determining if they are Towards or Away from Motivated

This will determine if they are towards or away from motivated.

Question	Towards answer	Away from answer
<i>How do you know when you perform well?</i>	<p>I overachieved my target</p> <p>I helped the company make profit</p> <p>We created new jobs</p>	<p>I did not miss my target</p> <p>We saved the company from a loss</p> <p>We stopped job losses</p>

Language to motivate

<p>Towards: (towards the gain)</p> <p>Talk about the things that they will get. Talk more about what they DO want.</p>	<p><i>What can I do to help you achieve this?</i></p> <p><i>This is what you can accomplish.</i></p> <p><i>When you get your target your bonus will be....</i></p>
<p>Away: (away from the pain)</p> <p>Talk about the pain they will avoid. Talk about what they DON'T want anymore.</p>	<p><i>It will make your life easier when job is finished</i></p> <p><i>If this is not finished today you will miss your deadline</i></p> <p><i>If you don't get more sales you won't reach target</i></p>

Red Flag Word Re-Write Exercise.

(An advanced Journaling process that goes beyond dumping words to get them 'out' which causes relief but not 'change'. Can do daily or as needed) (*Change words that signify or imply impossibility, Improbability & Negative Necessity*).

INSTRUCTIONS

1. Do this exercise on waking daily, and especially in times of apathy and unhappiness.
- 2) Subconsciously, without editing, write your thoughts as rambling as they are in your mind over a 5 minute period, normally, before even getting out of bed..
- 3) After you get up and ready for the day, go through the rambled text and cross out any words that are in the red flag list below with a red pen.
- 4) Re-write the adjacent replacement word IN BLACK INK.
- 5) Read it to yourself and notice the difference in interest, motivation and emotion.

Replace 'sabotaging' red flag words with their opposite.

SABOTAGE WORD (red flags)	REPLACE WITH
shouldn't	Should
should	Will (or want to)
can't	can
but	and
don't	do
need	want
can't	can
won't	will
Greater	Less
hate	love
dislike	like
always	never or rarely
never	often or always
sometimes	often or never (whichever causes the least resistant feeling)
never (always or sometimes)	always (never or sometimes)
lazy	energetic
unworthy	worthy
don't deserve	deserve
Don't let	Had better
wouldn't	would
am not	Able to
better not	prefer
impossible	possible
It's not time	It's time
Don't have to	Do have to
Doesn't allow	allow

Values

If your values make you feel great inside as you think about how important that value is to you, that is great, however if you feel sick or fearful or any 'not good' feeling when you think of it, then it's likely these are what is stopping you from actually having that value met and fulfilled. Values exist for several reasons. One is to fuel our motivation, the other is a deep yearning to fill a hole inside of our core, highlighting a need for healing wisdom or resolution.

Values are the biggest issue that motivates or sabotages us.

What is truly important to you?

The order of them is very important also. Often someone comes complaining that they are broke. We help them realise their values, sometimes only to discover money is nowhere to be found, or it's got negative connotations and therefore as much as they desire money, their unconscious mind tries to keep them safe from creating what they imagine to be negative.

For example money can be at the top of their values, however they hold a fear such as the fear of losing their wealth and so it slips through their fingers. The ever elusive value not quite being met causes relationship breakdowns and all manner of events that cause the problem to remain.

The solution is to remove the associated negative emotions. At we work a lot on values and how to change their hierarchy. When fully completed, have them put the list on their wall behind bedroom door so they can be reminded of what they care about.

Values can be aligned and elicited for each area of life such as not just relationships but sex. Not just money but saving or investing etc. It's a never ending delve and good to do in the area one struggles.

Values Exercise

This exercise shows you what could be blocking, sabotaging and limiting you from letting go of your past and creating a successful future.

It's designed to demonstrate your motivation and what is currently creating/attracting positive or negative results/experiences in your life.

A very simple self-development, yet powerful exercise that has the power to begin your journey to breaking the negative cycles that hold you back at the deepest level possible.

Values Part 1:

What is truly important to you? Ask 3 times till they empty out between each.

RANK	VALUES

After you've made a list, go back through and Rank your values.

Then, transfer your Values 1-6 into the table below.

Values Part 2:

Why is it important to you?

Ask this regarding all values you have transferred to below.

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
1			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
2			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
3			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
4			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
5			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
6			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

POWERFUL 'PROCESSES'

THAT PROVE THE POWER OF THE UNCONSCIOUS MIND

(IF NOT DONE PRIOR TO CLIENT PAYMENT AND COMMITMENT YOU COULD DO ONE OR ALL OF THESE PROCESSES to give her confidence she's changeable)

Works positively or negatively, if negative and they don't change at all, they are blocking listening to you, so this is the indicator of 'non-readiness' for being led by you for their own change.

Have clients do these exercises at your instruction (in groups or 1:1) to prove the power of the Unconscious Mind. Watch for signs of resistance to change, inability to follow directions and unwillingness to do what you ask. The ONLY WAY IT DOESN'T WORK is for them to FORCE thoughts that block out hearing your words.

The Snake & Stick Demonstration

This is a simple exercise you can put into any conversation.

Simply explain that if you thought a stick on the ground was a snake, your UNCONSCIOUS MIND would still react in the exact same way, releasing the exact same dose of stress toxins into your blood stream as if it was a real snake.

This means the power of imagination is as powerful as reality. If you believe something fearful then you may as well fear it. Your body goes through the process as if it is real.

This is why it's unhealthy to have fears in your body. Stress is poison in a woman's system even more so than a man's as it gets no release.

Overcome any visualisation issues or concerns

Do an exercise with them that has them visualise their family members such as kids, the kitchen, a beach, fond memory, giving birth or what are colours etc.

Just ask them to close their eyes and imagine different things. Ask them what colour their bedspread is for example. Ask them to see their own car parked out front, their mailbox or front door. A green apple, then a red one.

Do about 6 different images to prove to them that they can do it. Many people are too unconscious and don't know what they can do until they are shown.

The Arm Twist

Just a quick note: Watch out for anyone NOT having a marked difference from how far they initially got as these clients as they will likely blame you for them not changing later.

SCRIPT

(In your best hypnotic voice say)

Keep feet facing forward, make sure that they are firmly on the ground. Close your eyes twist your whole body at your waist to the left. Stretch, stretch, stretch...that is it.

Now open your eyes and take a mark the spot of the wall or floor or something that you can use as a reference point soon.

Now I want you to face the front of the room again. Have you all seen this guy (Mr Fantastic), he is amazingly stretchy.

I want you to close your eyes. Imagine that your whole body is made of rubber and is as stretchy as Mr Fantastic. That you are as flexible as a rubber band. Imagine that you can stretch in every direction.

*** Talk them into it, get really descriptive - take your time describing how pliable, flexible, bendible and stretchy they are ***

OK now, with your eyes still closed, I want you to twist your body, once again making sure that you keep your feet grounded. That's it stretch, stretch, stretch.... remember you are made of rubber. Stretch.

Once again stay exactly as you are and quickly open your eyes, can you see how much further you have gone than the first time.

The Balloon and Book Test

SCRIPT

Close your eyes

Hold both your arms out in front of you.

Now with your left hand give a thumbs up sign.

Ok good, now I want you to put your right hand palm up. I want you to close your eyes.

Now turn your head toward your left hand and imagine that I am gently tying the strings of 100 light, bright coloured helium balloons to your left thumb.

100 is a lot!

Can you feel the string being gently tied around your finger? The balloons are sooooo light; look they are trying to lift your whole arm right in the air with them!

Now turn your head with eyes closed but as if you're looking at your right hand. In this hand imagine that I have just dropped a heavy encyclopedia, filled with all the written information of everything that you have been taught over the years. Oh my goodness, can you feel how heavy that book is? Feel the weight of it, everything that it has and is costing you. Your arm is struggling to hold the book up; it is getting lower and lower. All with CLOSED EYES, notice NOW your left hand rising,

REPEAT left and right hand expectations 3 times saying (lighter with high light pitch voice and heavier with deep exaggerated strained voice)

NOW open your eyes quickly and look at your hands. Isn't it amazing how far apart they are.

The unconscious mind has no way of knowing that what I am telling you is not real.

INTERVENTIONS

'PAID FOR' MAGICAL CHANGE SCRIPTS

The following processes can be conducted in your Empowerment Intervention sessions, both online and in person, in groups and 1:1

WARNING: (If already a Creatrix® Transformologist® do not do these or any change work at all if you expect them to want you to Creatrix them in the near future. You're best to do the Cycle Self-Assessment Workshop if she wants Creatrix lasting results,

THEN DO THIS SO THEY LEARN TO STAY CLEANED OUT AND NOT RE-CREATE ISSUES, or if they are not right or ready for Creatrix®.

Warning, you will take away the pain temporarily so much, but you aren't breaking cycles or healing hearts like Crx can, this will NOT make her more want Creatrix®, it will make her need you again in a year or less, but you will then be known for the temporary magic so potentially not getting her back for CRX as you might think)

Balloon Popping (Radical Negative Emotion Release)

It's used in-the-moment when feeling negative 'charge' in your body, thus helping you to think straight so you can make better choices, and all done as easily as popping an imaginary balloon!

(FACILITATOR, MOVE FAST AS SOON AS SHE RESPONDS, SPEED IT IMPORTANT SO SHE ISN'T THINKING ABOUT ANY OF THE PROCESS, SHE'S TOO BUSY DOING IT)

SCRIPT

"Think about whatever you have to think about, a memory or event that causes you to FEEL (eg. hurt, guilt, sadness, anger or whatever negative.) then simply...

Imagine the emotion is the air contained inside a balloon that is **INSIDE of you**.

What color is it? (wait for response)

Good, gather all of the negative emotion from wherever it is in your body, move it all into the balloon as that's what blows it up. Really FEEEEEL it and tell me when the balloon is full and none of that feeling is outside of it.

And you know the shrivelled up piece of rubber when it POPS, just a bit of shrivelled up rubber, right? (wait for response)

Do you have the emotion all centralised now inSIDE that balloon in your belly?

Tell me when you've done that. (wait for response)

NOW, on the count of 3 you're going to POP that balloon with an imaginary needle, 1, 2, 3. POP!!

Now ask yourself where has the emotion gone?' just like that that negative emotion ran out your toes and into the gutter down the street?

How do you feel?

The 5 Finger Fluster Buster (Stress Response Shifting)

It's used Daily to achieve Instant Calm as Needed, reframing what causes stress and worry to otherwise eventuate.

(Be sure to read them or send them to read ahead of time 'The Price of Stress and Worry, page _____' to teach how stress affects the body as well as the mind, presence and contentment, beyond the issues they've come to you, for motivation)

The 5 Finger Fluster Buster process is a great tool with many benefits, including:

It causes better creativity for looking on the bright side when life throws curveballs.

It can be a new habit that is a life skill.

The ability to find alternative meanings to painful or stressful situations that happen out of the blue and longterm can be the difference that makes the difference.

It totally evolves our thinking to a new level of awareness and growth.

It helps us to uncover new choices, options and ideas.

It helps us to take charge in the moment and over time, with practice, becomes an automatic response.

NOW,

(Be sure to task them to do this and share results)

INSTRUCTIONS

Teach:

Step 1 is your thumb = the TRIGGER (the event);

Step 2 is your pointer finger = the MEANING (you apply);

Step 3 is middle finger = the THOUGHTS (that follow the meaning);

Step 4 is your ring finger = the FEELINGS (that follow the thoughts);

Step 5 is your little finger = the BEHAVIOUR (that follows the feelings).



Step 2 is where your POWER lies. Notice when pointing that finger your other three fingers are pointing back at YOU — to remind you that it's YOU that assigns the meaning in the FIRST place.

Here's an example:



THE EVENT / TRIGGER: You're driving along and a car pulls out in front of you causing you to slam the brakes on to avoid a collision.



THE MEANING: The meaning you could give that event is likely to be a strong negative one.



THE THOUGHTS: The meaning you have applied causes you to THINK negative thoughts such as "I need my car to get to work every day and it almost got smashed" or worse "I almost got killed"



THE FEELINGS: and that leads you to feel a certain way, probably anything but happy in this instance, and



THE BEHAVIOUR: THAT causes you to behave in a way that likely leads to you having an entirely bad day.

An alternative option could have been to apply a DIFFERENT meaning such as “I hope that person wasn’t having a heart attack” or “I hope they haven’t just had bad news about a family member and now they’re rushing to the hospital.”

Can you see and feel the difference?

Which meaning will empower YOU to have the best and happiest day?

Notice how we tend to UNconsciously bypass the meaning and jump straight into our thoughts, which in turn create the feelings that inevitably lead to the behaviours?

Whenever you find yourself behaving badly or feeling negative, START AGAIN. CONsciously CHANGE the meaning to change your behaviour. It TEACHES you to become optimistic and before long you have the most valuable habit you could EVER adopt.

MAKE IT A GAME with family and friends. See how MANY options you can come up with for each shitty situation. The LESS you feel like doing it the MORE you NEED to do it.

You have more choices than you realise. Hundreds, if not thousands of choices — BETTER choices that could CHANGE your situation and TURN YOUR LIFE AROUND.

When you claim your POWER TO CHOOSE and give INTENTIONal and emPOWERing MEANING to situations as they arise, life will CHANGE and you’re going to become mentally and emotionally much more STRONG, RESILIENT and happier.

The point where we apply ‘meaning’ is where our point of personal power lies.”
If there are only TWO things you remember about this book I hope it’s this

BELIEF SWAP

Script

1. *Close your eyes...
Imagine now.... Imagine in your mind that part of you that just knows when something is true, such as you are your age, you live at whatever your address is, you know the sun is coming up somewhere in the world today....*
2. *Break their state*
3. *Imagine now in your mind that part of you that just knows when something is not true anymore, that part where santa-claus and easter-bunny and the tooth-fairy are, that part that knows you no longer do certain things, perhaps you once were a smoker, or once were pregnant but you know now that that is no longer true.*
4. *Break their state*
5. *Where in your mind do you hold the part of you that keeps your hopes and dreams and..... Imagine that your current(current desire) is in there with those hopes and dreams ALRIGHT!*
6. *NOW.... Move the hopes and dreams and put them into the area where you keep the things that you know are true, move courage into there also... move excitement, drive and ambition there too... ALRIGHT!*
7. *NOW move all possible fears of not achieving To the area where you just know that things are NOT TRUE, in with santa clause.*
8. *Add any other fears that can possibly stop you achieving.*
9. *NOW as you relax you see yourself achieving(desired dreams and goals*
10. *TEST. Now what do you believe? Why do you believe you have this new belief?*

Self Belief Linguistic Twister

This technique is used to motivate people when they say they can't do something, be a certain way or have something.

With each question it is vital that your voice is kept airy/breezy/light as to promote fun, show enthusiasm and passion until you see their facial expressions showing they can 'see' the possibility this change would bring too.

Help the client to understand how great their lives would be if they just did what they needed to do to get to where they wanted to go.

This is only a rattle up exercise but its fun and breaks them down.

Script

1. *BUT what if you could?*
2. *What if you couldn't NOT do it?*

They will look blankly at you but wait anyway for only a moment then proceed

3. *But, if you did, what would it be like, just humour me...*
4. *IF, I'm only saying if, you were to go for it, what would it take? Hypothetically...*
5. *What could this mean to your life to change or remove this one little thing?*

Repeat questions 1-5 one or two more times.

6. *How much do you still feel it's impossible for you to do (or achieve).....?*

Peripheral Wave - Worry and Tension De-Sensitiser

This intervention technique takes a negative emotion down in intensity to the point of not mattering anymore. It activates the Parasympathetic Nervous System for healing and is commonly referred as the Learning State.

It is all-round a great state to be in. Otherwise known as the man's nothing box.

- Lessens stress – activates calm so good to do with kids and family
- The 'learning' state causes you to absorb more than the average 137 bits of info of the 2 million presented each second
- Tends to open up creativity
- Activates the Parasympathetic Nervous System for better health

Note: Don't use this on phobias or major feelings above a 7-8/10.

Script (in Person)

Stand closely together with the facilitator behind the client. The client should be facing forward.

1. Ask the client to think of something that really annoys them (e.g. cars driving slow in front of them, husband leaving the toilet seat lid up, kids yelling in the car).
Ask them to rate how strongly they feel about it out of 10
2. Instruct the client to focus on a point or object in front of them, slightly raised above eye level.
3. The facilitator places one arm over each of the client's shoulders, with their hands in front of the client, fingers pointing at the focal point.
4. Slowly move the arms outward (left arm to the left, right arm to the right) while asking the client to keep their eyes fixed on the focal point.
Ask them to nod as long as they can still see the facilitator's fingers.
5. When the client can no longer see the facilitator's fingers (at their furthest point of peripheral vision), instruct them to stay there.
6. While in the peripheral position, the facilitator should slowly wave their fingers up and down in a calming, soothing manner (about five times).
7. After the calming movement, drop the arms and turn the client around to face the facilitator.

Ask the client to rate the intensity of their emotion again. It should be lower than the initial rating.

Repeat the process up to 4 or 5 times until the client's rating is reduced to a 1 or 2, or possibly even a 0.

Online Script

1. Ask the client to think of something that really annoys them (e.g. cars driving slow in front of them, husband leaving the toilet seat lid up, kids yelling in the car).
Ask them to rate how strongly they feel about it out of 10.
2. Instruct the client to focus on a focal point, something directly in front of them, slightly raised above eye level.
3. The client should extend both arms out in front of them, with their index fingers pointing at the focal point.
4. Ask the client to slowly move their arms outward (left arm to the left, right arm to the right) while keeping their eyes fixed on the focal point.
5. When they can no longer see their fingers (at their furthest point of peripheral vision), instruct them to stay there.
6. While in the peripheral position, the client should slowly wave their fingers up and down in a calming, soothing manner (about five times).
7. After the calming movement, ask the client to drop their arms and re-assess.

Ask them to rate the intensity of their emotion again. It should be lower than the initial rating.

Repeat the process up to 4 or 5 times until the client's rating is reduced to a 1 or 2, or possibly even a 0.

Banish Slingshot (Clearing Negativity)

Like most of everything else we have learnt, it's about manipulating the coded images that they have locked their negative feelings into. Banish Slingshot simply sends it so far away it ceases to matter to them. Too easy you say? Yes I know!!!

Banish Negative Emotion is great for displacing negative emotions and states. It is designed to send the negative mind pictures away into the distance but before you can do this you must package the image for sending.

Script

1. *Rate the emotion out of 10 with 0 being perfect and 10 being almost dead*
2. *What's it like when you feel that way? (this makes them start to form an image)*
3. *When you think of how that Negative Emotion makes you feel do you have a picture?*
4. *Good*
5. *(If not, tell them it won't be clear, perhaps a color or something however they do it is fine)*
6. *Ok, Can you see yourself in the picture or are you looking through your own eyes?*
7. *Ok, you must see yourself in the picture, so step back now and see yourself somehow in the picture and tell me when you've done that.*
8. *Good, now make it black and white.*
9. *Now make sure it's still and not moving.*
10. *Now shrink it down to the size of a small image.*
11. *Now put it in a slingshot and pull that slingshot back so hard, harder, more (x 4)*
12. *Now send it as far away in the distance till it's less than the size of a pea and so far away you cannot make it out anymore.*

Briefly distract them.

e.g. *Can you smell fresh cut grass? or What time and day is it?*

Rate the negative emotion now and it will be gone or very low.

Teach client to do it by repeating with another one

CCC – 1 Minute Anxiety Buster

(Cool, Calm, Confidence)

What you will love about this is it removes anxiety around a particular event coming up such as speaking on stage, exam anxiety, singing or anything they are nervous about.

This problem is based on being too future focused in a negative way. They are worrying about an event that the worry is likely to actually sabotage more than the event itself.

Script

(In best hypnotic voice)

1. *Rate how anxious you are about this.*
2. *Close eyes*
3. *Feel the anxiety for a moment*
4. *NOW, float out into the future to 10 minutes after **SUCCESSFUL OUTCOME** of event. Notice it went even better than expected. (Have excited voice)*
5. *Where are you?*
6. *Who are you with?*
7. *What do you see?*
8. *Are there any distinct sounds?*
9. *What are you doing?*
10. *Are you sitting or standing?*
11. *What are you saying to yourself?*
12. *How do you feel now reflecting on how well it went?*
13. *Great! Now open your eyes.*
14. *Rate how anxious you can feel if you really try now?*

GO GO GO – GREEN LIGHT (Use for Procrastination)

This process is to help someone get going on a project they have been **procrastination**. Firstly it must align with their values. It must also have no more negative emotions attached to it. This technique is useful to get your client or yourself excited and motivated.

This just gets them into action mode. Good to do before a task.

It's a process of activating the 5 senses and coding of the image of the moment they are waiting at a green light with major traffic up their arse and they are late for a flight.

Script

1. How motivated are you at present to do this task, rate it for me out of 10.
2. *When you think of being stopped at a set of lights and you are running late for a flight and traffic is up your bum and it JUST TURNS GREEN, do you have a picture?*
3. Great!
4. Ask VAK questions to get coding of image 1 (before)
5. Distract
6. When you think of the task you are avoiding do you have a picture?
7. Great!
8. Ask VAK questions to get coding of image 2 (after)
9. Change the VAK coding of image 2 into VAK coding of image 1.
10. *How motivated do you feel now out of 10 to do the task?*

They should feel motivated at least more than they were.

Preparing to Walk Goal Into Timeline.

Do this when you KNOW you want to achieve something specific. (Not too long term). Build a big, explosive, tasty vision of the future and what it looks, feels, sounds like for YOU! Where do you want to be? What do you want to be doing? How will you know when you have it? Write it down below in as much detail as possible.

SEE _____

HEAR _____

FEEL _____

TASTE _____

SMELL _____

(This must have been a positive immersive experience BEFORE Putting it into the Timeline

Note: Be sure to notice any limiting beliefs that come up when doing this exercise and be sure to Process these.

Inserting a Goal Into Timeline INSTRUCTIONS

- Embody outcome in VAKOG (ALL SENSES, full, happy positive feelings)
 - Lay your timeline on the floor and step onto 'now,' facing the future.
 - Determine where in the future you want to have achieved your outcome and establish where that is on the timeline.
 - Ensure that your VAK representation of the outcome is clear and distinct.
 - Carrying your outcome, walk towards the future and stop just before the appropriate point in your timeline.
 - Let the outcome float down onto your timeline.
 - Step into the achieved outcome and feel the experience of achieving it. Experience through all the senses (What will you SEE, What will you FEEL, What will you HEAR).
 - Turn up the intensity.
 - Step off your timeline, beside goal achieving moment and look back towards now.
 - What plans did you need to develop?
 - What skills did you need to develop?
 - What were all the things you needed to do?
 - Whose help did you need to call on?
 - Who did you look to model?
 - What advice would you give to the 'you' back at 'now'?
 - Walk back to now, as you do that notice the events lining up to support you in achieving your outcome.
 - Stand at now, take a few moments to reflect on how you feel about achieving that outcome now.
 - What changes will you commit to actioning immediately after this session?
-
-

Protecting YOUR Energy

This process is for you to do between clients to make sure that none of the negative energy from clients is affecting you or your future clients.

Breathe in 3 big slow deep breaths into your lungs from deep as if via your navel. Now let your breathing settle to a rhythm and feel how peaceful that is.... Until you can notice your heart beating. (If thoughts enter, clear them out of the way and keep going)

Draw down the bright golden light with a purple beam down the centre and down in through your head and allow it to entwine your spine, organs and fill your body with it's bright energy. Send it down to your feet and draw up through your feet from mother earth her beam of warm and grounding bright golden light which will also entwine as they become one balanced complete energy.

Vibrationally (which is without words but with intention and can take practice) ask them to round up the negatives from every crevice of your body to take them out of this atmosphere for cleansing.... In a moment you are going to exhale the energy to be purified and expelled. On the count of 3 breathe out all of the negative energy that the balanced light has gathered and send it to the atmosphere for purification. You feel the pure light from above and below expanding to complete you to fill all the gaps where the negative energy was held.

You feel full, complete, clean and freshened. Now, send some of this pure energy beyond your physical body to your aura with the intention of creating an outer energy field to form a radiant shell of clean energy to create a shield around your body that deflects negative energy from entering your personal space. Visualize a protective gold shield around your aura and body now. Now expand this out to include your home, your family and those precious to you.

Whilst smiling as widely as you can, send love and grateful energy upward via your wide smile and through your head to your star and send some back downwards through your torso and legs to the center of the earth sending your appreciation.

Send 'vibrationally' with intention to both mother earth and father sky the request to protect all of your space and loved ones and at the same time sending thanks, love and gratitude through your widest smile. You feel it multiply as it reflects back into you and out through you to all you care about and love.

When you feel well cleansed and calm and 'happy' come back to now with your light still shining brightly.

Your clients will love feeling this from you and sometimes is enough to transform a person without speaking.

FORWARD PACING

Negative Emotions

NEGATIVE EMOTIONS after a breakthrough can be positive as they are how your intuitive GPS radar guides you. Here are the signs to heed so you know how to address them.

If a problem emotion persists though, please see the chart for what to do if a problem persists.



6 Powerful Forces that Cause Negative Emotions

1. Negative emotions can be your **UNCONSCIOUS MIND'S way of communicating**. The stronger the emotion the more it needs your attention. It simply means that you could be out of sync with your own higher good or purpose. It's a signal so take time to listen.

What have you been doing or not doing that brought on these feelings?

2. As cliché as it sounds, it could be just “that time of the month” or a part of your cycle (yes even if you've had a hysterectomy or post menopause you have a pattern). Wait a week, if it is still there it can be one of the following ...
3. **A sign to STOP**, Assess and make a Decision that you've AVOIDED, yes it might need to get worse before it gets better, after all, if you've come for help it's likely you've needed to make such decisions before, but have avoided it.
4. Your **intuition** is telling you something so come out of denial (change MUST happen for it to stop)
5. **Suppressed emotion** surfacing: sometime after doing deep work, the suppressed emotions notice the “door's open” and poke their head out ... If this is the case, you need the life learnings around this particular emotion to make it stop. Contact your Facilitator and she will help you through it. You will know it's a suppressed emotion because it will feel WORSE than ANYTHING you've ever experienced.
6. **Not living congruent to your values in a 'towards' way**. This means that you may have to make big life decisions that cause a scary level of change but your Unconscious Mind knows that until you do, life will be a compromise.

Warning Signs and What to Do

(And what to do about it)

WARNING SIGNS	WHAT TO DO ABOUT IT
<p>Stress Overwhelmed Worry</p>	<ol style="list-style-type: none"> 1. Do Peripheral wave, 5 Finger Fluster Buster with deep breathing DAILY or as necessary 2. Stress is Toxic, address the issues causing it at the first signs ... Ask yourself: <ol style="list-style-type: none"> a. <i>“What am I stressed about?”</i> b. <i>“Would the majority of people stress about the same thing to the same degree?”</i> 3. Write down everything you’re stressed / overwhelmed about - Get EVERYTHING out of your head <ol style="list-style-type: none"> a. Delegate, Ditch or Defer what’s not important (urgent is not important, ensure they ARE important, ‘urgent’ is secondary) b. Categorize and group them into order by either deadline, project name or priority (personal choice) c. Diarize each and every task d. Set a phone alarm when something has to be addressed along with completion time <p>If you’re still stressed and the above steps don’t bring things into perspective... Ask yourself: <i>“Am I being realistic or am I trying to be perfect?”</i></p>
<p>Anger Hate Fear Grief Resentment Jealousy / Envy Loss Hurt Guilt Shame Anxiety Down in the dumps, etc</p>	<p>Questions to ask yourself:</p> <ol style="list-style-type: none"> 1. <i>“Has this persisted beyond aligning with my menstrual cycle?”</i> 2. <i>“What, When, Where and Who/With does it occur?”</i> 3. <i>“Does it have a trigger or is it all the time?”</i> 4. If it has a trigger: <ol style="list-style-type: none"> a. What’s your UNCONSCIOUS MIND telling you to change? b. ADDRESS, CHANGE, or REMOVE the trigger 5. Ask yourself: <i>“IS THERE SOMETHING I NEED TO CHANGE or ADDRESS? Even if I don’t want to acknowledge it?”</i> and sit openly and wait for any message If still there after looking at what needs to change (you may need to get your Self-Realisations around this emotion and these particular triggers with something deeper like CREATRIX®)
<p>Sudden Behaviour Changes: Over-Eating Compulsive anything Vices such as alcohol / drugs to “relax”, etc</p>	<p>Ask yourself:</p> <ol style="list-style-type: none"> 1. <i>“What am I trying to avoid?”</i> 2. <i>“What am I denying?”</i> 3. <i>“What is my UNCONSCIOUS MIND intuitively trying to tell me?”</i> 4. <i>“Am I taking responsibility or Blaming something or someone?”</i> 5. <i>“Am I in this situation because of someone or something outside of myself that is not my issue to bear?”</i> 6. If not you: 7. Are you at ‘effect’ and in blame mode? 8. You can’t change outside but you can change your own suffering because of it (possibly because of the stresses; see stress questions above)

<p>Mood Swings If definitely not attuned to your menstrual cycle, see your doctor.</p>	<p>If definitely not attuned to your menstrual cycle, see your Doctor.</p> <p>UN-Institute of Women International does not encourage going off any medications either pharmacy or doctors' prescriptions.</p> <p>We believe that if something has been there for many years, you've tried multiple types of therapy, been on/off or repetitively tried to go off your medications unsuccessfully; sometimes the brain just cannot function normally anymore and requires assistance. The damage has been done already and we calibrate based on the medications you were on at the time of your Breakthrough, so if you alter your medications that effect your moods, you will have to pay again to get a Creatrix® Breakthrough, to calibrate on your new state of mind.</p> <p>There is NO STIGMA ATTACHED to taking medications as far as the Institute of Women International is concerned.</p> <p>Check if your moods have specific triggers. Are they the 'same' emotions you had the breakthrough for originally? If so, contact your facilitator. If not book a NEW appointment, you may need to consider a deeper healing, such as CREATRIX®</p> <p>Also see the 6 Powerful Forces that cause negative emotions handout.</p>
<p>Procrastination</p>	<p>If it's highly important to you, and one of your top values, then remove 'away from's by removing the emotions with it.</p> <p>If still there, do the Go Go Go Green Light process.</p>
<p>Neglecting Responsibilities</p>	<p>Re-evaluate your Values; you're likely out of alignment or not following your gut What may have to change?</p> <p>How is your overall health? See a doctor if it's failing or you have no energy and you've done all of the above</p>
<p>No outcomes eventuating from effort</p>	<ol style="list-style-type: none"> 1. Check thoughts: <i>"What are you thinking about and focusing on?"</i> 2. If worried: <i>"What is causing the 'fear'?"</i> <p>If it is fear, ask yourself, <i>"Is what I am fearing really likely to happen or is outside of my control?"</i> ... reframing this can sometimes be enough to help you let it go</p>

Unrealistic Expectations

Life is not perfect, as sure as you are sitting here today; you will be thrown curveballs. It is important to manage your own expectations that you may try to project onto a client as well as their expectations of miracles from your service.

They are a different person to you with different values; remember this when dealing with any client. They may have small dreams or want things you think are stupid. Put your own values and beliefs aside and do your job. Of course, unless it's ludicrous (which is rare indeed). If it's not a problem to the client; it's not a problem to the Facilitator. You are trying to help them achieve their successful life, not your own.

FYI no one can make a witch into a saint or a bitch into a kitten. When doing any of these processes the client's personality is not touched. Accept some people aren't going to like your personality, traits, or behaviours, but if you are ok with them and they are not hurting yourself, others or the planet...DON'T CHANGE.

Just always be professional regardless of what you personally think of the client.

Action Plan

(You can use this as a Task for potential clients or Final Action Plan)

It's time to make some changes!

Circle of Influence

Since we learned earlier that you become who you hang with, it is now time to get serious about who they are. Who are they? Are you happy with them? If we change you some may not like it if you don't dwell with them anymore. We raise your vibration with these strategies. Birds of a feather flock together. You may need to purge a few if they supported your stuck state.

Environment

Change EVERYTHING around. Move cups, cutlery, furniture settings. Remove triggers such as photograph, memorabilia that could cause you to try to bring back your negative emotions. Possibly hide photos in cupboards.

Power of Words

Thoughts become chemicals. You can create oxytocin happy ones and your cells will love you or you can create poisonous toxic ones that will eat away at your health, heart, blood, cells and get encoded in your epigenetic memory and affect you energetically.

The BUT word deletes the words before it. Use it purposely to emphasise main point and wash over the early part of sentence BUT Replace it with the word AND. It doesn't have to make sense; it just has to be plausible for you to get away with it.

The BUT word is the fastest way to lose rapport as it says your information is more important than theirs.

DON'T word- when teaching, training, mothering, any influence, use it on purpose or be careful as it plants the Unconscious Mind to visualise/create that thing you don't want to happen.

Determining Change Continues

Exercise 1:

Please write down your thoughts on the following questions:

As you think about the future now, what is most important to remember from all we discussed?

Who do you think about first?

What can you change?

What if you do change it?

What will happen if you don't change?

What won't happen if you do implement the changes?

What won't happen if you don't make the changes?

What changes do you commit to making when you get home?

When will you commit to making the changes above?

How will it make you feel when you make the change?

What might stop you?

How are you going to get around that?

Exercise 2:

Write your steps now that you WILL do when you get home

Within 24 hours I will do:

Within 4 days I will do:

Within 1 week I will do:

Within 1 month I will do:

OPTIONAL EXTRA **TEACHING TOPIC**

THE FEMALE CYCLIC FACTOR

DYNAMIC- ACTION PHASE- Week 1 – (day 7-13 Pre-Ovulation) The Spring:

Estrogen rises after your menstruation, and you start to feel better. After the aches, pains and emotional rollercoaster of your last cycle, you begin to feel renewed and refreshed. After a long winter, spring is finally here. Your outlook is increasingly optimistic, and your energy begins to flow towards outward.

- Come out of hibernation renewed.
- A great time to set and work for goals, especially short term targets. BUT
- it's about self so no 'team effort stuff'
- Don't sweat the small stuff.
- Positive Focused Action is best here.
- Plan and START work on projects and finish old projects started previously and milk this time and work hard because it's only 1 week of the month so seize the moments.
- Personal Goals in particular.
- This begins self focused however at the end of the week enlist the team's help.
- Mental Creativity
- Learning. Can understand more complex information.
- Researching
- Structural thinking
- Physical Stamina
- Independence
- Best time to take yourself to a new level of success
- Higher level of concentration
- Best self-development stage
- Can handle bad news best at this time.
- More reasoning with logic for great decision-making.
- Less empathetic due to self-focus.
- Less peripheral
- Good for male roles and jobs of responsibility.
- Less likely to trust others and more likely to trust self.
- Less able to delegate
- Need less sleep
- Best time to do new things- step out of your comfy zone
- Best memory here
- Self belief is heightened
- Break habits

EXPRESSIVE- HEART PHASE - Week 2 - (day 14-20 Ovulation) The Summer:

Estrogen is on the way to its monthly peak. You feel beautiful, sexy and energetic. Feeling that you're on the top of the world, your amazing energy follows outwards, generally towards your projects and relationships. And everyone around you delights in your presence.

- Focus turns from self to others
- SUCCESS continues to build from last week
- Great time to announce dreams and ideas.
- Best time for Lesson planning and Writing
- Encourage, guide, persuade
- Peacemaker
- Feel most grateful and joy, jump in a puddle or walk in the rain
- Our innate nurturing heart comes out and we build on family
- Best time to do any visualizing such as EQUIP interventions on self.
- Good time to reflect on your successes to build your CONFIDENCE
- Charismatic
- You will use the words "I feel...." And "I love...." more often so great time to write.
- A great time to connect
- Influential
- Romantic and Loving
- Heightened emotionally orientated perception- the world can 'feel' good, not just look good.
- Social
- Light hearted
- Teamwork
- Supportive
- Create relationships
- Become more peripheral as the week progresses
- Males can influence you too easily this week so be careful in this area especially in decision making as you are more likely to feel trusting of others.
- Less likely to 'finish' things.
- Become gentler
- Best time to support projects and implement systems rather than create them.
- This is the most FEMININE of our phases.
- Lose yourself in play.

CREATIVE- SUBCONSCIOUS PHASE - Week 3 - (day 21-28 Pre-Menstrual) Autumn:

After Ovulation, estrogen takes a steep nose-dive, but luckily the increasing progesterone catches you from falling all the way to the bottom. You don't feel as excited, energetic and confident as in the hot summer. Doubt and insecurity creep up on you, and you may feel cranky, grouchy or moody. Your energy begins to turn inward now, and you feel the need for some downtime to catch a breath and chill.

- Focus comes back to self only this time 'inner' self
- We can therefore feel more fear, anxious, needy, critical and judgmental
- Emotions tend to be strongest
- Most potent time for many positive reasons.
- Assertive
- Lower self-expectations.
- It's a bad time for self-analysis as you will beat yourself up so remember it's just a cycle and it soon will pass.
- Positively though you are more likely to think outside the box.
- Inspired ideas most likely
- Negative focused action- this is good for De-cluttering (careful, check again in week 1 before totally disposing of it as you may be too overwhelmed and just throw it all out)
- You will strive to create order from chaos so let that frustration work FOR you and not against you and clear out and create order.
- We can have grand ideas but less energy to fulfill them so don't beat yourself up.
- Less energy so do not pressure yourself to perform major feats of physical activity, it will harm your body as you are going against your nature.
- Great for assessing risks and checking fine print and editing.
- Focus outwards, stay away from inner reflection. DON'T THINK.
- Best time to review to get learnings.
- Best time to identify problems.
- You begin to crave an urge to hibernate.
- It's not necessarily caffeine you need but power naps instead
- Sluggish energy
- Low blood sugar moments
- Drama Queen actions.
- Expecting others to know what you want and mean and how to handle you when they can't.
- Firey
- The need to be right and validated
- Overly sensitive

REFLECTIVE SOUL PHASE - Week 4 - (day 1-6 Menstrual) The Winter:

When Estrogen and Progesterone both take a dive in week 4, you're sent on that wild roller coast ride. Angry outbursts, crying spells, depression, irritability, mood swings, fatigue, aches and pains and poor concentration can all hit you and you don't know what to expect – or when to expect it. All you want to do is withdraw and hibernate in your little cave. But people just won't leave you alone. What a tough and stormy winter! But before you lose hope, try and remember that spring is just around the corner. A great time to discover your purpose and truly delve deep and acknowledge and release.

- Core values can be put in place.
- Very deeply reflective, use this to discover your purpose by allowing yourself to hibernate
- Intuitive
- Need more sleep
- Dazed, it's ok to feel hazy at this time, simply 'be' with it
- More accepting and easy to get on with
- Time to slow down and go with the flow
- Reconnect with what's most important to you
- Feel disconnected from the world, its ok
- Ability to forgive and forget
- Natural meditative state
- Physical restoration
- Ego is resting
- Most accepting and in the now and not in the head

IN SUMMARY

Our personal cycle effects your relationships, your work ability and results, creativity, communication, emotions, soundness of mind, ability to make decisions, see things clearly or hazily, big picture or finer details, achieve goals or not, need differing motivations during different phases, lifestyle, care factor about self and others, self perception, perception of others, optimism or pessimism, energy levels, sensitivity, empathy (this is important for us).

BIGGEST LEARNING FOR MORE INNER BALANCE

1. Do the right things at the right time not the wrong thing at the wrong time.
2. Give up on striving for consistency
3. we have a cycle, so expect flow of change not sameness
4. live in alignment not against your nature
5. Use this powerful tool for internal harmony
6. We don't just create children, we create cultures, societies, relationships, missions, purpose and expression

FEMALE STAGES OF LIFE CYCLES OVER TIME

Ovarian hormones decline as you age through your four major hormonal phases. Each has its own set of potential emotional and physical symptoms and solutions. Women don't always transition easily. Some slide effortlessly, while others can find it quite challenging.

Review your monthly tracker to discover your own cycle.

(THIS CAN BE OUT BY 5-20 YEARS IN MY EXPERIENCE, SOME DON'T GET PERIMENOPAUSAL AND TRANSITION EASILY so remember to discover your own)

- 1st is NORMAL HORMONES - steady stage
- 2nd is PMS- crazy cyclic zone (mid to late 30's)
- 3rd is PERIMENOPAUSE- The Irrational Erratic Zone (late 30's to early 50's)
- 4th is MENOPAUSE and POST-MENOPAUSE- The Wave Zone

HORMONES and their EMOTIONAL ELEMENTS

SEROTONIN- is a calming neuro transmitter- its main role is to balance and control the other stimulating neurotransmitters. It works with another neuro transmitter called GABA that is like the bodies tranquiliser and together they fight the anger, aggression and other mood effecting hormones to keep you balanced. These are the opposite of anxiety and nervousness.

PROGESTORONE (and norepinephrine)- Opposite of serotonin and GABA this is needed for action, interest, drive, to excite, motivate and bring clarity rather than relaxed and tranquilised state. Living with strong purpose and values can activate.

High levels can cause fear, detachment, panic attacks, fear etc. and even psychosis, ADD gastro intestinal function, mood swings etc.

Low levels can cause low energy, depression, suicidal thoughts, difficulty focusing etc. This causes us to self medicate with smoking, drugs, alcohol, gambling or food.

Good Levels create positive states such as being in love, exercising, sex, listening to music. Stimulates brain, muscles, function. Protein and sexual arousal increases levels.

ESTROGEN- builds our curves, oversees our femininity and reproductive organs. Estrogen makes serotonin and helps its efficiency. We need them all and in the right proportions.

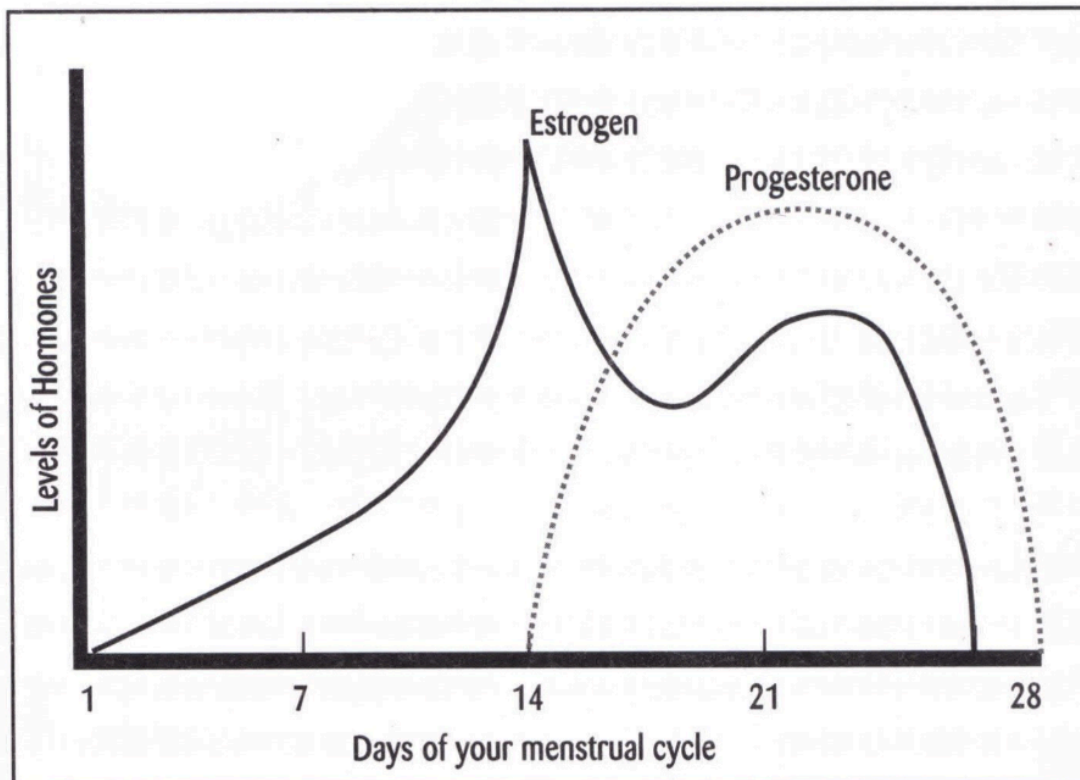
FYI- 41% of women admitted to mental institutions were 1 day before or in 1st day of period.

“When we grant ourselves the freedom to be who we are, regardless of phase, we generate feelings of self-acceptance, validation and self-confidence.” Miranda Gray

STEADY STAGE-

Fluctuations are noticeable that there is a cycle but it's not enough to disrupt your life too much although you could speak your mind a little too eagerly and regret it later. Not enough to assign the label of PMS.

- Estrogen is normal meaning it spikes mid-cycle instructing ovaries to ovulate.
- When egg emerges, an entire factory begins work producing progesterone, right from the source of the ovaries.
- Progesterone spikes highest around day 21-24 (the best days to check your levels)
- Progesterone drops to lowest level just before menstruation if not pregnant.
- All the while progesterone was increasing in levels estrogen was receding to lowest level mid menstruation.
- if experiencing uncomfortable emotions such as anxiety or depression throughout month it is not likely PMS but likely to be neurological/epigenetics/conditioning/triggers etc. (CREATRIX™ may be needed and should get great results)

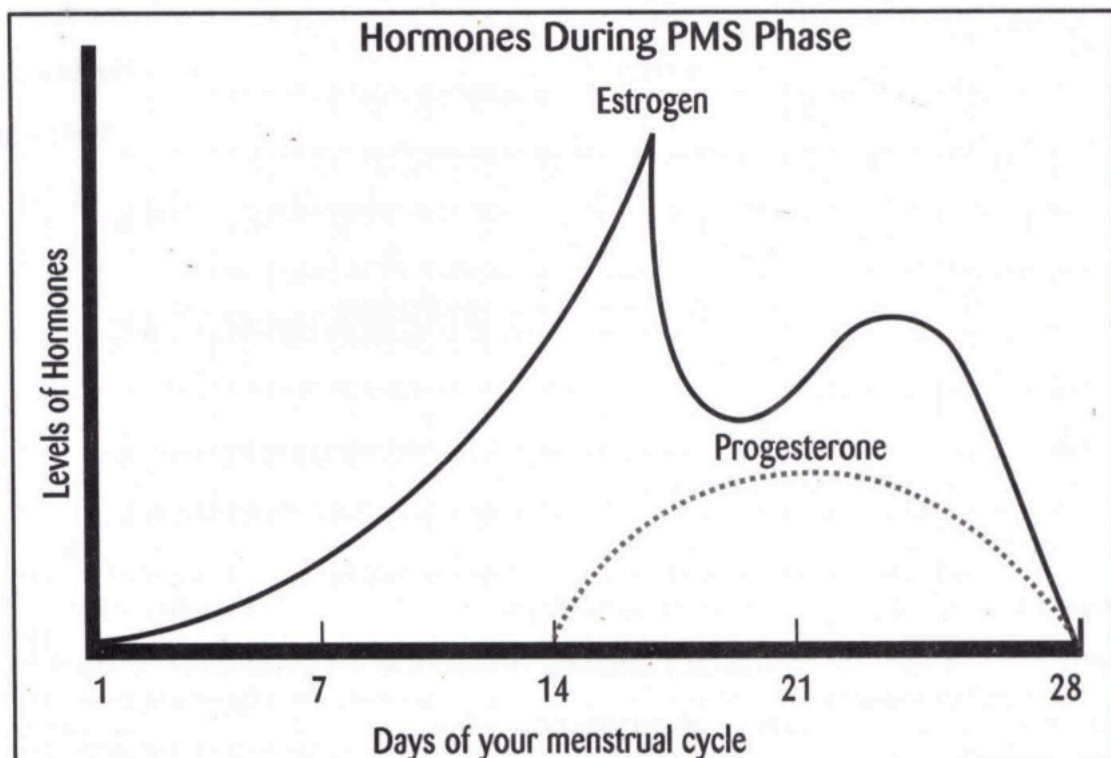


CRAZY CYCLIC ZONE-

Week 3 in your cycle can be becoming really crazy and for some it's always been like this,, affecting you dramatically. You can be overcome with emotion BUT it subsides with menses. (if it is really gets bad get checked for endometriosis)

- With age the first hormone production to naturally decline is progesterone.
- Can feel like a switch turns on in the 3rd week, from calm to irritated and the switch turns off just as quickly when the periods arrive..
- Decline of neuro transmitters receptors (wonder why though???????) (called GABA) and/or Serotonin (so called happy hormone is really the calming balanced hormone) is thought to be a major reason for PMS. The reason is these levels are lower in blood and urine of these women in the 3rd week compared to when they were in stable zone. They actually LACK THE CALMING CHEMICAL (ummmm ladies, what do you think about this???)
- Mothers get really agitated 7 to 10 days before period is due and find it harder to manage the role of motherhood and feels out of control and balance. They likely yell a lot and feel like they are going crazy. They are less tolerant. Then when it's all over they go back to being loving and caring and patient.

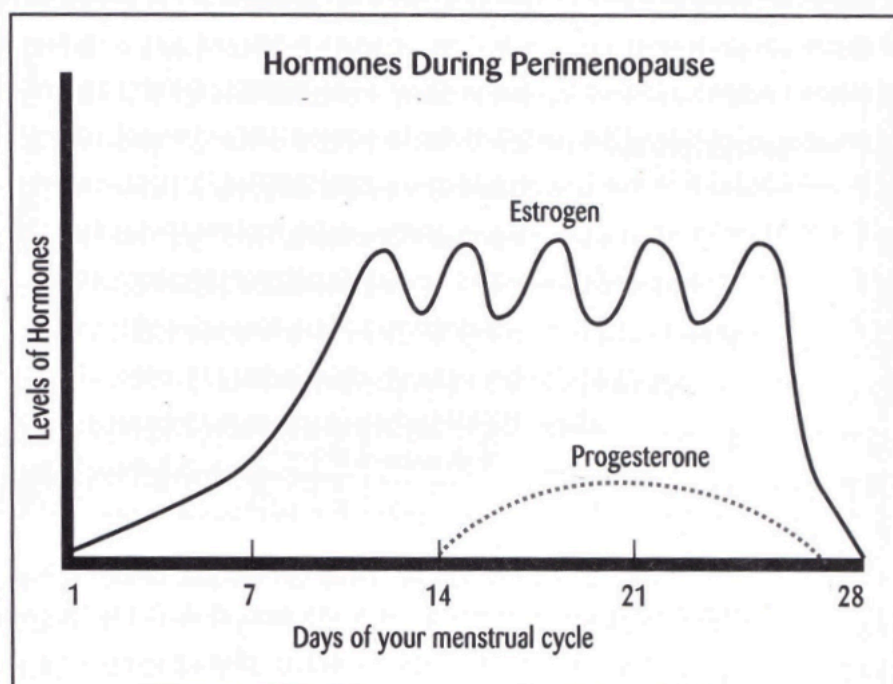
In some cases they may need medication as well but by the time they come to you, they've usually ended up already on medication so if so, leave them on it.



THE IRRATIONAL ERRATIC ZONE –

Week 3 ends up week 3 and stays for up to 2 weeks sometimes 3. There are rather high peaks and high troughs and menses can be erratic also and the entire month seems to have a mind of it's own. Toughest time as emotions can hang around longer. Being Peri-menopausal....

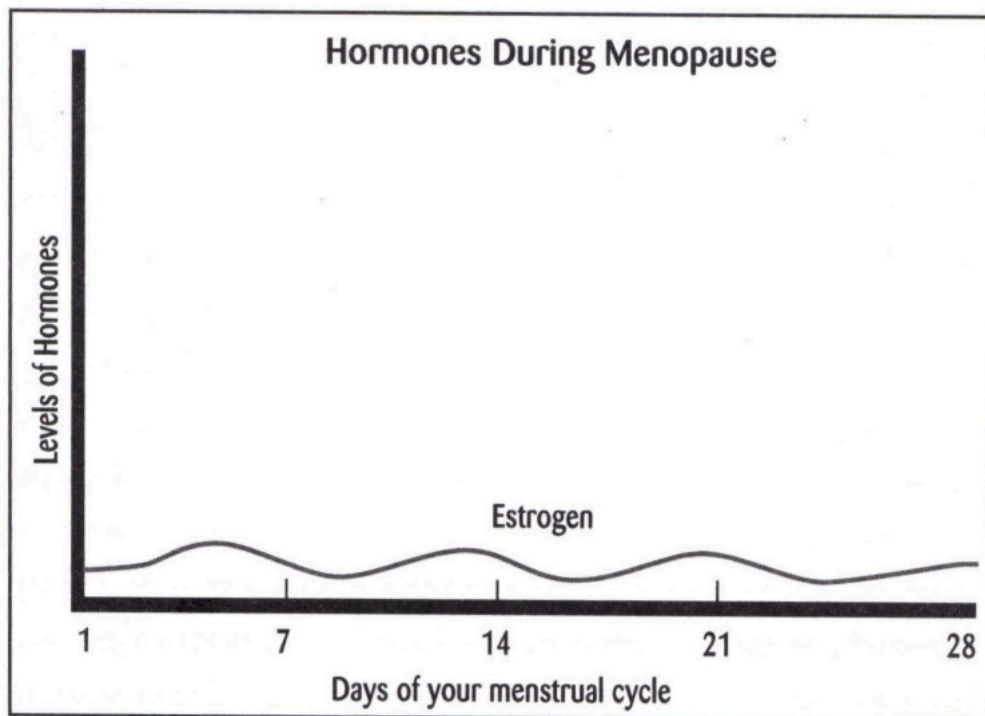
- Close after week 2 begins Irritability, Rage, Overwhelm, Revved Up, Depressed, Mood Swings, Anxiety, Reduced Self Esteem, hot flashes....
- Then turns to:
- The PMS week is more Fatigue, Sadness, Cry Easily, Insomnia
 - Periods are regular but fall short of 28 days
 - Hormones are unstable like a shower head beginning to clog some of it's spout holes with age it works in fits and spurts.
 - Estrogen begins erratic behaviour to compensate for the progesterone's decline causing headaches, sweats and emotional symptoms, then when estrogen drops so does serotonin.
 - Statements you might hear are "I feel out of control", "I don't know who I am anymore", "I'm really going insane".
 - The biggest frustration is some women can feel like this lasts forever because it can be a long stage for some women (remember some do not even notice this stage)
 - It's progesterone's fault, its at an all time low.
 - Inconsistent behavior.
 - Doctors often recommend birth control pills to control the hormones etc and anti-depressants for the emotions.



THE WAVE ZONE – Average age is 52.

No menses or erratic emotions however it's like the 4 seasons of weather are now one wave that is yet still at least a wave. You are not exactly flat lining, ever. You are female and the mind and body needs amounts of your female hormones however the tap is trickling, no longer being turned on and off.

- Estrogen and Progesterone are no longer being produced for ovulation so periods cease.
- Before they cease they become less regular and spaced out in frequency.
- No estrogen is too low can make you feel not alive. Oprah Winfrey calls the day they gave her bio-identical estrogen the veil lifted and the sky came out. She got the skip back in her step.
- If estrogen too low can not sleep, energy becomes lifeless.
- Often she feels like leaving her husband if estrogen is too low.
- Panic and a lack of joy can mean a need for estrogen.



PHASES



- DYNAMIC- Action
- EXPRESSIVE- Heart
- CREATIVE- SC
- REFLECTIVE- Soul

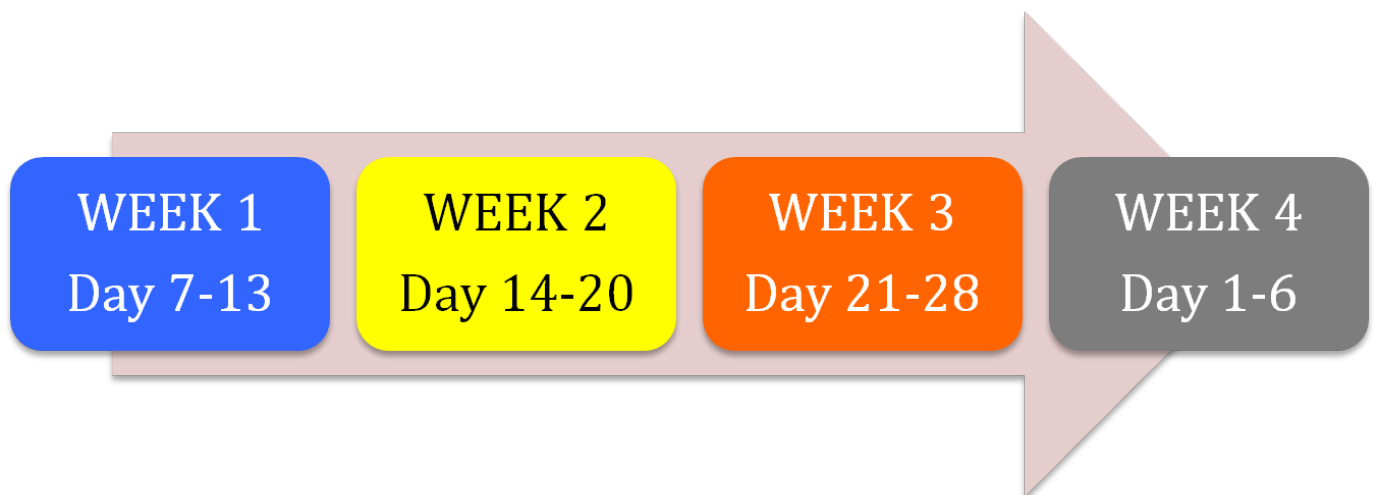
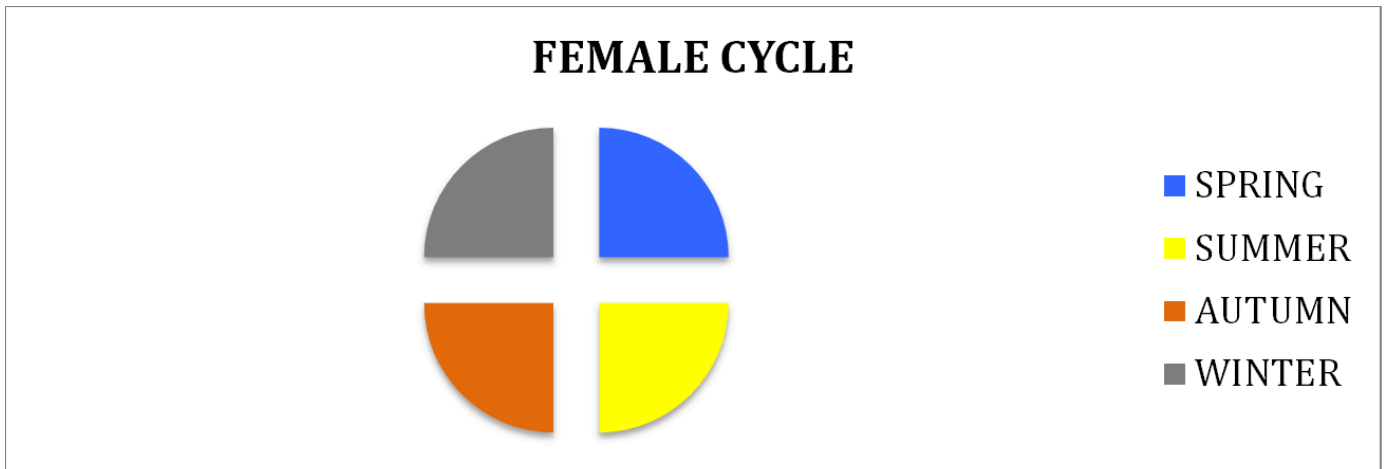
Best references;;;

The OPTIMISED woman by Miranda Gray

Female Brain Gone Insane by Mia Lundin

SIMPLE CHART

Flow With Your Cycle Through Life And Business And Create Your Natural Balance For Harmony



Session Guide

Session 1: Summary

This session consists of the following:

1. Get 'Commitment Form' and 'Client Disclaimer and Payment Contract' Signed.
2. Build rapport
3. Ask Questions and take notes watching for emotions, decisions and identity labels. This identifies what you have to change.
4. Do the first half of theory
5. Do the first 2 or 3 interventions
6. Rate problem
7. Assign tasks
8. Rebook
9. Ensure accountability
10. Diarise
11. Notes on their file in prep for next time
12. Set alarms in your phone x 4. These alarms are in Post Session section.

Session 2: Summary

(A breakthrough package can be held over 3 sessions instead of 2)

This session is held approx 1 week days after Session One.

This session consists of the following:

1. Have them report back on task results ahead of time.
2. Discuss what they did do and didn't do since.
3. Ask them how they are going since last session.
(They may mention issues that were not what they came to you for as they may have forgotten now the sense of urgency has resided. You may need to remind them exactly)
4. Proceed with the rest of the interventions and the 2nd half of the theory section you didn't cover last time.
5. Get them to rate their overall presenting problem again *(they will likely be starting to talk about other problems so remind them you are working on the original only)*
6. Do interventions as needed
7. Get them to rate again
8. Show them your first notes on arrival of first session and remind them of what they said and felt in their own words.
9. Have them do their own action plan
10. Set accountability contact for the action to occur. Remind them, no action no long term change can occur...
11. Give any final learning's you want to give them in handouts.
12. Make final time for follow up call from you...
13. Explain promotion offer for referrals.
14. If appropriate ask for a quick video testimonial *(get signed permission to use in public)*

Post Each Session

Diarise the next session

This leads them once again back to commitment, to themselves to use the teachings into the future as needed.

They must be invested and committed in the results that they want to achieve.

Session One Tasking

Make it the one thing they most need to do but have not done previously which was the answer to Question 16 from Questioning.

Accountability

1. Set the time for them to get back to you BEFORE your next session. Be firm with insisting that if they don't the next appointment cannot happen.
2. Tell them you believe in them and know they will achieve their goals and you are well on your way.
3. Tell them you will be setting an alarm to check on their task email to confirm its completion.
4. Do they have any questions?

Prepping Before And Between Sessions

1. Before you can move on to the next session, you must first know what happened in the first session. So re-read all the notes that you recorded (audio, video and written) so you are fully aware of the issues that could arise for the client in the second session.
2. Write notes for yourself for when you draw out their files before the next appointment.

Put 4 alarms into your diary

1. For date to check email from them
2. Remind them of the time approx. 2 days before.
3. For the morning of the appointment, send another reminder
4. Set yourself an alarm to be there just in case.

Logistics for Final Session Closing

1. Video and written testimonials (getting permission in writing to use)
2. Get referrals of any one they know and reward them with future sessions for free for xyz number of referrals.
3. Invite them to attend as a VIP to your next event

Ask For Testimonial

Below are the questions that we use. When you remove the questions, the format that is left is the perfect testimonial.

1. Were you at all hesitant or unsure about booking into and doing these empowerment intervention sessions with me? If so, why? (i.e. time, money, family, limiting beliefs, previous disappointments)
2. What made you ultimately decide to do these sessions with me?
3. What were the main reasons you came to do these sessions? (Please only write what you feel comfortable with other people knowing)
4. How have my services helped you?
5. Who would you recommend my services to? And why?
6. How do you think that the processes could transform the lives of other women?

Follow Up

A phone call would be nice to show you care. At the very least send a regular email for 2 weeks to say you are behind them and believe in them every step of the way and remind them of anything you want to, especially Red Flag Re-Writing.

Bonus: Success Tips & **Booking Ideas**

It's time for you to make money

(note from Maz)

I personally HATE HATE HATE asking strangers for bookings, I never did it in my other careers or ever and I am not going to start now other except at tradeshows etc. Below is a list of some of the best places that I got bookings.

1. Tradeshows/Talks at events/Speaker Engagements etc... Get names to come to a two hour presentation. Alternatively get contact details such as email addresses to send a quick little inspirational quote or mini blog weekly at least monthly
2. Get a website so you can capture email addresses to form a database etc in exchange for a free something that you have created. Then regularly feed them content; marketing in one out of four emails. Statistics say it takes about five bits of information before they consider you a serious investment. This could be sharing your insight, enthusiasm, results and just inspiration. Be careful not to give too much away or they will think they don't need you.
3. Referrals - word of mouth from someone who THEY trust is your best marketing tool
4. Verbal and Written Testimonials sell your services for you. Get from some from each other here plus every time you work with a client ask for one
5. Share the stories on Facebook of your clients/successes without names
6. Share great motivating stuff with new likers and they will start to consider you an expert.
7. Release limited offers
8. Offer reduced rates in exchange for video or audio testimonial with photo.

Can you think of any other ways?

Time to step into Success

4 Principles for Success

1. Know your outcome

2. Take action

3. Be Self accountable to your thoughts and actions. (Red Flag Word them if needed and pep talk yourself as needed).

4. Notice your body language and ensure you're not looking 'down' or slumping as moods can follow body language as much as body language can follow mood. How:

10 Beliefs to Adopt for Success

1. Respect for other people's model of the world.
2. All actions and goals are 'ecological'
3. People are NOT their behaviours (don't label as this decreases choice)
4. There is no such thing as failure, only feedback.
5. The meaning of communication is the response you get.
6. ALL behaviour of others is with a positive intent.
7. *I have all the resources I need within me to succeed, I can always change my state & behaviour to one of a winner.*
8. Whenever you get too bogged down in work, ask yourself, *what is the intention of all of this?* Then serve the purpose with your bigger picture in mind. More success happens when you stay focused on your higher intent.
9. Whenever you get overwhelmed, ask yourself and write down, what 'specifically' is my problem/problem's. Make a detailed list and check them off.
10. If your thinking is serving you, keeping you on track and happy then great, if not, STOP IT!!!

Video Resource;

Stop it

Comedy Central Bob Newhart Skit

<http://www.youtube.com/watch?v=MDpyS2HN5SA>

Print this page for clients as well as one for yourself

Potential Client List

There is a more official looking form in your Course Resources. Please photocopy that page as many times as you need until you have a FULL list of everyone you could approach.

Name _____
Phone _____
Why they might want it / benefit _____

Name _____
Phone _____
Why they might want it / benefit _____

Name _____
Phone _____
Why they might want it / benefit _____

Name _____
Phone _____
Why they might want it / benefit _____

Name _____
Phone _____
Why they might want it / benefit _____

Name _____
Phone _____
Why they might want it / benefit _____

Referrals are your best Lead Sources

Have referral sheets or free 'next event' tickets to give to your clients with enough room for at least five referrals or to encourage they meet a target number for a reward.

Simply say *“if you found this process interesting and life changing, then those you know might too. For each client you will get _____”*

Also let them know you have more advanced Resets available with CREATRIX® if permanent one time wisdom gaining is what they want OR you can send them to Maz's LeadHERSelf to Success Limitlessness program if they want to be in this industry too.

How to introduce yourself in 30 seconds

Exercise: Complete your Introduction

What I do is (eg, *help people breakthrough inner blockages to they can achieve more and be happier....*) _____

I myself (found that by learning how to use my own mind properly, I was able to control myself on purpose and not let life get in the way. In fact, I....) _____

I discovered (that I got so much from my own self-development that I got myself qualified to help others) _____

How I do that is (by conducting just 2-3 1:1 sessions, I get amazing results) _____

Anyone who has it feels (in control, more able to live their dreams and be happier & less stressful) _____

Is that something you would be interested in?

Resources

Appendix 1:

Sample Values Handout

Why do we do what we do?

This exercise shows you what could be blocking, sabotaging and limiting you from letting go of your past and creating a successful future. It's designed to demonstrate your motivation and what is currently creating/attracting positive or negative results/experiences in your life. A very simple self-development exercise that has the power to begin your journey to breaking the negative cycles that hold you back at the deepest level possible.

Part 1: *What is truly important to you?* (White these on a notepad first)

Ask 3 times till they empty out between each.

Part2: Rank them in importance. You can only have one, That's at the top. You can only have one more, that ranksnumber 2, keep following this process.

RANK	VALUES

Part 2: *WHY is it SO important to you?*

Ask this regarding all ranked values, Move each value down to list in column 2 below each. THEN rate any negative feelings that come up.

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
1			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
2			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
3			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
4			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
5			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

RANK	HIGHEST VALUE	Negative Emotion Defined	Rating Negat 'Association'
6			%
		Anger/Resentment/Hate	/10
		Fear/Anxiety	/10
		Sadness	/10
		Hurt	/10
		Guilt	/10

Appendix 2:

SAMPLE Client Disclaimer and Payment Contract Template (We do not offer tax, legal or accounting advice and recommend you seek your own professional advice in regards to contracts and T's and C's in your own business)

All lines must be filled in below and when complete email to _____
. {Write here how you want the form returned to you here}

NO MEDICARE BILLING OR REIMBURSEMENT IS POSSIBLE.

Name of Client:

Street Address:

Landline Phone: (____) _____ Mobile: _____

Best Times to Call: AM PM AFTER HRS

PAYMENT METHODS:

{Write you preferred payment methods here}

Consent to Empowerment Intervention Sessions with {Insert your business name here}

I agree that I have read and fully understand that this form sets out the terms and conditions for a coaching relationship between myself and {Insert your business name here} (Insert your personal name here) (Facilitator).

Empowerment Intervention Facilitator and Client hereby agree:

Client Name _____ agrees: If I am currently under treatment of a medical professional, I will continue to work directly and regularly with my primary care doctor, who will manage my ongoing medical care and I will advise the facilitator in advance to check if both are possible without affecting the outcome of either.

It is clearly understood that my Facilitator is not a licensed doctor, psychologist, psychiatrist, Masters in family therapy or social work of any publicly endorsed therapies or processes and that this is clearly an alternative I am willing to experience.

I understand that {Insert your business name here} services do not replace individual medical care in any way and uses strategies that I myself can continue for myself and that she's guiding me to understand simple ways to improve my own life and mindset, whilst it's up to me to participate fully and choose to take the advice or use it going forward when the sessions end. The facilitators work with me constitutes a personal development opportunity - not the diagnosis and treatment of any illness.

No doctor-patient relationship is established by such e-mails or telephone contacts.

Facilitator agrees to only provide services for which they have been trained in. If the Facilitator believes that their services cannot help to get a fair and positive outcome as specified, they reserve the right to refuse service and agree to refer you to a licensed professional or qualified person that they believe can assist you further.

Facilitator agrees to create a personalized Empowerment Intervention plan relevant to your personal situation and anticipated outcomes. Facilitator also agrees to spend time preparing for your session prior to appointment times. Client agrees to participate fully in the Empowerment Intervention plan and fully understands that deviating from the plan or me not participating according to the commitment made, it may affect/prove detrimental to the end outcome or cease all future sessions.

Client clearly understands that the results of any personal development will depend solely on their ability to put the taught processes into action. The processes are solely the responsibility of the client as it is clearly understand that no-one can do the work for them. Client understands that if tasks are not done, the outcome may not be predicted and the lack of completion are a pre-requisite for following sessions to occur.

Client agrees to fully disclose any problems that they are having that are relevant to the Empowerment Intervention plan with the Facilitator. Client understands that by not disclosing issues that arises it could impede the successful achievement of their outcomes and goals. Facilitator agrees to resolve issues arising to the best of their training and with the highest effort, integrity and respect possible.

Client clearly understands that all Empowerment Intervention plans, written and intellectual property are copyrighted to the original creator. They must not be produced, copied, distributed/given to anyone for profit or as a gift in any form without the express permission of the creator. Any disclosed breach of copyright laws will be dealt with in accordance with the applicable copyright regulations both in Australia and internationally. Any use of these materials must carry written permission from the applicable creator or authorized spokesperson (Un-Institute of Women™ International or {please insert your business name here}).

Client understands that {please insert your business name here} is not available for calls outside my appointment time except during scheduled follow-up calls to be made only during the notified operating hours or as specified by the Facilitator...

I understand that Facilitator and client will meet at an agreed time MONTHLY/WEEKLY/WORKSHOP (please circle appropriate) for a period of _____ {write length of time or number of sessions}, either in person, via internet medium (i.e. zoom) or phone. It is further agreed that the setout fee for the outcome includes 2 sessions at the agreed total price of \$ _____. If deemed needed and client has been doing all expected another session can be included with no cost if it's needed to complete the plan.

It is clearly understood that all payments are to be made via _____ in advance with a deposit of \$ _____ to be paid prior to any materials or communication being sent. As per current fair trading legislation, you have the choice to cancel this contract within {insert your chosen cooling off period} if you decided to sign a contract for this service within 3 days of first hearing about it. However, should you choose to do this it is clearly understood that you will incur a fee of \$ _____ {Write how much you want to charge as a cancellation fee here} which is only to cover administration costs as a cancellation fee.

I understand that if I miss my scheduled appointment or fail to attend a session for any reason without due notice, or have to cancel with less than {Write your chosen timeframe in here} notice, even if it voids the continuation of services within the agreement I have to pay the full amount as agreed. It is further

understood that should I need to later change my appointment time, I will have one opportunity only to reschedule without a fee, as long as I have called to reschedule more than {Write your chosen timeframe in here} to allow time for another person to book the time slot. Exceptions to this are at the personal discretion of the Facilitator and entities of {please insert your business name here}.

This contract work starts on _____ (day and date) of _____ (month), 20____ as long as it's paid for by that date or else this contract is cancelled and no previous obligation will be met without a new pre-assessment appointment and subsequent tasking success.

I agree that I am signing this commitment, accountability and waiver contract of my own free will and fully understand all terms and conditions, and have had time to consider that this decision, contract and terms are of my own choice.

I also agree that I am willing to participate as per instructions to get the most out of my sessions as well as I am bound to pay for all services as stated above, and will do so by the agreed time.

Client Name: _____

Client Signature: _____

Date Signed: ____ / ____ / ____

FacilitatorName: _____

of (Business Name): _____

Facilitator Signature: _____

Date Signed: ____ / ____ / ____

Appendix 3:

Sample Commitment Form for Client to Sign

Initial _____ that you agree you are 100% committed to doing all instructed and to making the changes needed to support your results and not 99% or less.

I can't predict or write your future, I simply put you on the path that prepares you that will bring you back towards feeling whole and complete so that you can set about creating the most fulfillment life for yourself.

You must trust the process. By signing below you agree that you are willing to participate completely by doing every in session and between sessions exercises and tasks fully without resisting or complaint.

Your name: _____

Before Signature: _____

Date: _____

***Until you commit, nothing happens,
but when you do commit,
the entire universe rallies to your aid.***

- Daniel Acuff -

Appendix 4:

Red Flag Word Project for clients

RED FLAG WORD PROJECT

Exercise: Let's have a look quickly at some common words that you may use that could be creating the life opposite of what you do want.

1. Look at your written life story. (Later can do daily on waking before getting up to rewrite an hour later)
- 6) Circle any of these words that you have written
- 7) Re-write the opposite of each word where each of these words replacing each circled word and it will read without the same emotional 'charge'.

Basically you want to replace 'sabotaging' red flag words with their opposite for example:

SABOTAGE WORD (red flags)	REPLACE WITH
shouldn't	Should
should	Will (or want to)
can't	can
but	and
don't	do
need	want
can't	can
won't	will
Greater	Less
hate	love
dislike	like
always	never or rarely
never	often or always
sometimes	often or never (whichever causes the least resistant feeling)
never (always or sometimes)	always (never or sometimes)
lazy	energetic
unworthy	worthy
don't deserve	deserve
Don't let	Had better
wouldn't	would
am not	Able to
better not	prefer
impossible	possible
It's not time	It's time
Don't have to	Do have to
Doesn't allow	allow

(Change words that signify or imply impossibility, Improbability & Negative Necessity).

Appendix 5:

Price of Worry and Stress (Handout)

WORRY is CYCLIC REPETITIVE THINKING. Worrying is a common misuse of the mind and does not help the situation. Ever heard the saying "I am worried sick"? Who actually wants to be sick? It's the opposite of your original magnificent design.

Worry causes fear, sadness, and anxiety which in turn creates physical symptoms such as depression, panic attacks, and much more. In fact you don't have a mind and a body, they are one!

We can literally "drive ourselves crazy". Worry creates moodiness and is destructive. It is a thought process that is the opposite of "BEING HERE NOW" as it's only based on past and future..

You now can CARE about the real things, the IMPORTANT things and be in the present where attraction is generated. You can be more LIGHT-HEARTED.

Worry causes Stress

- Stress (heart racing, tension headaches etc) is a physical response that release real substance into your all your 11 biological systems,
- nervous system,
- endocrine system,
- digestive system,
- respiratory system,
- immune system,
- lymphatic system,
- reproductive system,
- skeletal system,
- muscular system,
- circulatory system and
- urinary system!

It's debatably behind many diseases. You need to make time now to take measures to correct it before it is too late. It's only of use in times of survival and danger.

Chemicals and hormones released such as Cortisol (there are about another 1,200 poisonous toxins that are released in emergencies) halt immunity, digestion and all organ functions held in your torso. When the body depletes too much or is placed in high stress regularly, you bathe your brain in toxic chemical juices which creates a vicious cycle and you not only lose resilience but risk your health as well. Your good hormones get used trying to water down the toxic ones.

YES thoughts control your body! Bio Feedback Therapist testing proves imagination of a fear shows dramatic increase in temperature, hyperventilates, etc.

If you feel your stress levels rising to high, revert back to some of the simple processes that you have learned such as Stress Diffuser.

Appendix 6:

Potential Client List

Sample script:

Hello Julie, This is Maz, how have you been? (Talk all about her for awhile, you will know what to listen for) (Demonstrate that you care by remembering past conversations about her needs)

I'm spreading the word that I've just about to qualified as an Empowerment Intervention Consultant with the Un-Institute of Women™, which basically means I help people make changes to their lives and let go of their crap so they can move forward and really improve their life. It's based on science and works in record time. It's just 2 sessions like one on one lesson's with a few exercises using your mind that work like a miracle. We give you an overhaul so you get to feel in control of your life. It makes a shift at a psychological level. If you could change anything in your life what would you change? (Let them speak and answer what you could do for them) What do you think (name)? It is really easy, fun and it's really amazing! I TEACH you the same skills I use to help you, so you can have the skills for life to empower yourself in the future. It's usually over a thousand dollars for such treatment but I want testimonials and to practice, even if we have to do an extra one or two sessions, it is only \$700 and you can pay it off. That's cheap for this I promise... It's really amazing and you will be able to teach this to your kids and help them when they get stuck (blah blah blah). (Have your diary ready and telling them you are booking 10 would they like to be one of those 10?) You have nothing to lose and everything to gain (Continue to explain if you need to). This allows you 6 whole weeks to start paying for it so really it's not a lot for what you get...Are you up for spoiling yourself then..

Name	Phone Number	Email	Reason for calling	How do you know them?	How often/how do you keep in contact i.e. email, phone, Facebook	What do you think their life is like? i.e. happy, struggling with money / relationship etc

Appendix 7:

How to get WRITTEN testimonials

Do a follow up survey.

After you get this following survey back with answers in between, if it was positive, then ask her that because it's so wonderful, is it ok to use as a testimonial if you send it back for approval first. Then you just remove the questions and anything else you DON'T want then leave what's there. Its' her words and it's all done easily by simply doing a follow up survey. AFTER she agrees, ask for a photo and her written sign of approval to use in marketing.

Here is an example I used:

Hi Michelle, I LOVE that you are feeling taller. That is why I do what I do. Thanks for agreeing to take part in my follow up satisfaction questionnaire.

Here are 4 questions I would love you to answer and THANK YOU FOR TAKING THE TIME TO DO THIS, I really appreciate it.

- 1. Were you at all hesitant or unsure about using my services, and if so, why? (What were the things that were holding you back? Was it time, commitment, limiting beliefs, funds, disappointments from past experiences, was it because it was so new and different from anything you'd heard before)*
- 2. What made you ultimately decide to use my services that you'd want to say to someone who couldn't decide if it was worth it?*
- 3. What specific positive changes have you experienced during and since?*
- 4. Who would you recommend my services to? And why?*

OFFER HER YOUR REFERRAL PROGRAM.

Appendix 8: Sample D.I.S.Q Worksheet

BEHAVIOURAL STYLES: (Not personality)

Recent research concerning the specific ways that people naturally sense, conceptualize and respond to situations has led to the discovery of four basic behavioural styles. This survey will show you which ones are yours.

INSTRUCTIONS FOR RESPONDING

In the space provided below, identify those behaviours which you CURRENTLY exhibit most. Working left to right across the page assign "4" points for the MOST characteristic behaviours, "3" to next closest behaviour, then "2" for the second least and finally "1" to the LEAST currently relative.

	Directing		Influencing		Steady		Cautious
	Self-Certain		Optimistic		Deliberate		Restrained
	Adventurous		Enthusiastic		Predictable		Logical
	Decisive		Open		Patient		Analytical
	Daring		Impulsive		Stabilizing		Precise
	Restless		Emotional		Protective		Doubting
	Competitive		Persuading		Accommodating		Curious
	Assertive		Talkative		Modest		Tactful
	Experimenting		Charming		Easy-Going		Consistent
	Forceful		Sensitive		Sincere		Perfectionist
	TOTAL		TOTAL		TOTAL		TOTAL

INSTRUCTIONS FOR COUNTING

1. Total the number in each of the four columns.
2. Place the number for each column at the bottom of each column

Once each column is identified, write here what your most dominant behavioural style is at present:

DOMINANT STYLE: _____ SECONDARY STYLE: _____

HOMEWORK TASK: NOW TRY TO ASCERTAIN THE STYLES OF THE PEOPLE AROUND YOU Husband/partner, Family, Friends, Work Colleagues, Clients etc for more acceptance and understanding as well as understanding their 'language' and perspectives..

Can you see how knowing the type of people that you are dealing with either personally or professionally might help you achieve a more positive outcome if you knew this information? Imagine knowing how to influence or sell to each style, this could revolutionize your business and personal interactions to create powerful long lasting relationships if you keep this top of mi

APPENDIX 9: Sample DISQ TEACHING

The Dominant Type (D)

This style of person is into immediate results. They want to make things happen, make quick decisions and love challenges. Their goals are short term and bottom line oriented. They take authority rather than waiting for it to be given. They need an environment in which they have authority, prestige and power and the opportunity to create and accomplish on an individual basis. They are always challenging the status quo, full of ideas and soon bored with routine. Their catch phrase is "What have you done today?" or "Don't just sit there, do something". If someone says "You can't do that" their answer will be "Oh no? Stand back and watch!"

They are highly competitive, they really like to win. They may get angry quickly but get over it fast and do not hold grudges. This person is motivated by a need for recognition of their accomplishments.

The emotion most closely associated with this style is anger. We refer to this type of person as a "D" type. "D" stands for Dominance. 10% of the population display the dominance behavioural tendency.

Words associated with this style are: **Demanding, Egocentric, Ambitious, Determined, Determined, Pioneering, Decisive, Strong willed, Forceful, Driving, Aggressive, Competitive, Inquisitive**

The Influencer Type (I)

This type loves contacting and interacting with people. They want to make a favourable impression, like to be liked. They are great at generating enthusiasm and entertaining people. They will be the life of the party and will generally draw attention to themselves by the clothes they wear and their voices. They desire social recognition and freedom of expression.

This style wants to be convincing and impressive. They are poised, gregarious and very comfortable in one-on-one situations. This type is often referred to as a *natural* salesperson. People are naturally drawn to this style because they are warm and make a good first impression.

They are also optimistic, sometimes too much for some people. They are also often very emotional people who wear their hearts on their sleeves. Because of their outgoing nature they will attract a wide range of acquaintances but tend to have only a few close friends. "I's" pay little attention to detail, are often spontaneous and can also be seen as sarcastic and superficial when under stress. This type is motivated by a need for social recognition. This type is referred to as an "I" or an Influencer. 10% of the population of the western world are "I's".

Words associated with this style are: **Magnetic, Enthusiastic, Demonstrative, Persuasive, Warm, Friendly, Convincing, Optimistic, Polished, Poised, Trusting, Sociable**

The Steady Type (S)

This type prefers a predictable environment, one where change is not too rapid. They usually prefer to stay in one place and have a very highly developed sense of loyalty and commitment.

This style likes things to be stable and secure and will work for the same boss for years. They are great information gatherers. These are likely to be the last people on the block to own a DVD player. They will gather all the technical data together first and talk to their friends before they buy.

Society validates them. While the "D" or the "I" will go ahead and make an impulsive purchase decision, the "S" will deliberate and pretty soon the manufacturers will come out with the new model, more features than the old one and half the price. "I told you so!" says the "S", to the "D" and the "I". When it comes to decision-making the "S" likes to confer with others and is far more deliberate. Their real strength lies in their willingness to listen and ability to calm excited people. These people make great counselors.

This style is called "S", for **Steadiness** and they are committed to avoiding conflict at all costs. 65 to 70% of the population are "S's". That's why there is still a world for us to live in. This person is motivated by a need for security and stability. They will always be part of a group. Words associated with this style are: **Stable, Passive, Demonstrative, Patient, Deliberate, Consistent, Optimistic**

The Compliant Type (Q)

Finally there is the person who is really into details. The person who knows "there is a right way to do things" and wonders why others don't do it that way. They are sticklers for rules and regulations and are committed to structure, procedure, systems and policy.

A critical thinker who likes to know how things work, they follow a slower, more deliberate way of doing things. This style is often the perfectionist who may end up with paralysis by analysis.

Their goals are long term and autonomous. They don't care much for working in a team because they know that they will have to clean up the mess made by the "D's", "I's" and "S's".

They will not commit themselves quickly but will act when the advantage is obvious and the risk is low.

The emotion most closely associated with this style is fear. They fear getting things wrong and as a result often are perfectionists. They also may just love getting things right.

"Q" stands for Quantitative or Quality Control. "Q's" make up 10-15% of the western world's population.

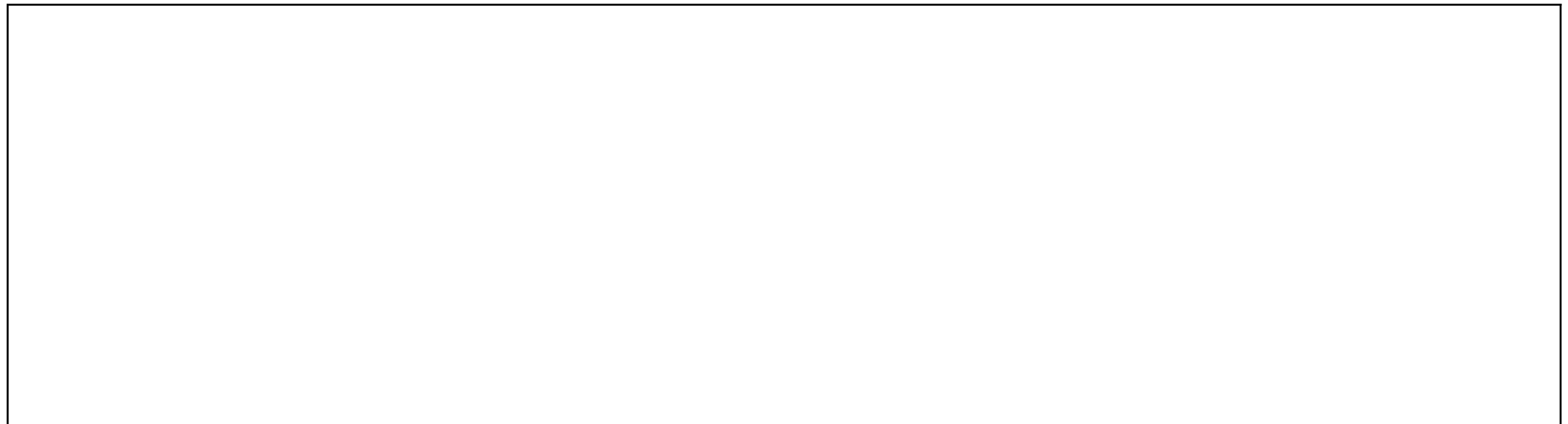
Words associated with this style are: **Careful, Worrisome, Exacting, Neat, Diplomatic, Tactful, Dependent, Cautious**

DISQ TEACHING PAGES

	D (10%)	I (10%)	S (65%)	Q (15%)
TRAITS	Determined Direct Dominant Action Orientated/Do now Delegators Want to run the show Fearless Persistent High Expectations Hard to change Fight for and Protect you Stubborn Autonomous/alone work Do it their way Busy hard worker Hate wasting time Arrives early or on time Fast Paced Arrives on time or late (due to busy)	Influencer/Influential Social/People Person Entertaining Hates Details Knows the Gossip Overly trusting Massive Contacts Networking Queen Great Promoter Changes constantly Talks A LOT What is time? Friendly Positive Outgoing Inspiring Arrives fashionably late Fast Paced Arrives late but unaware (due to having no sense of time)	Security orientated Servant/Submissive Stable Steady Specialist Supportive Loyal Asks - not tells Friendly Team Player Slow to change Slow Paced Modest/Shy Consistent Great Listeners Status Quo Sentimental Arrives Early Arrives early	Quality Control Auditor Cautious Suspicious Calculating Critical Analytical Competent Careful Detailed Limited Risks Correctness Slow to change Non Flexible Perfectionist Private Trivia Experts Reserved Concerned Arrives spot on time
WHEN ASKED ABOUT THEM THEY SAY	Achievements/career/job/goals	Won't stop talking about everything and anything	Family/ Roles in Community	Why do you want to know?
'WHAT DID YOU DO ON THE WEEKEND?'	Worked right through it.	Socialised	Spent time with family	Did my budget for the next 12 months

	D (10%)	I (10%)	S (65%)	Q (15%)
STRENGTHS	Great to have on your side Overcome obstacles Fearless Success driven Gets results Is a doer	Team Player Networking Social Butterfly Put her on reception Friendliness Playful-takes stress out of environment	Supportive Loyalty Consistency Intellectual Patience Courteous	Competent Gets stuff done Accurate Planner Quality controlling Thinks of things others forget or don't consider
MOTIVATED BY	Challenge Control What's in it for ME Goals Big picture	Recognition Approval Social inclusion Experiences Time off	Security Stability Support Procedure Humble Appreciation	Quality Correctness Being Appreciated Structure/Processes Being kept busy
DESIRES	Freedom from control Be own boss Career Path/Advancement opportunities Choices, not ultimatums Difficult assignments Authority Solving Problems Direct Answers Modern communication	Prestige Friends Freedom from details Freedom of Expression Chance to verbalise Opportunities to help and motivate others Applause Face to Face contact Recognition	Consistency Familiar Environments Routine Written confirmations Appreciation Keeping the Peace A Path or Steps to Follow Contracts Face to Face contact	Lists to check off To keep the peace Clearly defined tasks Limited risks Time to think Precision based tasks Phone because it's faster but email otherwise Evidence Step by Step instructions Follow up and Feedback
ON A ROAD TRIP	Drives	Music	Pillows & Food	Map Reader
FOCUS	Future	Future	Past	Past
IN A ROOM TOGETHER	MASSACRE	PARTY	SINGING, HOLDING HANDS	ACCOUNTANCY FIRM

	D (10%)	I (10%)	S (65%)	Q (15%)
BIGGEST FEAR	FAILURE & Being Taken for a ride	REJECTION & What others think	CHANGE	CRITISIM
ANIMAL	TIGER - keep her fed, don't upset her.	FLUFFY PUPPY - Like to play. Fun, not serious. Lots of stroking and patting and their tails wag.	CAT - leisurely pace. Like their familiar space and looks for a set daily routine.	FISH - Circles the perimeter and top of tank ensuring all is ok. Then they circuit all over again.
COLOR	GREEN - light, money for its powerful uses, go go go	RED - flashy, bright, stand out in the crowd	BLUE - soft, stable sky, gentle on eyes	YELLOW - caution light, better double check that
At a gun firing range.	READY FIRE AIM	LOST THE GUN but remembered the music and looks cute in matching trackies	No, you go first....	READY AIM AIM AIM FIRE



D.I.S.Q IN BUSINESS

	D (10%)	I (10%)	S (65%)	Q (15%)
ROLES	Leaders Managers Teachers Delegators Speaker Trainer Entrepreneur	Public Speakers Drama/Performer Social Committee Lead Groups Counsellor Greeter/Events Marketing/Promoters	Service Nursing Area of Specialty Lead Groups Counsellors Office/Records Encourager	Long Range Planning Finances Research Emergency Services System Creations Administration Project managers
Interviewing style	Get to the point; show her the path and money. No fluff. Respect her time or you have no chance.	Loooonggg interview. Need lots of fluff like prizes and recognition. Show her the pretty.	Reassurance of consistent long-term support, training and guarantee. Will be slower to convert.	Give her facts and figures. Tell her about training. Give her stuff to take home and read on her own. Answer the Barrage of questions
Benefits Focus	High Income Potential W.I.I.F.M. Advancement potential Big Picture Choices Independence Quality Company & Product How fast can see results	Reco available Show Pictures of benefits Friendships & Relationships Impact on people Friends will be impressed	Guarantee Hand Holding Taking care of you is good for your family/Security Long term benefits Flexibility Reassurance in Uncertain Economy	Guarantee Facts in print Evidence Show details – the more the better
Want answers to	WHAT What's the bottom line?	WHO Who else is going?	HOW How do you want it done?	WHY/What if Why are we doing this? What could go wrong?
Closing Sale or Interview	Wouldn't it be great to have it now and not wait? I can have it for you now if you want.	Impress by taking it home today, wouldn't that be fun?	If I promise to be with you all the way to guide you and answer questions and back that with a guarantee can you commit now?	If it doesn't work you can return it for a full guarantee and I have included step by step instructions so how does that sound?

WHAT IF YOU GOT THEM MIXED UP? GOLDEN RULE "Treat others how THEY want to be treated, not how YOU want to be treated"

