

## CHANGE PROCESS

Our approach is based on the 6 step of permanent behavioural change (Tony Robbins)

STEP 1 - What do you really want in life (vision) and what prevents you from getting it?

STEP 2 - Associate MASSIVE PAIN to your old pattern and associate MASSIVE PLEASURE to achieve your vision.

STEP 3 - Stop the dysfunctional pattern

STEP 4 - Identify and develop an alternative functional pattern

STEP 5 - Practice and improve the newly identified alternative functional pattern so that it becomes habitual

STEP 6 - Ensure that the change is a permanent one by asking the following questions:

- Did I associate enough pain to the old pattern;
- Will I in a situation where the old pattern was triggered in the past, follow the new pattern, or will I fall back into the old pattern:
- Do I celebrate my victories and experience pleasure with the small incremental daily positive changes that I make in my life?
- Although the old pattern was dysfunctional, there were certain reasons why I did it and benefit that I got from that. Do I experience the same benefits by using the alternative pattern
- I am sure that this is a permanent change and that I still can't believe there was a time when my brain has associated pleasure with the old dysfunctional pattern.