Level 2

Weekend 4

**Creating Change**

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**Creating Change**

This weekend’s module is about how to create lasting change from habitual patterns of behaviour – that could include unhelpful eating patterns, habits such as biting your nails or, most commonly, smoking.

The key with these habits is to work on two levels – to help to identify the emotional roots of the issue and **deal with the need that is being fulfilled through the behaviour,** and to help **break the habit by interrupting the pattern**.

Remember that **every behaviour has a positive intention**, and that the expression of that need through habits such as eating, nail biting or smoking **is simply one way of getting that need met** – it just may not be the most appropriate or helpful way.

Remember too that habits are created often at an earlier point in our lives, often when we have an unmet need – we are feeling stressed, lonely, sad due to some sense of ‘lack’ perhaps – and **we discover that a certain behaviour seems to, often temporarily, meet that need.** So we are anxious and feeling insecure in a social situation and we have our first cigarette. We find that the sensation is calming, gives us something to do, and allows us to connect to with our peers in a certain way; we are feeling low and down and have something sweet – or perhaps we are given sweets by our parents as a treat or to feel better when we are sad – and the association forms between wanting to feel better and eating something ‘comforting’. **Through repetition these behaviours are then set up as habits** – so that we unconsciously act out these ways of being in the world, even when we know they are no longer appropriate, or have become detrimental to our lives and health.

The key to releasing these patterns, from an NLP point of view is:

* First, to **understand the unconscious need that is being met** – and to help to ‘wake up’ the unconscious mind to the fact that this pattern is no longer helpful, and that other, better alternatives exist. You will be familiar with this idea from the **conflict resolution or parts processes** we have done in Level 1. Conflict resolution or Parts would be appropriate processes to use in these situations, but here we are going to use a slight variation on a theme – Core Transformation.
* Second, to **resolve these habitual patterns of behaviour we must then ensure that the habit itself [so all of the associated triggers and aspects of that behaviour] is interrupted,**

so that the automatic nature of the pattern cannot continue as before. This is a ‘pattern interrupt’ such as we have seen with the STOP process – what we will do here though, is a powerful process which uses many aspects we have been learning about – **submodalities, use of language, anchoring** – to create a powerful pattern break, appropriate for the level of issue and habit we are dealing with.

**Core Transformation**

This is a wonderful process that can have extraordinarily powerful results. It can be used with virtually any issue. It is especially strong with habits, addictions, compulsions, emotional issues, etc. The process seeks to elicit the positive intention of the unwanted behaviour and to access the desired core state in a different way.

# Core States

One of the most extraordinary things about this process is that when a client accesses a core state they will often actually name it, spontaneously using exactly the titles and words outlined below:

## Being

A sense of just being, often with little, if any, awareness of being it, because you are so fully absorbed in the moment; a state of being present to just that moment in time and present to the fact that you just are.

Other words: Presence, complete, wholeness, fullness, I am

## Inner Peace

This is a different order of magnitude than “relaxed” or “peaceful.” There is a special quality to this core state that is deeper, more all-encompassing, a peace that colours everything and radiates from you.

Other words: Tranquillity, deep calmness, stillness, centeredness, grounded

## Love

Deeper than what we often mean by love, deeper even than self-love. This is an experience of being love, and experiencing a sense of unconditional love for everything.

## Okay-ness

Most of us are familiar with the concept of okay-ness. But the core state is not about being judged to be okay; it is not about having made a particular grade; it’s a state independent of anything and anyone’s opinion; a state of intrinsically being okay. It has a very similar flavour to being.

Other words: Rightness, complete

## Oneness

Often the client experiences all boundaries dissolving, both within themselves and throughout the world outside. A sense of no longer being separate. Although this core state seems to have spiritual overtones, atheists are usually quite comfortable with such a pure self-generated experience.

Other words: Oneness with God, God, light, grace, connectedness

We may have glimpsed these states e.g. encounters with nature or birth or falling in love, however it is often mistakenly assumed we have to DO something to achieve these states i.e. meditate for years or use substances. Connirae says that we can have a ‘**direct and immediate**’ experience of them and we do that by working *with* the unwanted part – not against it. She speaks about **embracing** the*‘ugliness within’* instead of trying to eliminate it because that way leads to more inner separation. The theory is that we must accept ourselves *wholly* to be WHOLE – and hence have full access to our core states. The *behaviours and responses we most dislike* and criticise in ourselves – those are the *very* qualities that are the gateways to core states.

**Core Transformation Process**

*See Level 1 notes on the Parts process / Conflict Resolution*

**Pre-frames** should include:

1. existence of parts;
2. positive intention of behaviours as a way of meeting needs;
3. how habits form – part of us has an unmet need, finds a way of meeting it often temporarily, feels better and continues with the behaviour until it becomes an unconscious habit;
4. that once we understand what that part really wanted for us, we can find new ways of achieving what we want;
5. that we often resist and reject these parts of us and this does not work;
6. that by accepting and working with ourselves we create a new relationship where change can happen.

**The Process:**

1. **Identify a Part to work with** - What is the unwanted behaviour, feeling, response? When, where and towards whom does it happen?
2. **Experience the Part** Close your eyes, relax and turn within. Mentally step into a time/situation/incident when you were very aware of it. Re-live the incident. Notice your inner experience – What are the pictures, sounds, feelings? *“Note that you’re not producing that state consciously – it is being created automatically by an unconscious part of you”.* Get a sense of where the part ‘lives’ i.e. Where is the part, in or around the body? Put a hand there.
3. **Acknowledge and Thank the Part -** **Welcome** the part, create **rapport** and develop the **trust** of that part (both between client and their part and between yourself as the therapist and the part). Treat the part as a client in itself. **Acknowledge** that the part was created a long time ago as a ‘best solution’ to an unmet need and ever since it has been carrying out its duty. Encourage the client to **thank** the part for its **positive intention** (even though they don’t know what that is yet) and for its **commitment** in working in exactly the way it was asked to all those years ago. If there is any resistance to thanking the part then use a metaphor such as Breakfast in Bed or The Japanese Soldier that we discussed within the Level 1 ‘Parts’ module. Assure the part that the intention is not to destroy it, but to *assist* it to get exactly what is wants. This dramatically alters the relationship with the part i.e. the client stops fighting it and their relationship to the part changes which means the part itself starts to change. Consider what kind of approach will be best based on the nature of the part. You might want to talk to it as you would a small child or a suspicious rebellious teenager. Ask: ***“****As you thank it, how does it change?”*
4. **Discover the Purpose / 1st Intended Outcome**  - *“What do you want for me through doing this behaviour?”* They answer ‘X’. This is the **first** **Intended Outcome**. The client should thank the part for wanting that if they like the outcome (e.g. ‘to be heard) – or they can thank it for letting them know if it’s an outcome they don’t like (e.g. ‘to feel superior’). The client invites that part of them to ‘feel into that’ or ‘step into what it’s like to already have X’ ... **to *experience* the *first intended outcome.***
5. **Discover outcome chain -**  When the first intended outcome is experienced and the part thanked, then ask: *“When you have X fully and completely, what do you want through having that, that is even more important, even deeper?”* At each stage on the chain, thank the part and feel into the intended outcome. Take your time doing this.
6. **Keep on asking, thanking and feeling into each outcome on the chain** until you reach a **core state**. At each outcome on the chain invite the part / the client to step into the experience of that outcome - to ‘feel into it’. You are taking your client on a journey through the outcome chain until you reach the core state. It is important that they do not just experience it intellectually, but that they ‘go there’ on an emotional level. You should she signs of this in their body language so use your sensory acuity!

**How will you know when you’ve reached a core state?** Ask as before, *“If you have X fully and completely what do you want through having that, that is even more important?”* if it is a core state they will reply in one of these ways:

* “Nothing” or “That is as far as it goes”
* Loop back to previous ‘links’ on the outcome chain
* Begin to tell you what practical effects that will have on their life e.g. “This Inner Peace will mean I have more confidence around new people” etc.
* Go into a deeper core state e.g. from love to love unconditionally.

**Features of a Core State**

* + The Core State is ALWAYS and internal state that has a BEING quality (okayness, being-ness, peace, oneness, loving-ness) – they just ARE – and that means:
  + They’re not dependent on anything external like doing, getting, giving or knowing.
  + We don’t get them from others (e.g. success, recognition, appreciation).
  + It is never a ‘DOING’ thing (e.g. contributing an achieving).
  + It is not in relationship to something (e.g. understanding and knowing something).
  + It is not freedom as that is freedom FROM something.
  + A Core State **just IS**.
  + A Core State can be experienced through time. Happiness is NOT a core state as it is *about* something. Inner peace, Being-ness or Okay-ness can be present through EVERY moment independent of outer circumstances.

1. **Enjoy the core state.** If the client is not obviously experiencing the core state you have either not yet reached the real core state, or there is some objection to them having the core state. Identify objecting/conflicting part and either perform a conflict resolution process with it, or a core transformation process on it.
2. **Reverse outcome chain with core state**

Connirae’s Pre-frame (optional): *“Now invite the part to consider this idea … It’s as though that part of you got the idea it had to start with a behaviour, feeling or response that we don’t like and then go through or DO a whole series of steps and work really hard in order to get the Core State of X … Unfortunately, that doesn’t work very well … And our parts don’t often get to experience the core state when they go about it this way … What’s more effective in actually getting the experience of X (Core State) is simply to* ***step into it*** *and* ***have it as a starting point – as a way of being in the world*** *… So ask the part “Would you like to have X as a starting point … in an ongoing way?”*The Part should say ‘yes’. Thank it.

**a. General Reversal:** Invite part to notice *“When you just have X [core state] as a beginning, as a way of being in the world, how does already having X make things different?”*

**b.** **Specific Reversal**: Work backwards through each Intended Outcome on the outcome chain all the way back to the firstintended outcome letting the *Core State transform EACH outcome.*

**If outcome is valuable in of itself:**

* + “*How does already having X as a way of being transform, enrich and radiate through …”* [each purpose on the outcome chain]. Thank the part after each answer.

Or

* + *“Imagine having X right now, how does that make it so much easier to experience …”* [each purpose on the outcome chain]

**If the outcome is dependent upon other people** e.g.‘appreciation’, **ask:**

* + *“How does already having X as a way of being transform your experience when you are getting …?”* [outcome]

and then ask

* + *“How does already having X as a way of being****,*** *transform your experience when you are NOT getting …”* [outcome]

### If outcomes do not serve you e.g. ‘revenge’

* + *“How does already having X as a way of being transform this whole area which used to be …”* [negative outcome]

**c. Transform original context** –i.e. the limitation you began with

*“How does already having X as a way of being, transform your experience of …”* [context where you used to do X (the original unwanted behaviour)]

1. **Grow up the part:**
   1. Tell the client that you are going to ask a question to which the reply will be a number, and for them to ‘go’ with the first number that comes to their mind. Ask the client to ask the part: *“How old are you?”* [i.e. the age the client was when the part was created]
   2. Ask the client, *“Do you want to have the benefits that come from evolving forward in time from that age to your current age with X fully present?”*
      * If Client says ‘yes’ – *“Invite your unconscious to allow that to happen now. The part can go back to before the time it was formed and have X fully present. With X there it can evolve forward through time, all the way to your current age … experiencing and enjoying how it is with [Core State] present … Your unconscious can let me know when that is done with a nod of the head …”*
      * If Client says ‘no’ (unusual), what is objecting to this? Do a conflict resolution process.
2. **Bring the part fully into your body -** Start by noticing where the part is located NOW. Where is it inside or outside of the body? By inviting the part to flow and radiate throughout the whole body we can get a fuller experience of the core state.

**If the part is outside the body:** *“Invite this part of you to flow into your body. Welcome this part and notice where it flows into your being, allowing YOU to experience [Core State] more completely …”*

**Once it’s in the body (or if it was already there):** *“Notice where this part is already located within your body, allow it to flow completely through every cell ... so that every cell of your being is filled, nourished and bathed in [Core State] … You may notice how, as this [Core State] radiates from the place it began through your whole body it becomes stronger in the place it began. And as the sense of [Core State] fills every cell, you may already sense how it is as if this is now a part of your emotional coding – the ground of your being.”*…  
Now with the part grown up *and* in the body the Core State should be available as a way of being in the world.

1. **Reverse outcome chain with grown up part** **in the body** [Step 8 a, b, and c again]
2. **Check for objecting parts** - *“Is there any part that objects to just having X now as a way of being in the world?”* If so, take this part through the Core Transformation process.
3. **Future pace** - Check the original situation imagining encountering the same situation in the future.

***Or* Time Line Generalisation** – Instruct client to imagine the time line flowing from behind to in front and say something like: *“Having X fully and completely within your being float up and back down the time line … to the time just before you were conceived … drop back onto the T/L at the point of your conception having X already there as a way of being. … Move through time allowing X to colour, transform and radiate through every moment of your experience … On an unconscious level you notice and feel the way X becomes fuller and richer, building and amplifying as your whole past is coloured by X radiating through every moment of your experience … and when you reach the present you notice how different that present feels … And from the present you can imagine yourself moving forward on the same trajectory into the future, sensing how it is coloured and transformed by having X already there …”*. **Repeat this again** a little faster for an even deeper experience of X throughout the T/L. **Repeat once more** but this time quickly.

**Reading for Core Transformation:**

*Core Transformation – Reaching the Wellspring Within* by Connirae Andreas and Tamara Andreas

**Aversion Therapy**

This process is a quite an ‘old school’ NLP approach – which uses chained anchors as a pattern interrupt.

The importance of this is to **literally break the associations between the triggers** **– so the situations, thoughts and emotions which typically precede the habitual behaviour – and the behaviour in order to help counter the ‘groove in the record’** effect of a strongly developed neural pathway for any habit. Even once the emotional needs are better understood and being met elsewhere, if we have been doing something for long enough, we need to address the ‘behavioural’ piece of the habit.

The process uses many components that you will be familiar with – so eliciting submodalities, setting anchors, using anchors in succession as part of a ‘story’, and using your language powerfully to help the client go into different states.

**It is also, essentially a pattern break, much like the OHC pattern break (Stop process) – there, as here, we identify the triggers and create a way of interrupting the pattern**.

The key differences here are:

* You will be eliciting multiple anchors – just as in current state/desired state – but you will be eliciting **one very positive anchor as the outcome of changing, and one powerfully negative anchor** as the outcome of continuing with the habit as before.
* You will be **chaining the anchors** – so eliciting the trigger, anchoring the negative outcome until the client rejects the old behaviour, and anchoring in the positive outcome as the ‘result’ of that rejection.
* You will be breaking state on multiple occasions in order to repeatedly test and break the ‘loop’ of that behaviour.

**Pre-frames:**

Key pre-frames here will be:

* That habits which do not serve us – even when we have released the emotional need for them – are kept **in place because we have created strong neural pathways** that tell us that when x happens, we do y – on automatic pilot
* That habits remain because **we tend to associate to the positive effects of our habits, and dissociate to the negative effects** – this is how we keep them in place
* That we have the ability in this process to help **to associate into the negative consequences of that behaviour and that by doing so, we can ‘shock’ the system out of its repetitive ‘groove’** to break the habit
* That in doing so we will be using an anchor which requires us to **lightly touch the hand or knee (and check that is ok)**
* That we will be asking the client to identify with the strong negative consequences of continuing with this behaviour, and **that though unpleasant, this is in order that we prevent them from ACTUALLY happening**!

**Process:**

In steps 2 and 3, make sure you collect all the necessary information for future pacing

1. Identify the **triggers** for the habit – such as moving their hand for a cigarette
2. Elicit the **worst result** of continuing the habit

* chronic health issues are often the worst they can imagine, and it may take a while to discover something even worse than that. The ultimate worst reality will probably involve pain for someone else (for example smokers are often less concerned about their own death - otherwise government warnings would work!
* This image needs to be REALLY unpleasant to have the necessary impact. It is important that you preframe that the more fully they do this, the more they are ensuring that this does not actually happen.
* Use submodalities
* Don’t be afraid to elicit very negative states in this process – you will only ever do this with their consent and because it is an effective way of helping them to identify with the long term ACTUAL consequences of their behaviour, which they are currently very dissociated to. Them associating into this and being able to prevent it is far better than it actually happening!
* Anchor on left knee

1. Elicit what it is that the client **wants to get from releasing the habit**. Make sure this is as compelling and exciting as possible

* Anchor on right knee

1. Begin **chaining the new pattern**:

* Recall the first step of their usual pattern
* Fire anchor from step 2
* Have them push the habitual substance away in their mind
* Fire anchor from step 3
* Have them feel the relief

1. Break state, and keep going until have created an obvious aversion
2. Future pace

Test if substance – food/cigarette - is available

Some specific notes on Smoking Cessation

Remember to be precise with your language – giving up is often seen as losing something, and therefore there can be resistance.

***“Becoming a non-smoker”*** is therefore a better phrase

**Information that may be useful:**

* How much they smoke a day?
* How long they have been a smoker for?
* What brand do they smoke?
* What brands would they never smoke?
* What up until now has stopped them from being a non-smoker?
* Have they ever stopped before, and if so, what caused them to start again?
* What they imagine they might miss if they stopped?
* How they feel about not smoking?
* What benefits will they gain through stopping smoking?
* What would make them give up?
* When is the first one of the day?
* Which will be the easiest one to give up?
* Where do they never smoke?
* When they’ve stopped, what situations might potentially trick them into thinking they want or need a cigarette?
* Who would they be if they didn’t smoke?

Common reason people give for smoking is that it relaxes them… useful to explain:

“Smoking is actually a great example of how our mind can control how we feel – did you know that nicotine is actually a stimulant, and yet people use it to relax…. But what do we do when we smoke… we take deep breathes, it is these that relax us!”

Also ask, how was your first cigarette like? – most people didn’t not enjoy their first cigarette, and it is a great example of having to learn to like smoking…