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Changing State



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Video 1
State vs Behavior



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You Will Learn...


- ☒ What STATE is
- ☒ Why it's more effective than working with the behavior
- ☒ The types of states available to you
- ☒ How you can access high performance states easily and effectively



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Fact:


Most of the transformation techniques used today are **outdated**



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Fact:


Working at the **level of state** makes change work faster and more effective

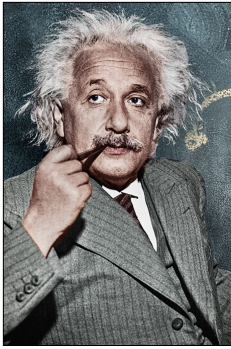


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Fact:

People are usually looking for **help to solve** their challenges or problems






"We cannot solve our problems with the same thinking we used when we created them..."



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If a person wants to experience change, then their way of thinking has to change! It has to! Otherwise, nothing will happen...!

State vs Behavior




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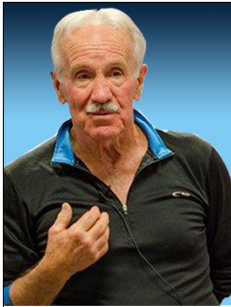
Our Challenges

- ☒ People don't know how to transform and evolve their thinking fast enough, in order to generate a new outcome right away
- ☒ People resist change because they think transformation is going to be difficult or take too long
- ☒ People have lost trust in so-called "experts" who have let them down and promised them change without any results

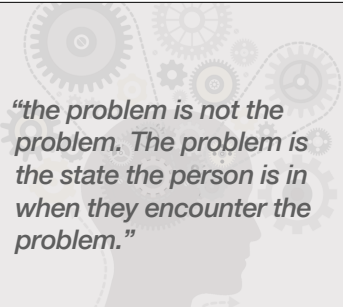
State vs Behavior



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John Grinder



"the problem is not the problem. The problem is the state the person is in when they encounter the problem."



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What is State?

- ☒ **State** can be defined as the way you experience the world at any one particular time
- ☒ You will consequently have thoughts, feelings and actions related to that state
- ☒ Your state is at a **higher logical level** or more simply said it is greater than the sum of its parts



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By impacting the **STATE**, we are able to impact our thoughts, feelings and behaviors...


State vs Behavior



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Working at the level of state is more efficient than working on behavior.


State vs Behavior



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Classic Code NLP, focus on the behavior and have no understanding of the impact of state on our performance

State vs Behavior



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Example



State vs Behavior



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QUICK RECAP

- ☒ You learned that state is how you see the world in any particular time
- ☒ Your state influences your thoughts, feelings and behaviors
- ☒ State works at a higher logical level than behavior

State vs Behavior



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