

GETTING FROM STOPPED TO SUCCESSFUL

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If you have a belief that is keeping you from taking action, then the belief has at least one of the following components:

- You are afraid that taking the action will be unpleasant.
- You are afraid that the outcome of taking the action will be unpleasant.
- You feel that the action is not congruent with your identity.

In order to move from stopped to successful, you must create a reframe for the component(s) that are keeping you from taking action.

Reframe: A new perspective or new idea that allows you to be more powerful, specifically to get more clients and make more money.

STEPS TO GO FROM STOPPED TO SUCCESSFUL

- 1 - Identify all components that are operating for a given belief.
- 2 - Work to remove any fears around taking action, or the consequences of an action. You can't be creative and resourceful when you're afraid.
- 3 - If the 3rd component is present, ask yourself these questions:
What am I afraid will happen to my identity if I take this action?
- 4 - When fears are reduced, ask the Reframe Questions.



EXAMPLE

Start with the belief “Marketing is pushy, and people don’t like me when I market.”

Here are the components that may be underlying this:

- *(Component #1) I’m afraid people won’t like me when I market.*
- *(Component #2) I’m afraid if I market successfully, I’ll get too busy and not have time for my family/myself.*
- *(Component #3) Being pushy is not in integrity with my identity: I’m afraid that I will become a pushy person, and I’m afraid I’ll be seen as a pushy person.*

Evaluate your fear level for each of these statements on a 0-10 scale, where 0 is no fear, and 10 is terror.

If a statement seems to just be a fact, with no fear behind it, assume that there is a fear behind it and look for it. (There is usually a fear at level 10.)

As an example, here are the components with levels of fear noted:

- *I’m afraid people won’t like me when I market. (Fear level 9)*
- *I’m afraid if I market successfully, I’ll get too busy and not have time for my family/myself. (Fear level 4)*
- *Being pushy is not in integrity with my identity: I’m afraid that I will become a pushy person (Fear level 8), and I’m afraid I’ll be seen as a pushy person (Fear level 10).*

You can now begin tapping on each one of these fears. You can start with any one. You may want to start with the one with the highest level, but as you tap, you may find that one fear drops and another becomes more present for you. If so, you can switch to the other stronger fear.

When fears drop below a level 5, you begin to become creative again.

At this point, you can ask the ‘Reframe questions’.

REFRAME FOR COMPONENT #1:

Is there a way for me to perform this action so that it’s more enjoyable?

REFRAME FOR COMPONENT #2:

Is there a way that I can create the outcome to be one that I desire?

REFRAME FOR COMPONENT #3:

Is there a way for me to see this action as in integrity with my identity and values?

Use the reframes that are given in this program for marketing, sales, money, and fear of failure. If you struggle to create a reframe, share and ask for feedback on the Forum or submit the question for Q&A.