

The One Command® Executive Success Coaching Certification

*There is a power within you
so great . . .*

Week 8

Based on the teachings of The One Command®

by Asara Lovejoy

Some of the tools you are now using with clients:

- The One Command
- Empathic Reflection
- Reflective Listening
- Calibration
- Future Pacing
- Six Structures of Belief

The Six Structures of Beliefs

- What they are
- Why they are important
- How we use the information
- The types of questions we ask
- Why we ask them
- How to check for congruency
- Future Pacing and feedback questions

How to ask questions – The Elicitation

We ask questions in different ways, from different positions. It's like having a splinter in your finger. You first press around to see where and how it hurts, and once the splinter is gone you go back and press around it again to make sure everything is gone.

There are two things we know about every client in every situation.

- There is a five year old trying to solve adult problems with a child's resources and strategies.
- Your client already has the power within themselves to change and create the things they truly desire.

Define What the Client Wants to Change

As the coach you help your client find the pattern in their subconscious mind that is stopping them from having, being or doing what they desire.

Basic Flow of Information Gathering

Reflective Listening

- What is the current situation?
- What is their goal and why do they think they haven't been able to achieve it until now? Check the family patterns and mom and dad programs.
- Calibrate

Use their words to form Commands:

- What do they want instead? What would be changed, removed or improved?
- Command
- Recalibrate

Future Pacing

- What is some of the evidence of success they are looking for?
- What to expect after the session.

One of our favorite opening questions is:

Tell me a little bit about what is going on in your life at this time. What is it you would like to focus on in your session?

Followed up with:

Why do you think you haven't been able to do, have or be what you want up until now?

We can use the Six Structure model to recognize how the various levels of our client's programs interact and how they are related.

People Think in Patterns

Some of the clues to the patterns we listen for:

Generalizations – always, never, every time, whenever, everyone, they say, all men, no one.

Metaphors – I was an ugly duckling, he's a little prince, she's the queen bee around here.

Repeating Phrases: "I don't want to be stuck there all by myself, I got stuck with the bill again. Just once I want to be the one sticking it to them."

Analogies: "I'm like the little Dutch boy with my finger in the dam". "It felt like I was run over by a steamroller". "I stood there like an idiot."

The Six Structures of Belief

Environment
Behaviors
Capabilities
Beliefs & Values
Identity
Spirituality

Can be used to discover where, when, and how the pattern is being expressed.

Each one of the structures addresses a certain activity of thinking in the brain.

ENVIRONMENT

When and Where this is happening in physicality.

Their surroundings: the people, places, actual physical layout of an office or home that they are interacting with and responding to when they are engaged in a particular activity.

Tell me when and where this happens or has happened.

Where are you?

- Specific place and time
- Location of event
- Location of feeling state in the body
- Energy, atmosphere or mood of the place or situation
- Specifics –where people were located in relation to you
- Time
- Temperature

Repeat what you are told (you can take notes).

Usually your client will give you more information or express a sense of relief that they are being heard or seen.

BEHAVIORS

What's Being said and done?

Their external behaviors including what they see, hear, and/or feel when they are engaged in a particular activity.

Their external behaviors. This could include for example, what they would see or hear or feel when they are engaged in a particular activity.

And when you have this feeling of I am afraid of speaking in front of a group, how are you different from when you don't have this feeling?

For example: *I get tense and constricted. I start to sweat and feel nausea and lose my voice.*

- *What do you tell yourself?*
- *What images do you see?*
- *How does it make you feel about yourself?*

Repeat what you are told:

For example: *You get tense and constricted, you start to sweat and feel constricted and lose your voice. You tell yourself while seeing yourself as....and you feel...*

(Only some or all of these will be easily accessible to your client. Usually your client will give you more information or express a sense of relief that they are being heard and seen.)

CAPABILITIES

Do you have talents, abilities and/or learned skills for dealing appropriately with the issue?

WHAT DO YOU WANT INSTEAD?

What would you rather have instead? Spend time asking questions in all modalities:

- *How would you see yourself?*
- *What would you say to yourself?*
- *What would others say?*
- *How would you feel being successful in front of people?*

Here you are defining the Command of *what you want instead*.

BELIEFS AND VALUES

Whether they believe something is possible or impossible, necessary or unnecessary, or motivated by it.

All of which are supported by Rules

Beliefs operate in the right/wrong and can/can't vocabulary.

- God programs—mean or merciful God
- Worthy or unworthy
- Have to be perfect or please others to be safe—mom/dad
- I'm responsible for everyone else
- I am alone, not supported, my inner child has been left behind
- Began in the womb - mom was depressed, schizophrenic, manic-depressive
- Work hard and get nowhere

Values are your strongest emotions that have the most meaning in a larger ideal.

- Freedom
- Integrity to tell the truth
- Trust
- Service to others

Identity

How you are known and how 'they' know you.

Their self-esteem, sense of self, what they identify with, etc. This can include identifying with their job, marriage, religion, etc. It can also include how they interpret events in terms of their own self-worth.

Who will you be in this new expression of yourself? What do you have to give up being (for example) – a victim, depressed, a loser, not good enough?

What is the new image that you have?

- Really brilliant
- Capable
- Honest—getting what I want with ease and grace
- Deserving
- Loving and loved
- Others

SPIRITUALITY

Mission and Vision

What activities and places are central to his or her vision for their life/future and perhaps the contribution they intend to make to the world?

- Spirituality vs Wealth
- New relationship with our God/Goddess/All That Is
- Enhanced perceptions, intuition, magical helpers
- Perceptions about any larger system they are part of
- Or a system that may oppose them – such as family, corporate, business, religion, etc.

When you clear a program or belief with The One Command, it is a neurological event and new structures are set in place to support the new belief program.

Once you investigate and take the client through the Six Steps - then check the results.

A good question to ask is:

Now that you think about (what the client wanted) having, being or doing what you want, what do you know now that you didn't know before?

Calibrate

We also ask in context of the perceived difficulty:

Now when you think about having the time and freedom to start your own business helping others—what do you know now that you didn't know before?

Future Pace

What is some of the evidence of success they are looking for?
What to expect after the session.

Bring the session to a close.