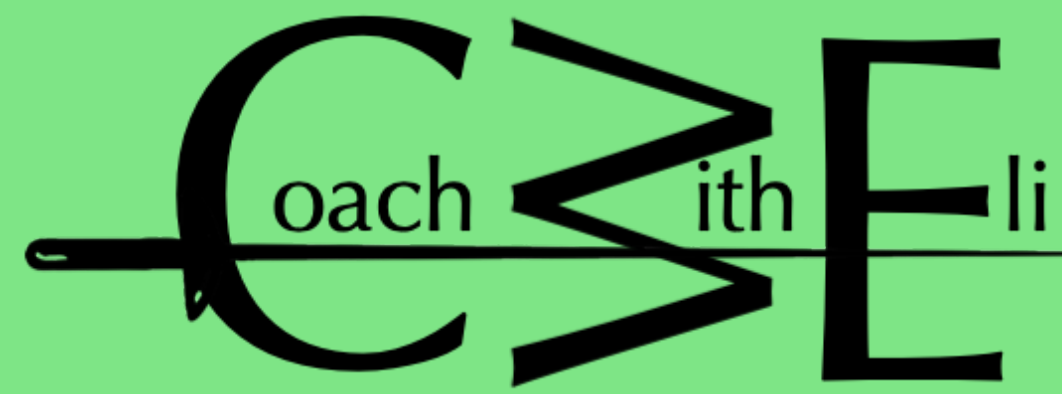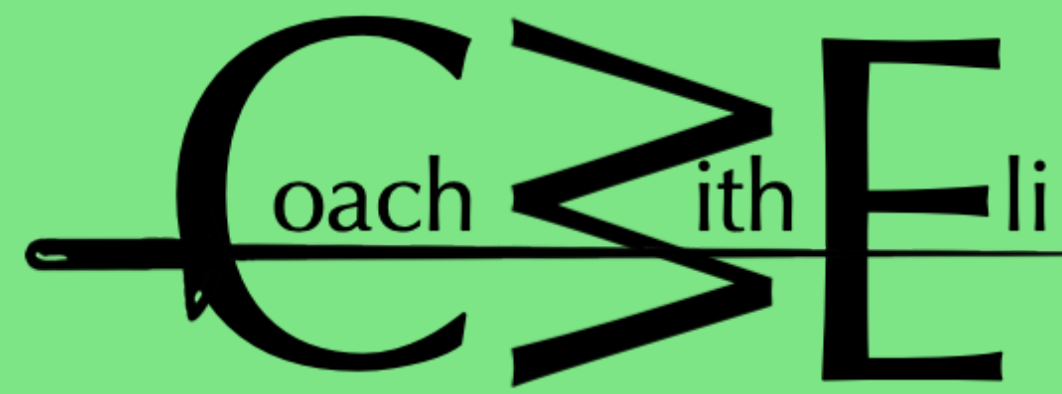# Practice Makes Perfect(er)
Anchoring

What is an Anchor?

- I feel triggered...
- I wish I could feel...
- That smell makes me...
- Every time I think about _____ it makes me _____

Anchoring is based in *Stimulus and Response* as studied by Ivan Pavlov.

An **anchor** is a *stimulus* that is <u>neurologically associated</u> with a specific *response*.

Benefits of Anchors

- How do you know it's time to feel good or bad?

- What would you do differently if you could feel happy ANYTIME you want to?

- How much more productive would you be if you could feel MOTIVATED anytime you want to?
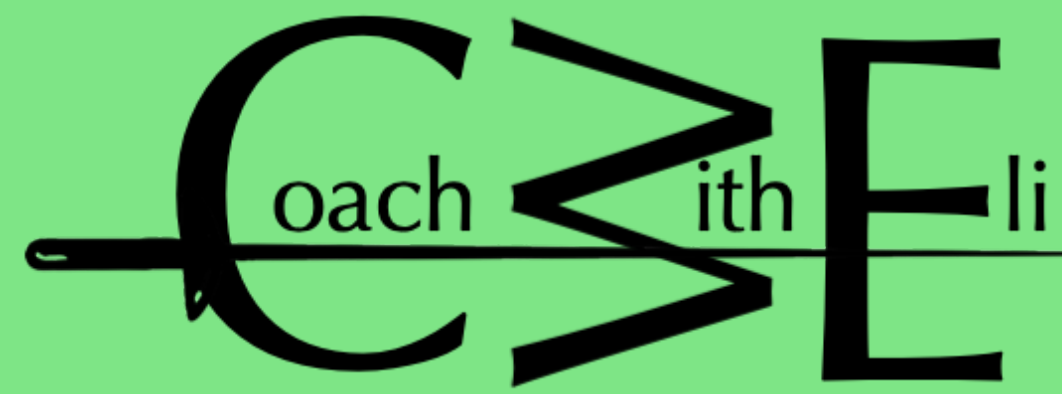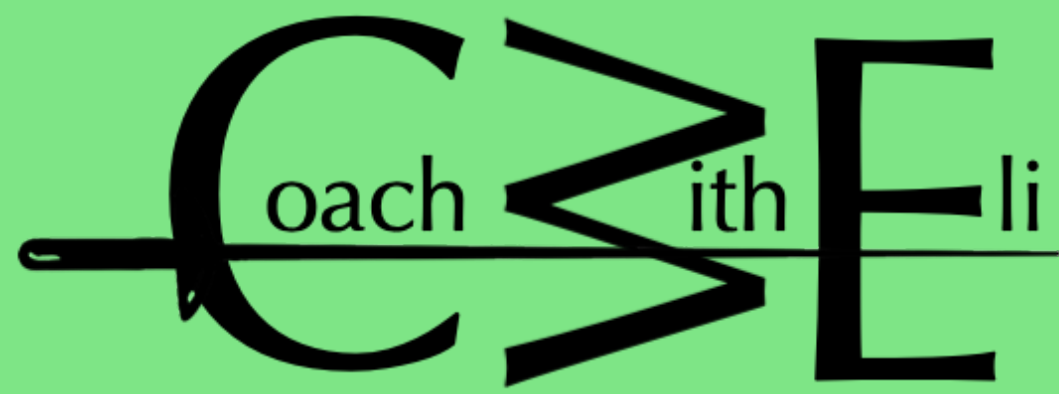
Pavlov's Dogs

- Ivan Pavlov did an experiment

- Rang a bell every time he fed his dogs

- Noticed how the dogs salivated

- Tested over time just ringing the bell and the dogs still salivated AS IF the food was in front of them

- The trigger was an **anchor** for the dogs and created a *strong physiological reaction*
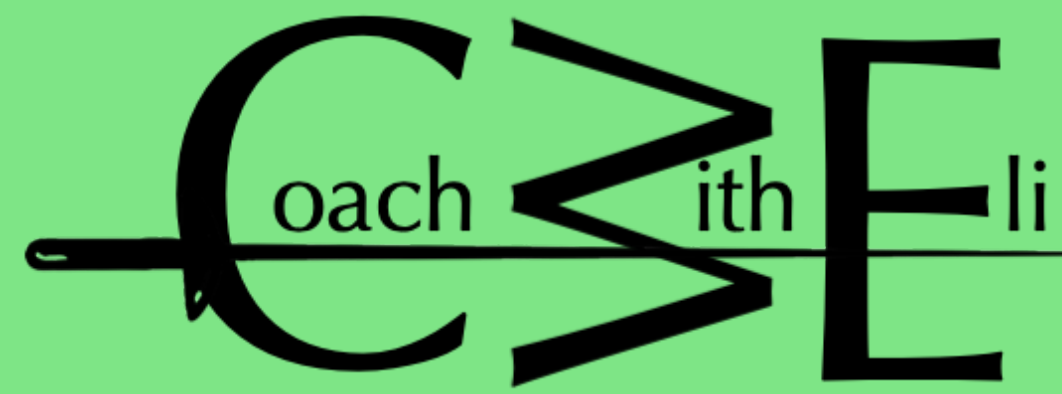
How an Anchor is Born

- Stimulus and Response

- Need for an *intense* state

- Need for a stimulus

- Create a neurological association that can now be triggered

Anchoring Basic Steps - RACE

- **R**ecall a vivid and specific past event

- **A**nchor the state as it approaches its peak

- **C**hange your internal state after anchoring (Break State)

- **E**voke the State by firing the anchor and testing that it works appropriately
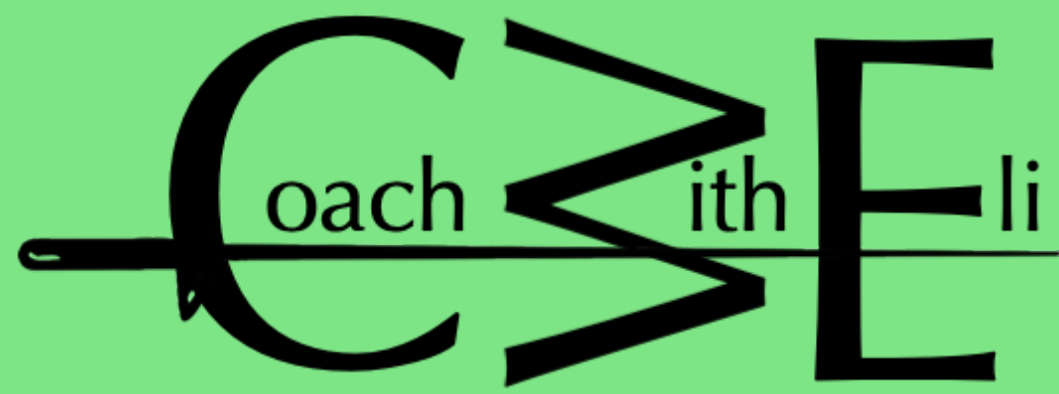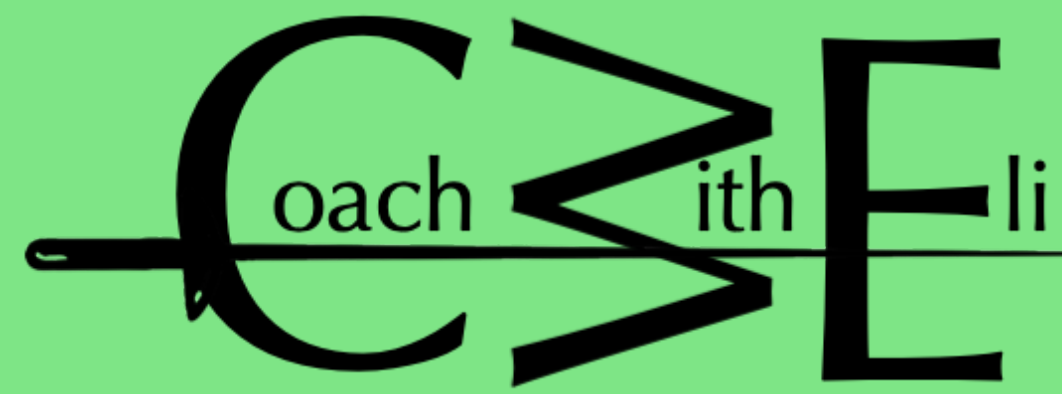
Anchoring Using the 6 Keys - TURNIP

- **T**iming (of setting the anchor)

- **U**niqueness (of the stimulus)

- **R**eplication (of the stimulus)

- **N**umber (of times the stimulus is applied)

- **I**ntensity (of the elicited state)

- **P**hysiology (the appropriate calibration of the body and breathing while eliciting the state and creating the anchor)
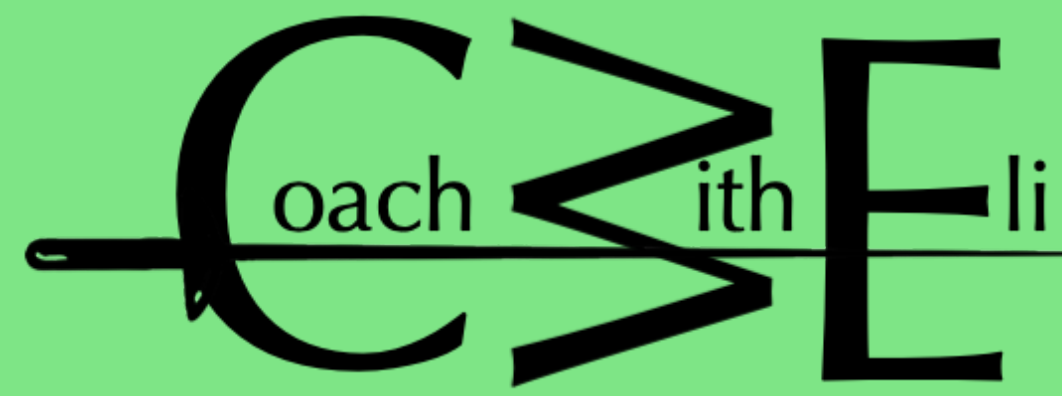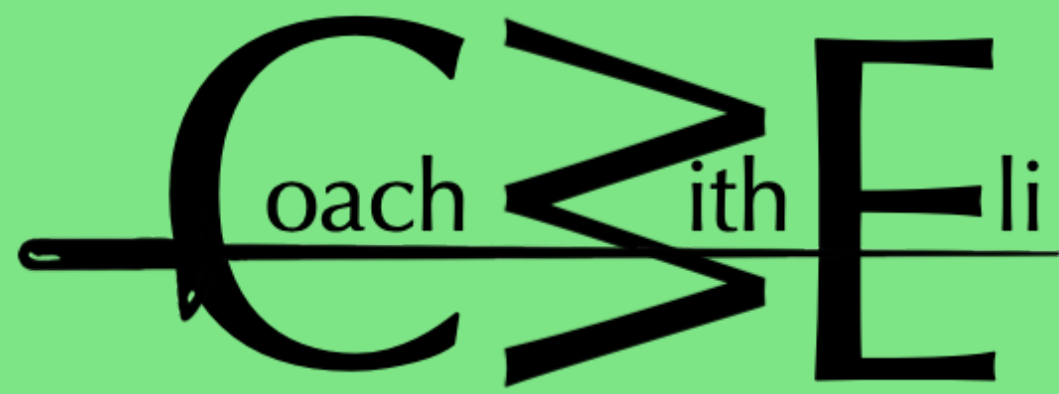
Anchoring Demonstrated Visually
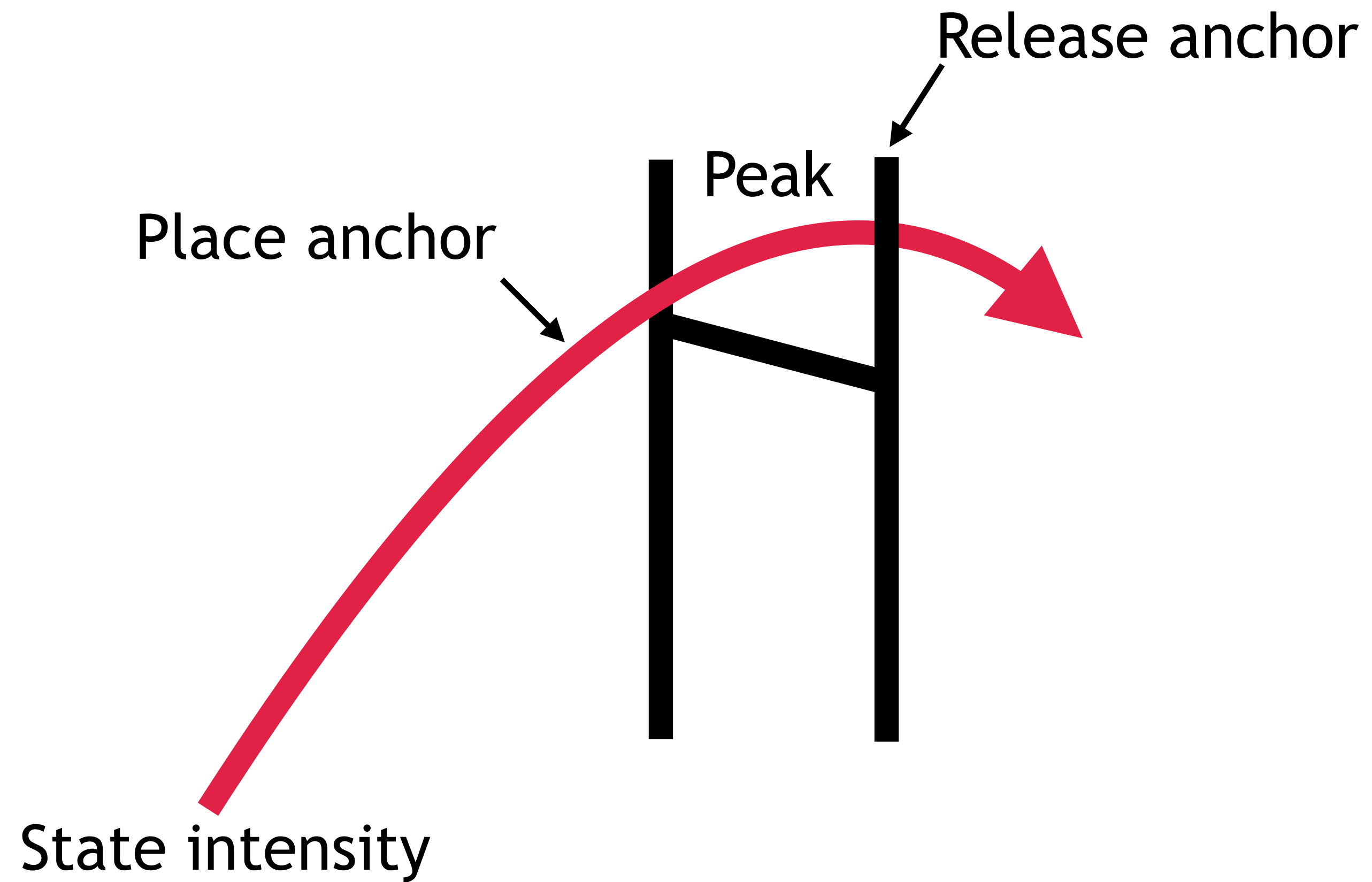
# How to Evoke an Intense and Appropriate State

- Can you remember a time when you felt totally _____?

- Can you remember a specific time?

- As you go back to that time now, go right back to that time, float down into your body and see what you saw, hear what you heard, and really feel the feelings of being totally _____.
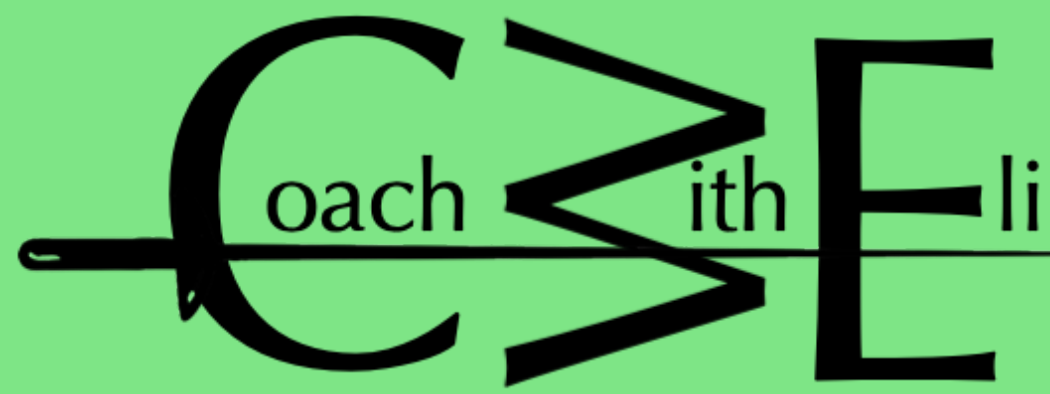
Your Turn

Build an anchor for yourself for <u>motivation</u> by simply following the steps from RACE and TURNIP

- **R**ecall a vivid and specific past event

- **A**nchor the state as it approaches its peak

- **C**hange your internal state after anchoring (Break State)

- **E**voke the State by firing the anchor and testing that it works appropriately

- **T**iming (of setting the anchor)

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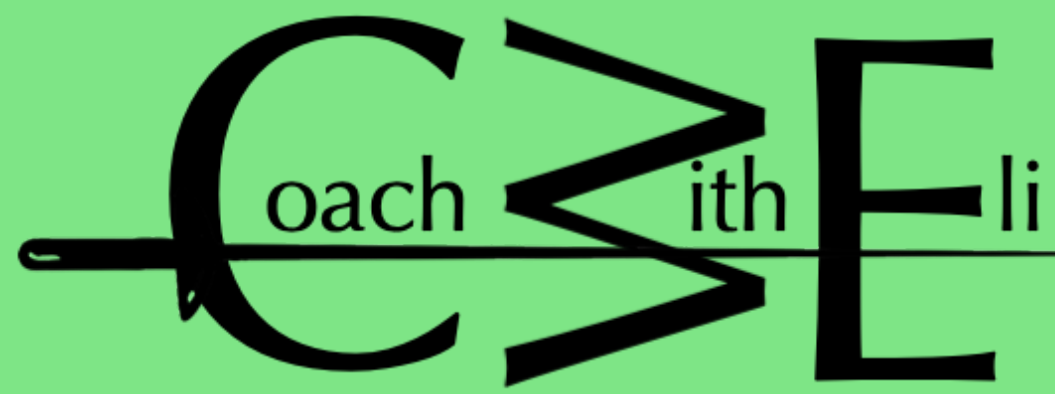
Resource / Stacking Anchors

- Just like anchoring motivation to a single trigger multiple times

- Multiple positive states can layer on to the same anchor

- Example positive states could be *confident*, *happy, peaceful*, *gratitude, loved...*

- This anchor becomes a *resource* for positive feelings, and you can <u>add to it anytime you want!</u>
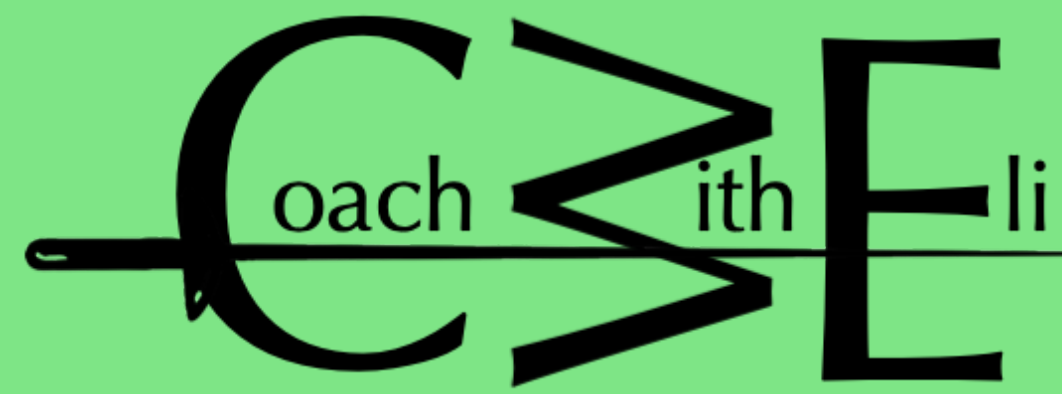
Your Turn

Build a resource anchor for yourself by simply following the steps from RACE and TURNIP - Add another state to your anchor

- **R**ecall a vivid and specific past event

- **A**nchor the state as it approaches its peak

- **C**hange your internal state after anchoring (Break State)

- **E**voke the State by firing the anchor and testing that it works appropriately

- **T**iming (of setting the anchor)

- **U**niqueness (of the stimulus)

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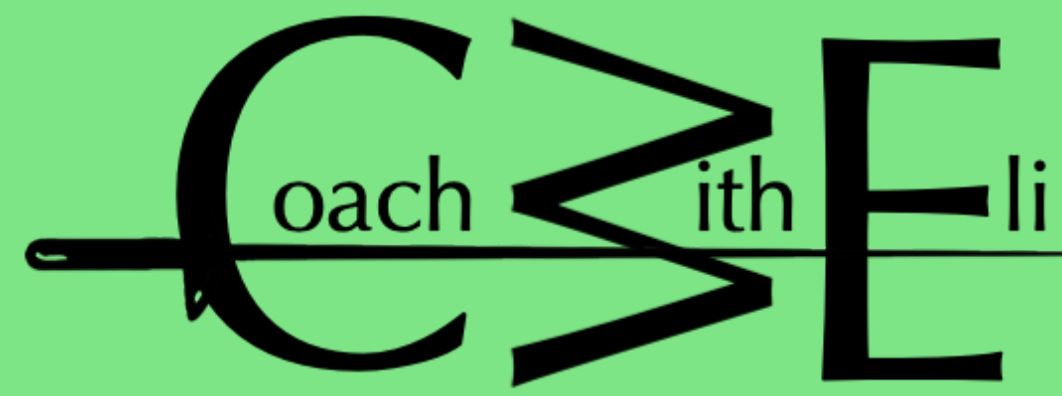
Practice

- Practice helping your partner create an anchor
  - Use RACE
  - Use TURNIP
  - Use the script:

Final Thoughts

- What questions do you have?

- Write down at least 5 AHA's from today's training

- What is your feedback from today's training?

- What is your plan for implementing the skills you worked on today?