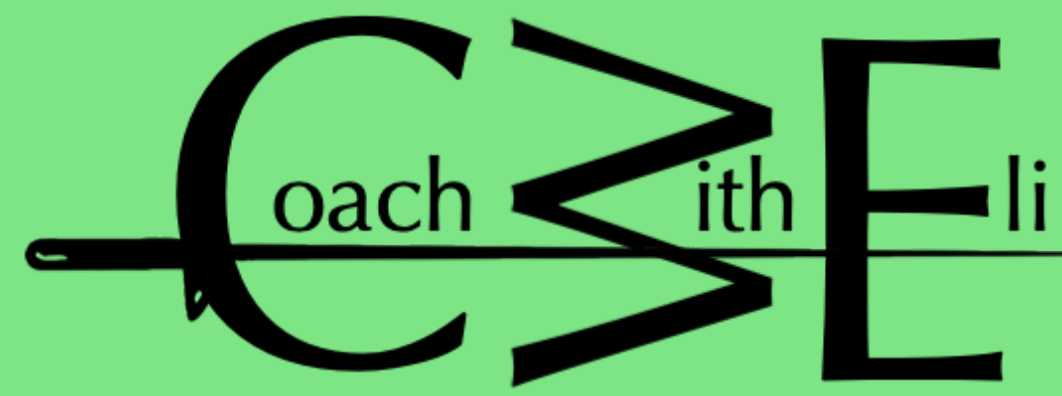


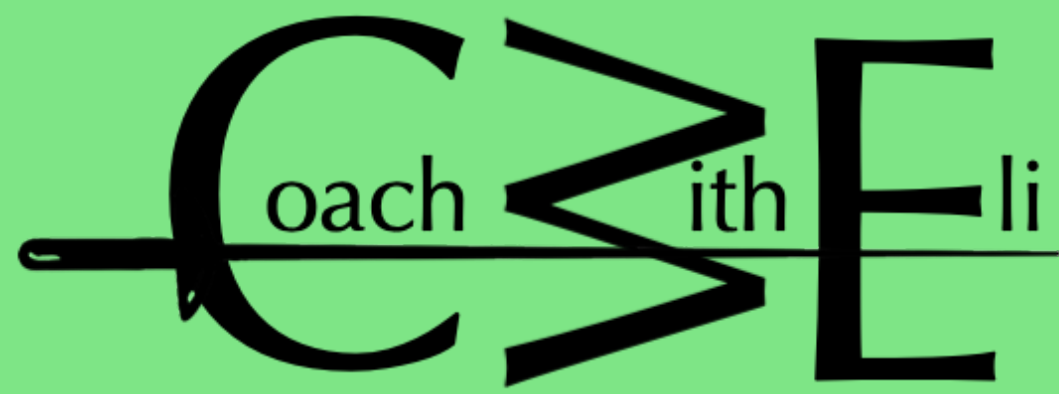
Practice Makes Perfect(er)  
*Future Pacing and Submodalities*



## What is Future Pacing?

**Future Pacing** refers to creating expectations about the future.

You can future pace about goals, dreams, expectations, outcomes, results, etc.



## The Basics of Future Pacing

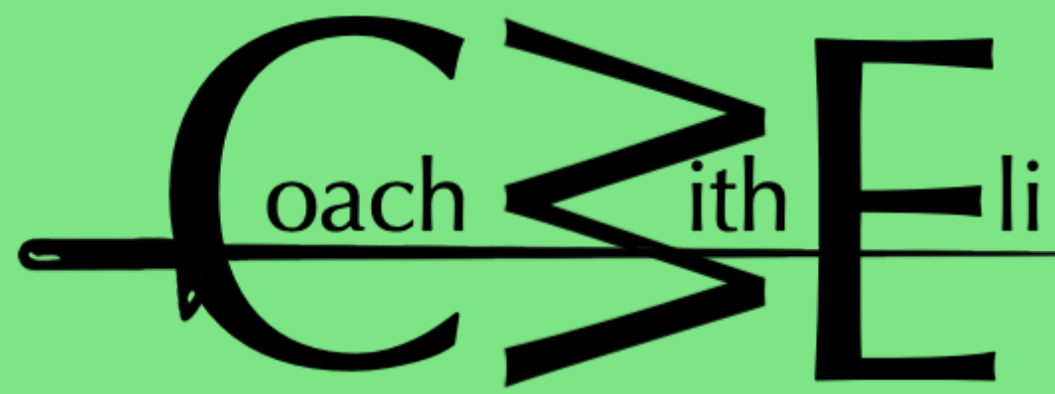
You get what you focus on, so it's important to focus on what you want!

This is the opposite of how many people prepare for the future because...

most people get stuck thinking about what they DON'T want

This is a significant reason why people fail...

Too many people are busy preparing for failure instead of preparing for success.



## The Basics of Future Pacing

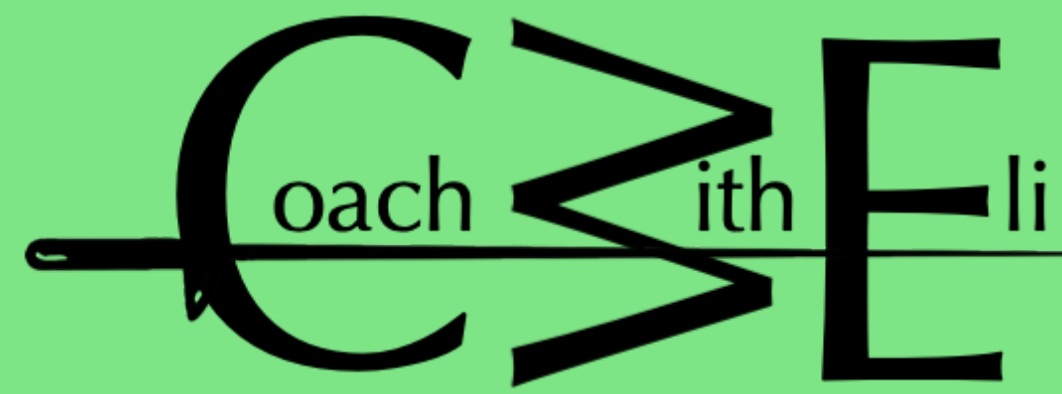
The subconscious mind cannot process negatives.

DO NOT THINK OF A RED AND WHITE STRIPED ELEPHANT

In order to understand a negative, the mind must first consider what it is supposed to not do.

Picture anything other than a green tomato

To succeed, you must first know what a green tomato is before you can picture anything other than a green tomato.



## The Basics of Future Pacing

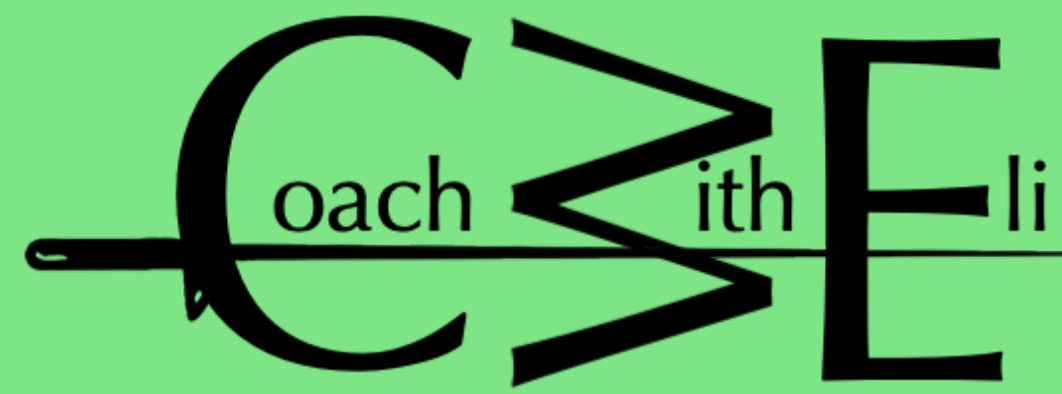
Here's the problem:

If you can only explain what you don't want, then you are only focused on what you don't want.

By focusing on what you don't want, your **filters** get tuned to the wrong channel, and you will continue to find what you don't want!

To clean your filters and tune to the right channel...

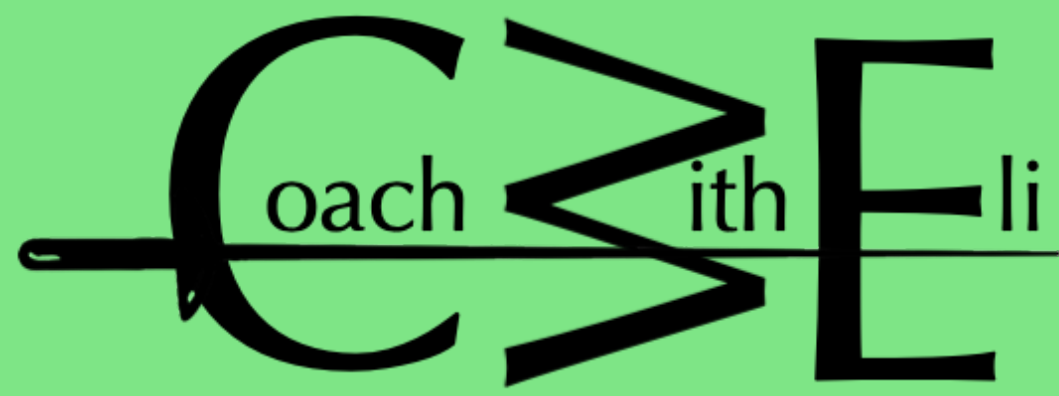
Focus on what you **DO** want!



## The Basics of Future Pacing

Anytime a client tells you what they don't want, make sure you ask them:

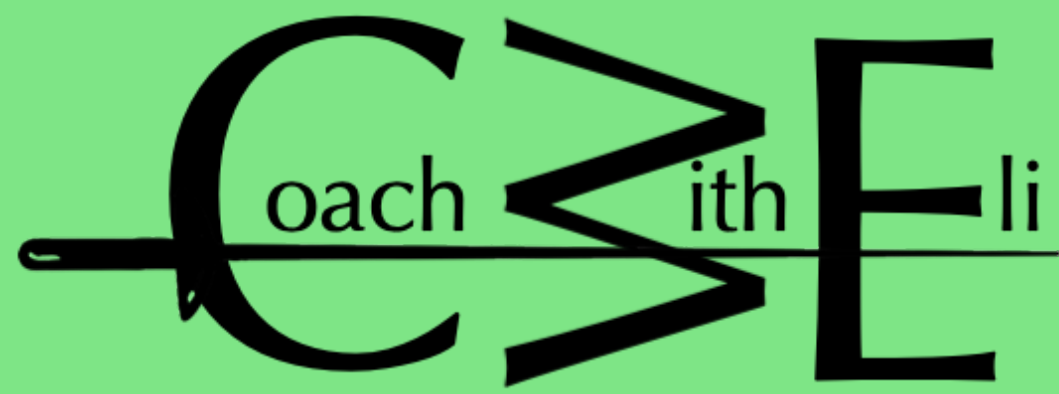
“If you don't want \_\_\_\_\_, then what do you want *instead?*”



## Exercise

Do this brief exercise:

List of things you <u>don't</u> want	List of things you want <u>instead</u>



## Sidestepping Failure

One of the surest ways to fail is to *expect* to fail.

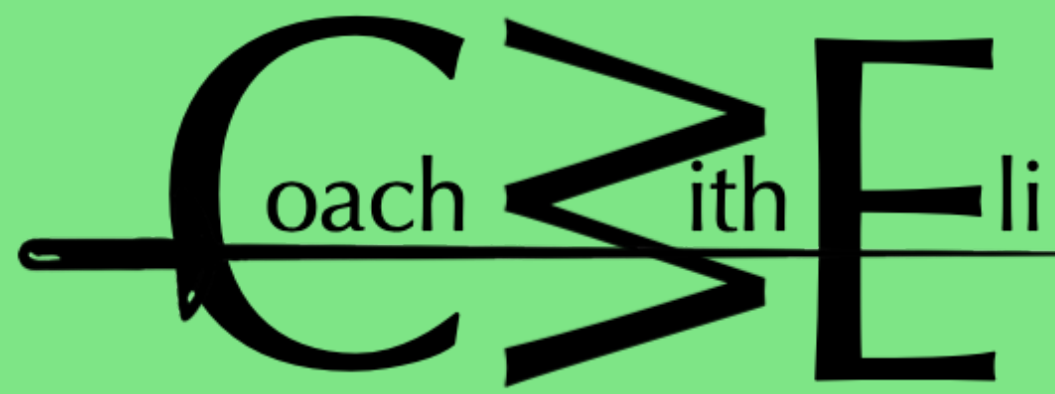
Listen to people's language.

People who are committed to a specific outcome speak clearly and confidently.

People who are unsure about their outcome or if they can achieve it use hesitant and weak language.

To move your clients toward success, help them speak clearly and confidently about what they want!





## Trigger Words that Forecast Failure

If you hear these words, your client needs your help:

Try

Try implies an expectation of failure

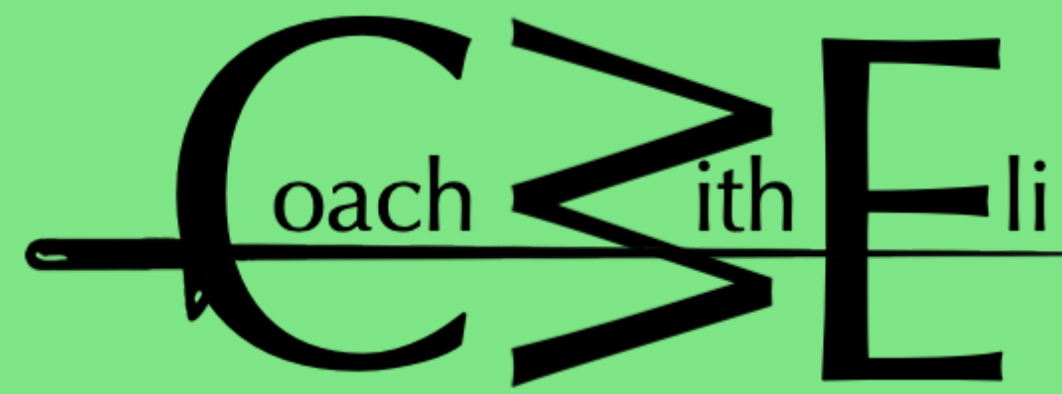
Try implies effort with no payoff

It's not “if at first you don't succeed, try until you succeed” it's “try, try again” which is a never ending loop

Trying to do something is not the same as doing it. Success lies beyond trying, it is doing. You can do something, or you can not do something.

Other trigger words:

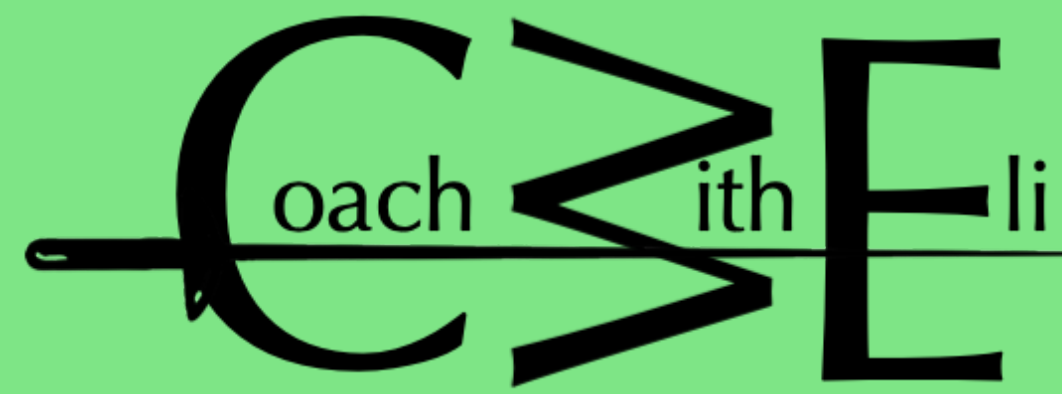
Might, May, Could, Should, Want to, Hope to, Attempt, We'll see, Give it a shot



## Trigger Words that Forecast Success

These are words you want your clients to use to get commitment toward a particular outcome:

Intend, Will, Can, Must, Expect, Absolutely, Going to, Shall, Have to



## Future Pacing Questions

To help people future pace effectively, ask these questions:

What will you see?

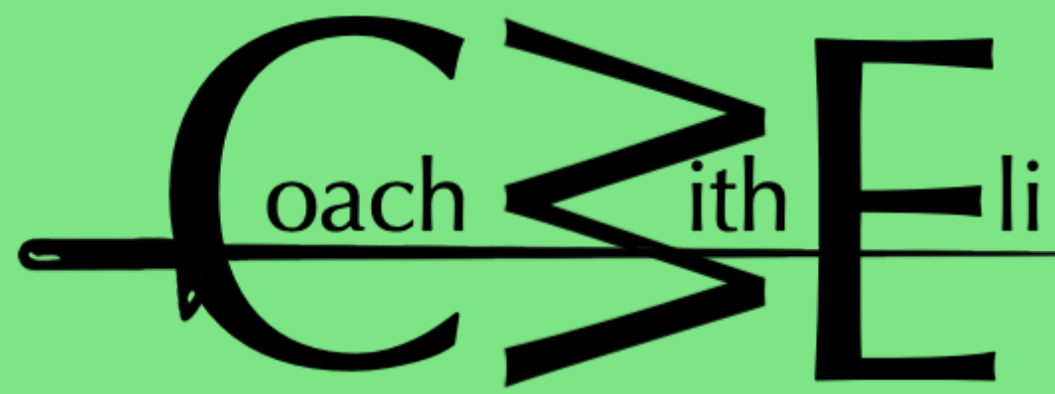
What will you hear?

What will you say?

What will you be telling yourself?

What will you feel?

How will you know?



## Future Pacing Questions

After you have answers do each question, have them imagine their desired outcome as if they already have it *now*.

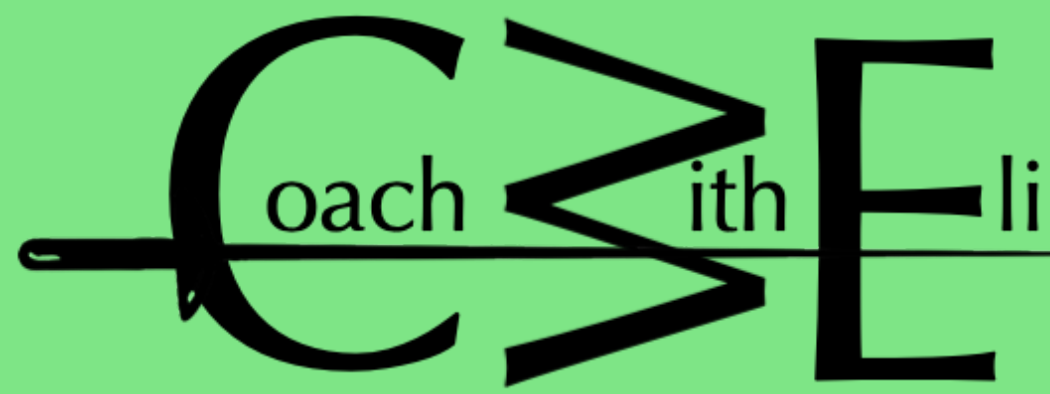
Then do TWO things:

1. Ask them how it feels and write down their words for later
2. Ask them while they are imagining it if they notice anything else that they see, hear, feel, or are saying to themselves when their outcome is already true

Make sure the outcome is POSITIVE!

If they are not excited and motivated at this point, go back and clarify what they want. You may need to go through more want vs. don't want options with them.

You may also need to adjust the submodalities of their internal representation...



## Submodalities

### Visual

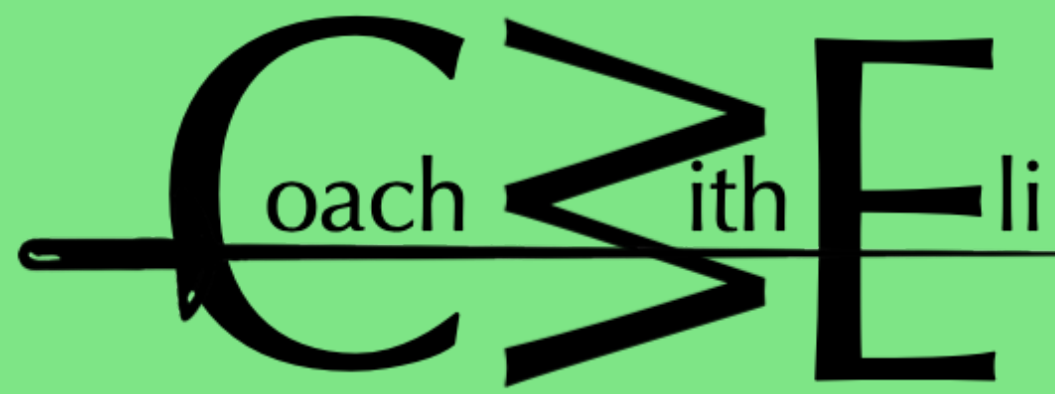
- BW vs Color
- Bright vs Dim
- Near vs Far
- Large vs Small
- Location
- 1st person vs 3rd person
- Focused vs Defocused
- Framed vs Panoramic
- Movie vs Still

### Auditory

- Location of sound
- Direction of sound
- Internal vs External
- Volume
- Quality (ex. clear, muffled, static)

### Kinesthetic

- Location of feeling
- Size of feeling
- Shape of feeling
- Movement of feeling
- Intensity of feeling



## Future Pacing Results

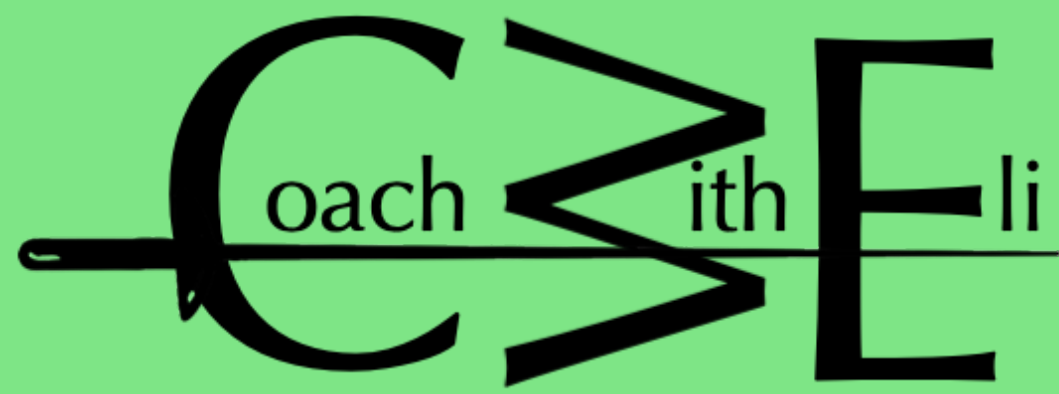
By helping your client develop their clear positive outcome they will have:

Clarity about what they want

Expectations about the result

Positive emotions driving them forward

Make sure you note what caused the positive emotions because you will need that information to recreate them to boost motivation and momentum!



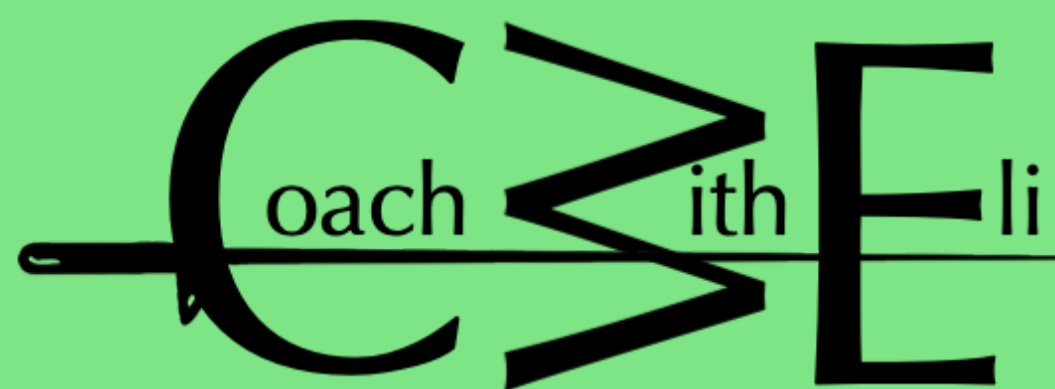
## Making it “Sticky”

Once you have designed a compelling, focused, fully imagined outcome, you can take the final step to make it “sticky”.

The steps are:

1. Be clear that you want to achieve your desired outcome.
2. Fully imagine that you already have your desired outcome exactly as you want it (adjust the submodalities and include all evidence of success)...
  1. See it, hear it, feel it as if it is real *right now* and make it *compelling*
3. FLOAT OUT OF THE PICTURE/MOVIE and watch yourself fully experience that desired outcome (*adjust the submodalities further is necessary at this point*)
4. Tell your subconscious mind “I want that!”

Then *take action* every day with a focused resolve to achieve your planned and expected desired outcome.



## Practice

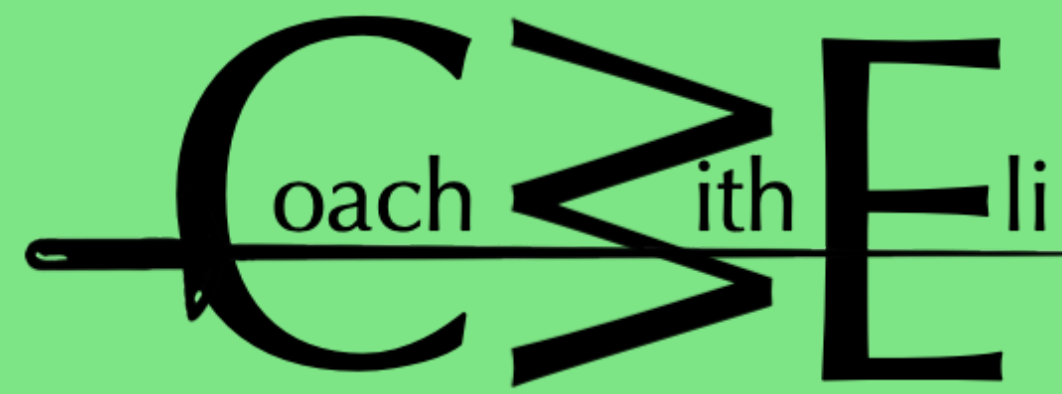
In your breakout room, practice future pacing by asking about the details of what somebody wants and adjusting the submodalities to make the internal representation as compelling as possible.

Examples could include a vacation, a dream home, a special meal, a new car, a business goal, etc.

1. Ask your partner to imagine what they will see, hear, feel, and say to themselves once they have what they want. Then, adjust the submodalities to explore how things change.
2. Have the client float of the picture and adjust the submodalities again if necessary.
3. **PUT THE SUBMODALITIES BACK WHEN FINISHED unless the client wants to keep the changes.**

*If you notice failure or don't want language, make sure you help them correct it.*





## 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?