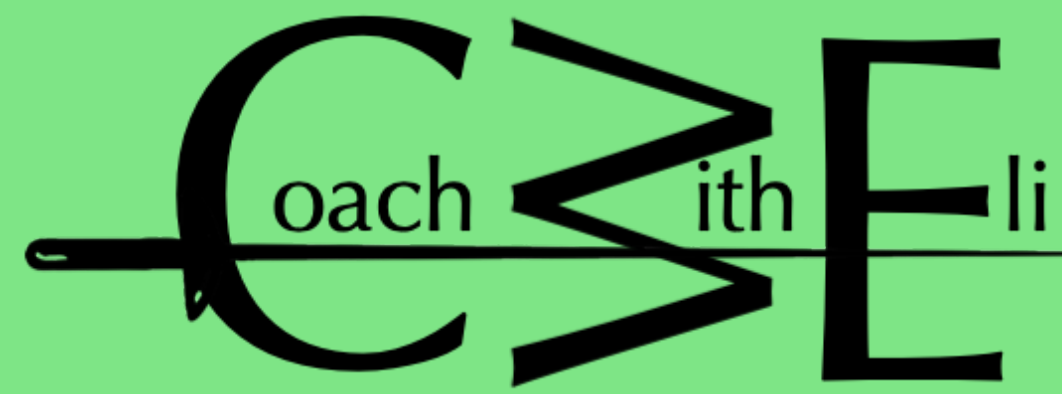


Practice Makes Perfect(er) *Reframing*



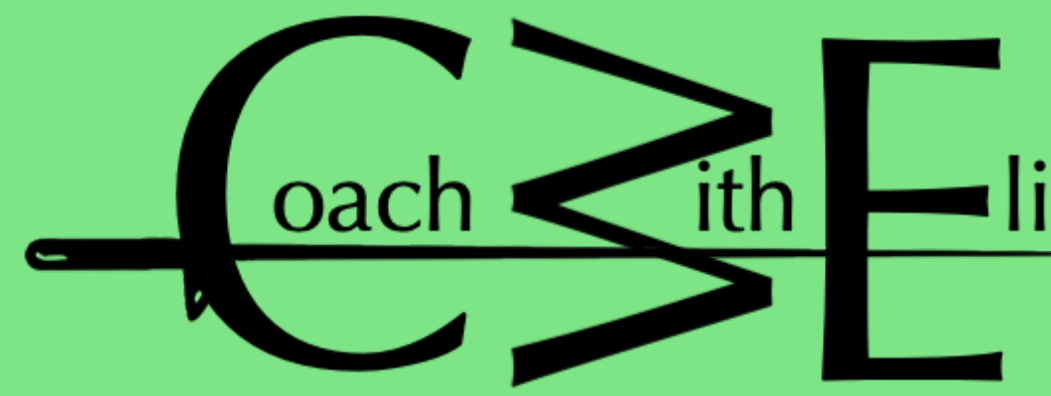
What is Reframing?

Reframing occurs when a person is able to recognize, view, or consider information from a different perspective or point of view.

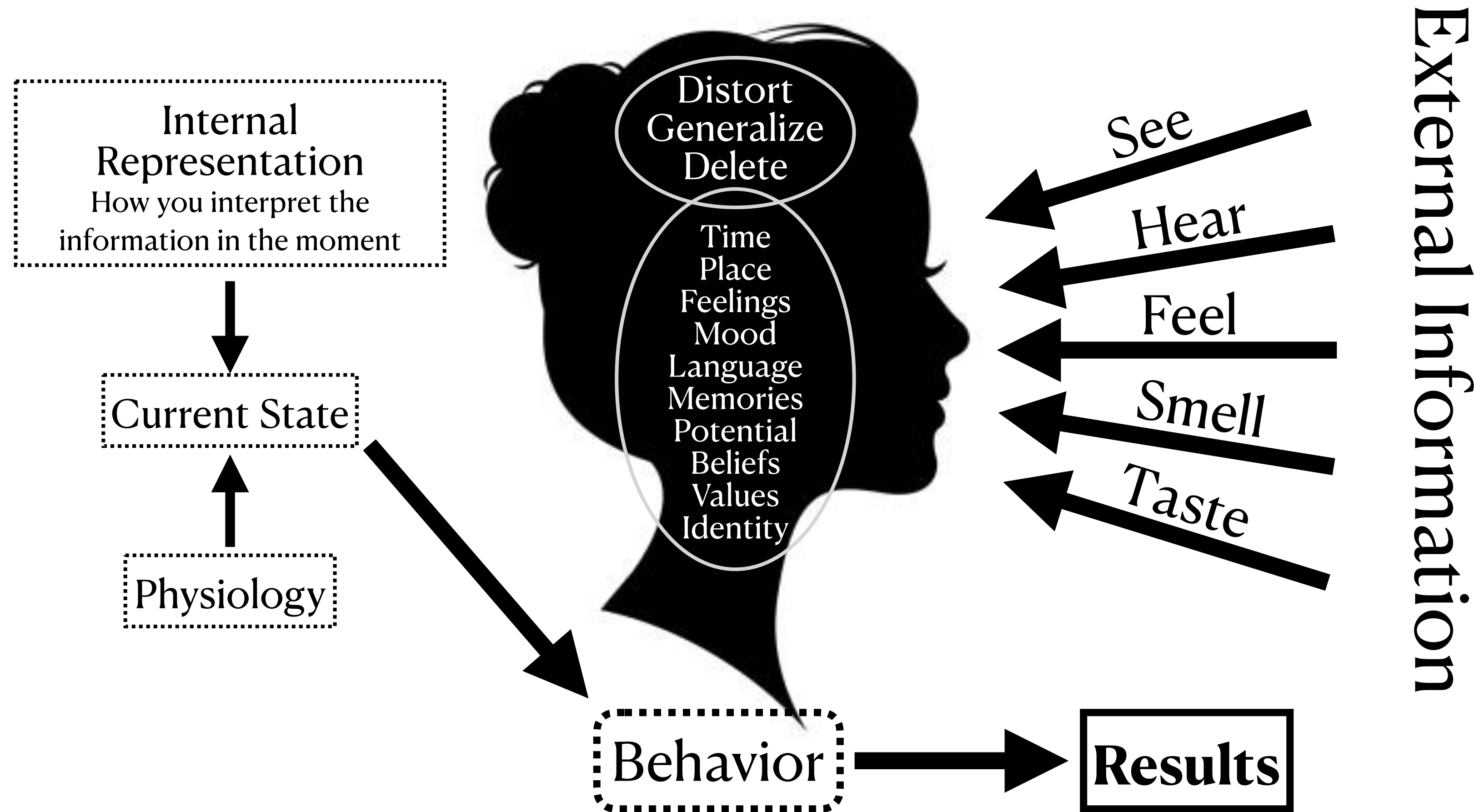
Everyone is doing the best they can with what they have...

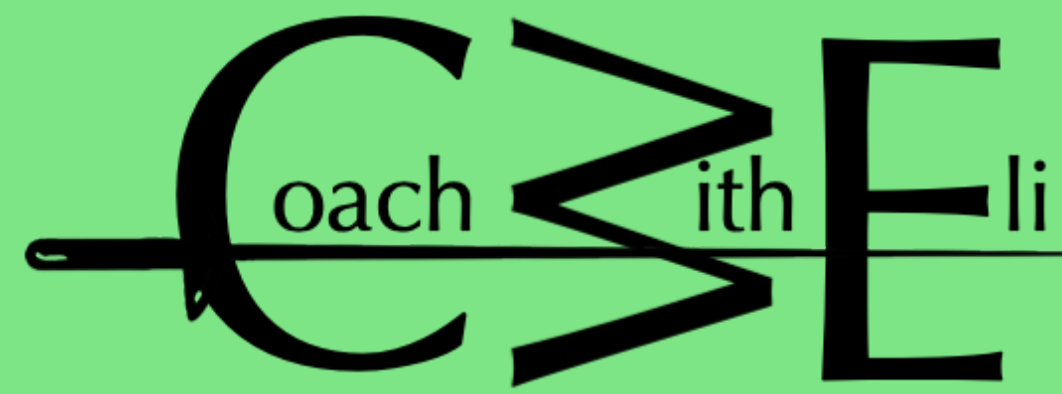
That means a person's behavior is entirely based on the information available to them in the moment, and that information is filtered in many ways based on many circumstances.

Ultimately, the purpose of **reframing** is to separate intention from behavior.



Filters Reminder





Types of Reframing

Context Reframe: Think of a different context that would cause the person to respond differently.

Meaning Reframe: Ask “What else could this mean?” Or “What has this person (or what have I) not noticed that will create a new or different meaning to change the response?”

CWELI
Coach with Eli

Example



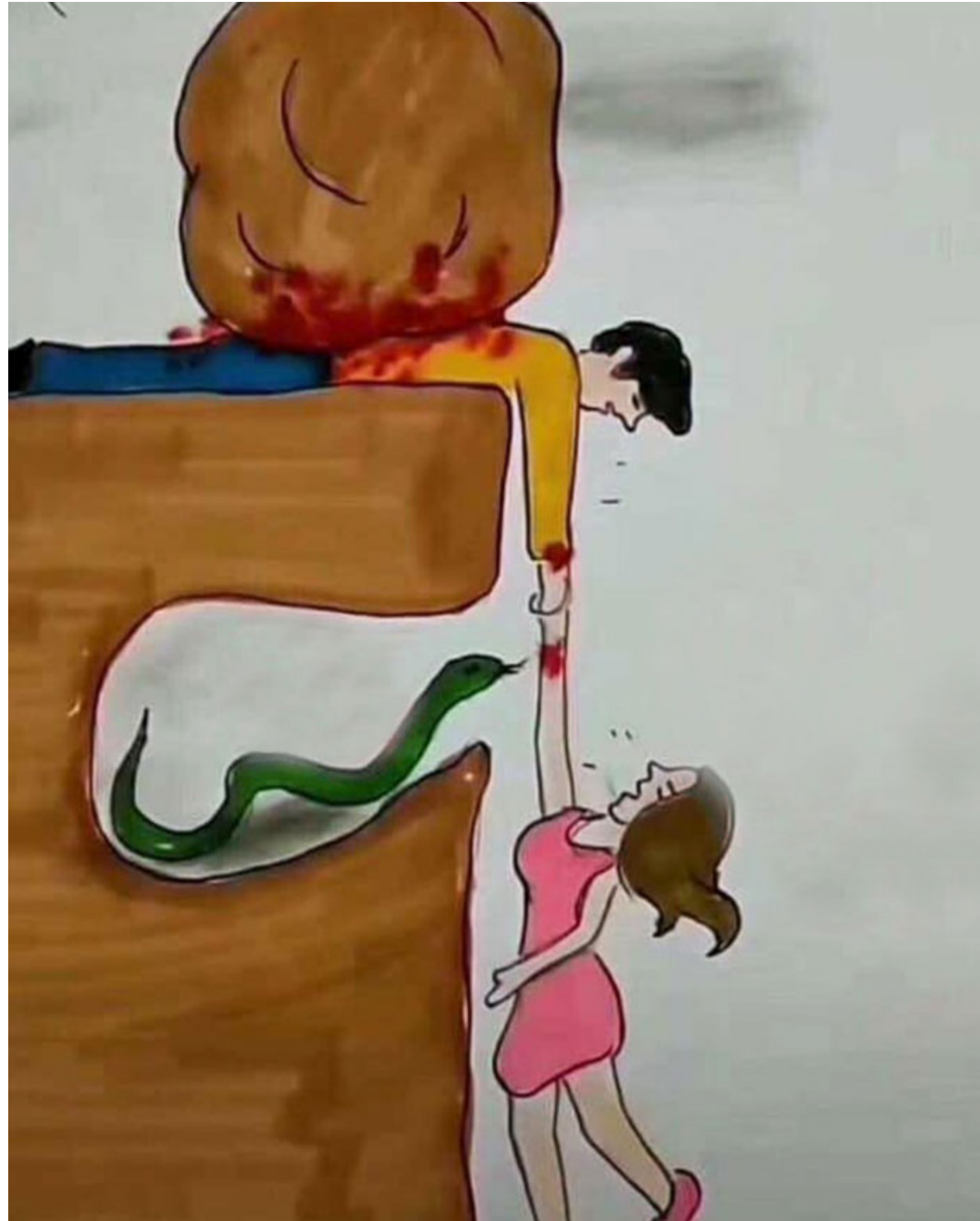
CWE
Coach with Eli

Example

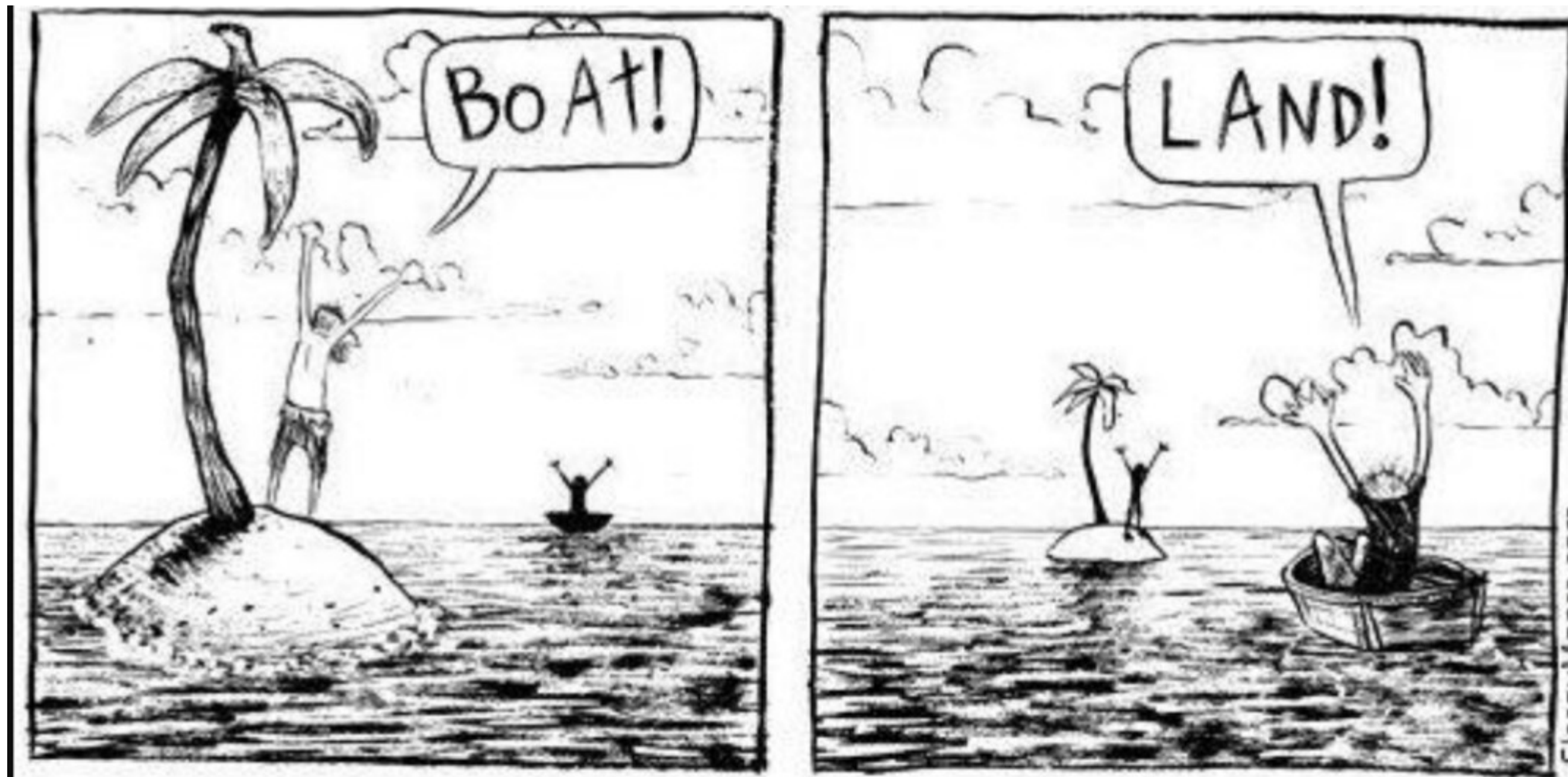


CWE
Coach with Eli

Example



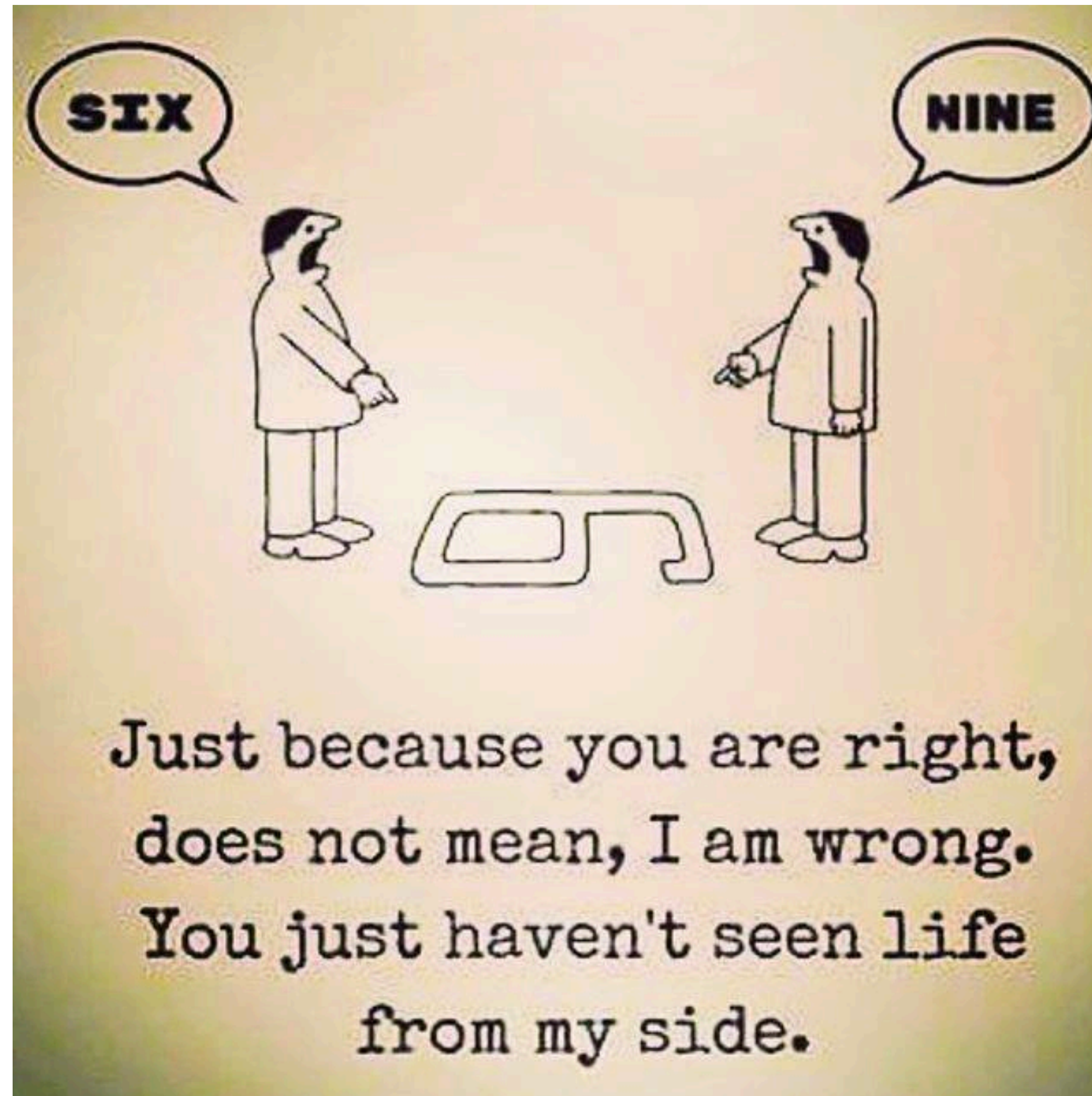
Every Side Has a Unique Perspective

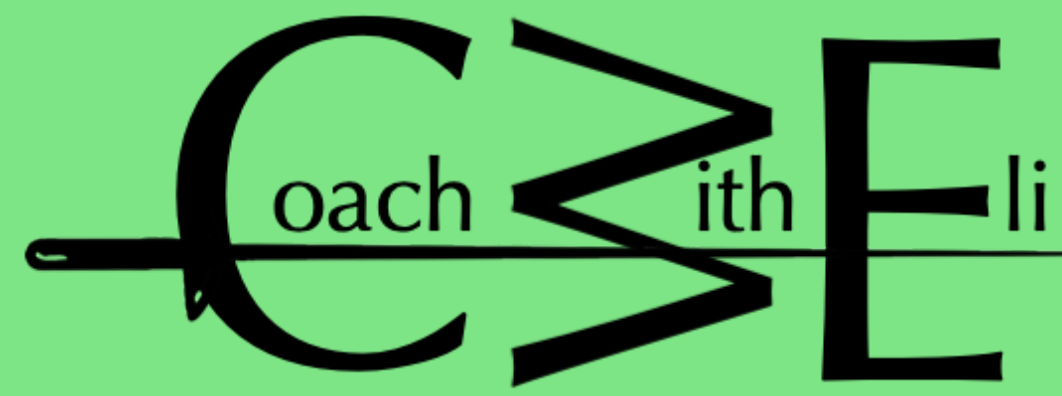


perspective...

~~C~~oach ~~W~~ith ~~E~~li

Two Wrongs Can Both Be Right

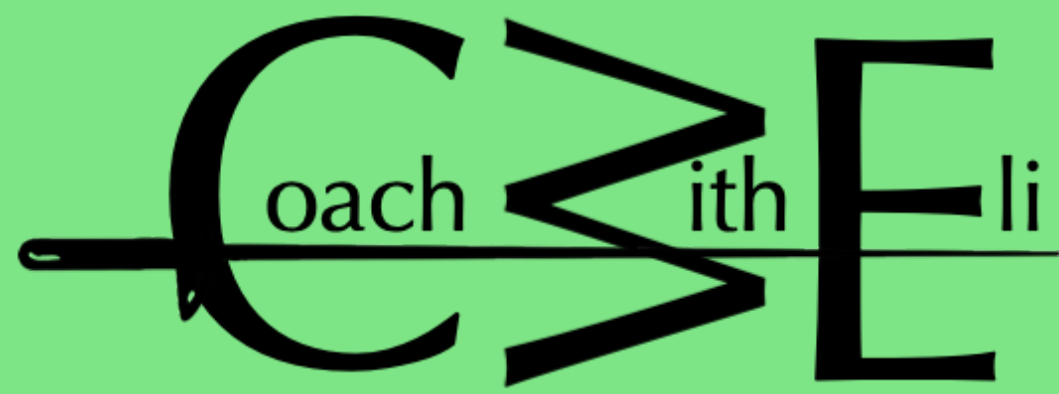




A Simple Question

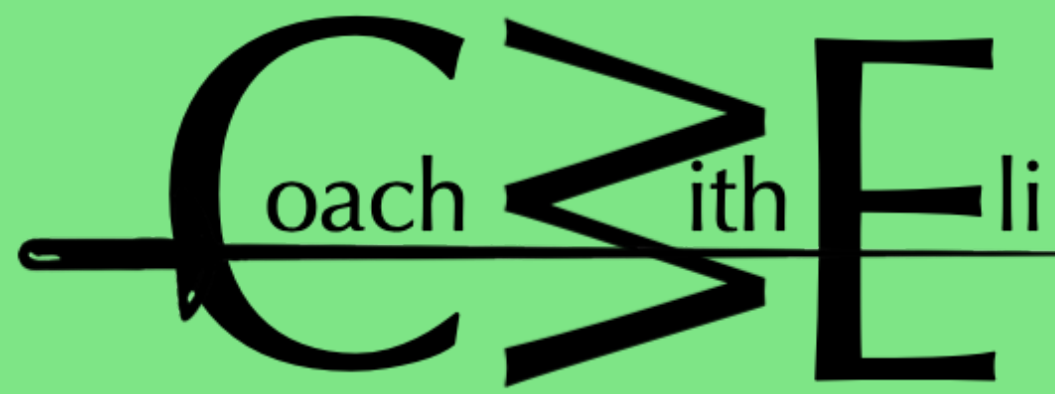
To discover opportunities for reframing, ask yourself...

What must this person believe is true for their thoughts/feelings/words/actions to be their most appropriate response?



How Might You Reframe These Statements?

- I'm so stupid
- I'm so bored
- Life is hard
- Everyone expects too much from me right now
- Nobody understands my situation
- I don't have enough time
- This won't work for me
- I'm confused



Practice

In your breakout rooms, practice reframing objections that you encounter in your business.

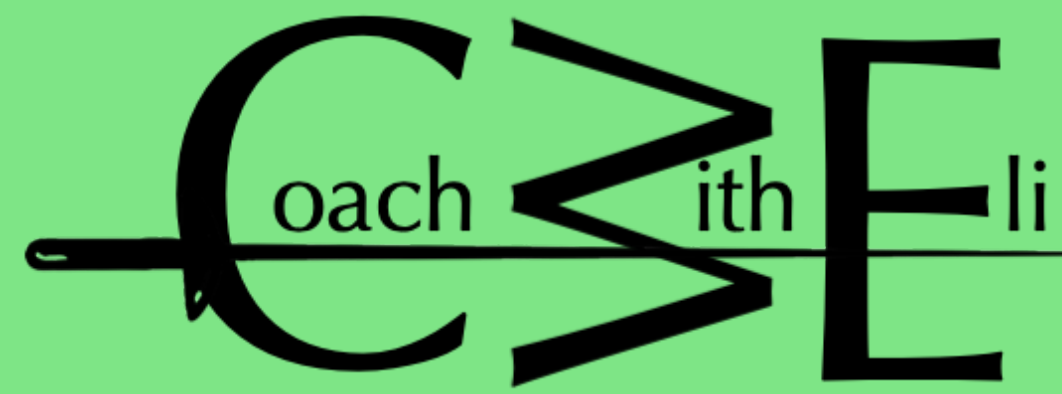
Context Reframe: Think of a different context that would cause the person to respond differently.

Meaning Reframe: Ask *YOURSELF* “What else could this mean?” Or “What has this person not noticed that will create a new or different meaning to change the response?”

What must this person believe is true for their thoughts/feelings/words/actions to be their most appropriate response?

Ask a question that would cause the client to consider a new possible perspective.

Suggest a reframe that would cause the client to consider a new possible perspective.



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?