

Work Materials

The following pages may be printed and used for working on dreams.

Checklist

Item	Done
1. WOW Strategy 1	
2. Writing down your goals	
a. Personal development and health goals	
b. Relationship goals	
c. Career, business, economic and financial goals	
d. Travel, toys and adventure goals	
e. Contribution goals	
3. Setting a timeline	
4. Yes/no decisions	
5. Setting criteria	
6. Converting goals to effective outcomes	
a. Accentuate the positive, present and specific!	
b. Be in control	
c. See, hear, feel, smell, taste	
d. Do? Context	
e. Ecology check	
7. Being SMART: a checklist	
8. Motivation: reasons for aiming for this goal or dream	
9. Creating the dream	
10. Steps to take	
11. WOW Strategy II	

Personal Development and Health Goals

Career, Business, Economic and Financial Goals

Relationship Goals

Travel, Toys and Adventure Goals

Contribution Goals

Setting a Timeline

Setting Criteria

Converting Goals to Effective Outcomes

A. Accentuate the Positive, Present and Specific!

State your desired outcome in the positive, present and specifically

B. Be in Control

Ensure that you can initiate and maintain your outcome

C. See, Hear, Feel, Smell, Taste

State your outcome in sensory-specific language

I will see

I will hear

I will feel

I will smell

I will taste

My friends / associates / family will feel

My friends / associates / family will say

D. Do? Context

State the context(s) in which you want this outcome

E. Ecology Check

Check that your outcome is ecologically sound

Being SMART: A Checklist

S	Simple	
	Specific	
M	Measurable	
	Meaningful to you	
A	As if now	
	Achievable	
	All areas of your life	
R	Relevant	
	Responsible / ecological	
T	Timed	

1. What will I gain?

2. What will I miss out on by not achieving (or even trying for) it?

3. What will be the cost of achieving it?

4. What is the cost of not achieving it?

5. What secondary gain do I have for not achieving it?

Creating the Dream

Write down the outcome you have chosen, which will become your realisable dream:

Describe how you will know that you have achieved that dream, describing it as an outcome:

I will see

I will hear

I will feel

I will smell

I will taste

Date and place:

Signed:

Steps to Take

Make a list of all the steps that you can think of right now, that could move you closer to your dream. Put down anything and everything that could conceivably help you achieve this dream.

Development of Qualities, Skills and Resources

- What are the qualities I need to nurture in myself, in order to achieve everything I want?
- What skills do I need to develop?
- What resources will I need?

Using Submodalities to Aid Motivation

	<u>Unmotivated (Problem) State</u>	<u>Motivated (Resource) State</u>
<i>Visual (Images)</i>		
DISTANCE OF IMAGE (very near to very far)		
DISTANCE OF OBJECT(S)		
LOCATION (front, right, left, up, etc.) – <i>point to it</i>		
SIZE (very big to life-size to very small)		
SIZE OF CENTRAL OBJECT(S)		
SHAPE (square, rectangle, etc.)		
SCOPE (framed or panoramic)		
BRIGHTNESS (bright to dim to dark)		
COLOUR (intense to pastel to B & W)		
PARTICULAR COLOUR		
DEPTH (flat to 3D)		
CONTRAST (high to low)		
MOVEMENT (slide vs. movie (with speed))		
CLARITY (in focus to fuzzy)		
FOCUS INTERMITTENT / STEADY		
SPECIFIC FOCUS (any particular object(s))		
NUMBER OF IMAGES / SHIFTS		
VIEWPOINT (from above, below, to one side, etc.)		
ASSOCIATED / DISASSOCIATED		
SPECIAL TRIGGER (anything else triggering strong feelings)		

	<u>Unmotivated (Problem) State</u>	<u>Motivated (Resource) State</u>
<i>Auditory (Sound / Words)</i>		
SELF / OTHERS		
CONTENT		
LOCATION (left, front, back, etc.)		
MOVEMENT (still, moving around)		
DIRECTION (inward / outward)		
DISTANCE (very near to very far)		
TONALITY (high to low pitch)		
TEMPO (fast, slow, variable speed)		
TUNE (is there a tune? If so, what is it?)		
INFLECTION		
EMPHASIS OF CERTAIN WORDS / SOUNDS		
RHYTHM (even, variable, cadenced, pauses)		
CONSTANT OR INTERMITTENT		
VOLUME (very soft to very loud)		
STEREO / MONO		
HARMONY / CACOPHONY		
DURATION		
UNIQUENESS (gravely, smooth, etc.)		
WORDS SPOKEN		
SPECIAL TRIGGER (anything else triggering strong feelings)		

	<u>Unmotivated (Problem) State</u>	<u>Motivated (Resource) State</u>
<i>Kinaesthetic (Feelings / Sensations)</i>		
LOCATION (whole body or part)		
INTERNAL / EXTERNAL (surface)		
GOING INTO BODY / GOING OUT		
EXTENT (concentrated to spread out)		
SHAPE (precise or vague)		
SHAPE / SIZE CHANGE		
PRESSURE (slight to intense)		
TENSION (very rigid to relaxed)		
TEMPERATURE (icy to hot)		
HUMIDITY (moist to dry)		
TEXTURE (smooth to rough)		
RIGID / FLEXIBLE		
VIBRATION / STILL		
WEIGHT (light to heavy)		
DENSITY (light to dense)		
MOVEMENT (still or moving)		
STEADY / INTERMITTENT		
BREATHING (quality; start / end)		
INTENSITY		
<i>Pain</i>		
TINGLING		
HOT / COLD		
MUSCLE TENSION		
SHARP / DULL		
PRESSURE		
DURATION		
STEADY / INTERMITTENT		
LOCATION		
SPECIAL TRIGGER (anything else triggering strong feelings)		

T.O.T.E. Model Framework**GOAL**

What do you want?

EVIDENCE

How will you know
you've succeeded?

**OPERATIONS**

What will you do in
order to achieve the
goal?

What will you do if
you are **not**
achieving your
goals?

Cut-Outs for Exercises

The next four pages can be cut up and placed on the floor for various exercises.

Yes

No

Meta-Position

Spiritual

Identity

Beliefs / Values

Capabilities / Skills

Behaviours

Environment

Dreamer

Realist

Critic

Meta-Position

①

②

③

④

⑤

Meta-Position

Extra Pages

The next two pages can be printed out for use when paper runs out.

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