

Belief Experience Chain (Robert Dilts)

On your 9 index cards, write the following (one on each card): PS, PS-1, PS-2, PS+1, PS+2, PS+3, DS, DS+1 and DS+2. These cards will be your “anchors.”

1. Identify what your client wants to change (their Present State experience).

“What is something you are doing that you don’t want to do?” or “What is an experience you are having that you don’t have to have?”
2. Set up 5 of 9 “anchors.”
 - a. Place the anchors, evenly spaced on the floor, about 1 step apart, starting with the Present State anchor (PS), then PS+1, PS+2, PS+3, then Desired State anchor (DS).
 - b. Explain to your client that each marker represents one step toward how they want it to be.
3. Have the client “load up” their Present State. When they are fully associated “in it,” have them step onto the Present State (PS) anchor. Ask the 6 B.E. chain questions (**see handout**) and write down *the key words* of their answers. You are NOT transcribing everything they say!
4. Have your client step off the Present State (PS) anchor. Quick break-state. (Wiggle body)
5. Walk alongside the timeline so the client is standing next to Desire State.
 - a. Point to the Desired State (DS) anchor: “Imagine that over here is the experience that you want to be having, that it exists right there. It’s already been created. When you have a sense of that in your body, would you please step into the Desired State. Stand on it and face the future.”
 - b. Ask the **6 questions** and write down the key words of their answers.
 - c. “Excellent. Thank you.” Quickly backtrack what you heard:

“So the general experience is _____, the attention is on _____, the main Emotion is _____, the Intended Positive Intention is _____, the Virtual Question (or Statement) your system is asking is _____ and the main belief that is running is _____.”
6. “Thank you.” Have your client step off of the timeline. Load up the PS and step onto PS anchor.
 - a. “We know where you began and where you’ll end up. Imagine that there’s a little vortex in front of you and you’re going to be pulled one step, just ONE STEP forward towards that desired state. When you get some sense of that, let your awareness pull you forward onto the PS +1.”

- b. When they step on the PS+1 anchor, ask the six questions and write down the key words.
7. “Thank you. Please get a sense of the Present State +2 and then step forward.” Ask the six questions and write down the key words.
8. **Have the client notice they are at the halfway mark, the point of no return. Be ready to support the client if needed.** (Sometimes the client is wobbly taking this step!)
- a. “Look where you are. Notice you are now on the halfway mark. If you move forward any more, you will have passed the point of no return. (Breathe) When you are ready, let yourself be pulled forward. I’m going to step with you now. Let your body move forward, and let your mind follow.”
- b. Ask the six questions and write down the key words of their answers.
9. Have the client step onto the Desired State (DS) anchor and read back the key word responses to the 6 questions from when they were here on the DS the first time.

“So the general experience is _____, the attention is on _____, the main Emotion is _____, the Intended Positive Intention is _____, the Virtual Question (or Statement) your system is asking is _____ and the main belief that is running is _____.”

Bonus Question: “What does he/she know or trust about themselves here that they couldn’t trust back at PS+1?”

10. Have them step off the DS anchor and go back to the original PS anchor and repeat back to them their key words:

“So the general experience is _____, the attention is on _____, the main Emotion is _____, the Intended Positive Intention is _____, the Virtual Question (or Statement) your system is asking is _____ and the main belief that is running is _____.”

11. Have them stay there while you place the PS-1 anchor one step behind of the PS anchor.
- a. “Stay here for a moment. This is the Present State. Behind you is a Present State minus one and minus two. These are what that the Present State was a solution for. All Present States are still operating in the system because they are better than what they replaced. Get a sense of what was this better than. Then, keep facing forward but take one step back onto the PS-1 anchor.”
- b. Ask the 6 questions and write down the key words of their answers, but this time use the past tense if you can. (Ex. The IPO of this was what?)

12. Have them stay there while you place the PS-2 anchor one step behind the PS-1 anchor.

a. "Take another step back please. The experience to which THAT (PS-1) was the solution was what?"

b. No need to continue with the 6 questions here. (You'll see why.)

13. While client stands on PS-2 anchor feeling a state of unease say, "Okay. Take one step forward into the future from that PS-2 and celebrate your accomplishment."

14. "Thank you. And when you're ready, please take another step forward from that into the Present State as the solution to all of that.

"The general experience is _____, the attention is on _____, the main Emotion is _____, the Intended Positive Intention is _____, the Virtual Question (or Statement) your system is asking is _____ and the main belief that is running is _____."

Notice how much better this feels! Can you take a moment to *appreciate* why this is so stabilized? Because it feels so much better than what it replaced."

15. "When you're ready, please step forward onto PS+1."

"The general experience is _____, the attention is on _____, the main Emotion is _____, the Intended Positive Intention is _____, the Virtual Question (or Statement) your system is asking is _____ and the main belief that is running is _____."

16. Repeat for each anchor (for PS+2, PS+3, and DS), swiftly repeating their keywords at each step.

17. After you complete with backtracking the DS, have the client step off the timeline. Break state. Wiggle body as they move back to the beginning, stepping onto PS-2, getting a sense of that and then immediately stepping forward to PS-1 and then PS.

18. As they step onto PS, show the client you are collecting the PS-2 and the PS-1 anchors "because you'll never be there again!"

19. "Please continue to step forward onto PS+1, PS+2, PS+3 and DS at your own speed."

20. Have them stay there (on the DS anchor) while you place the DS+1 and DS+2 anchors in front of them on the timeline in the future. Say to the client,

“So here you are, the Desired State has already occurred. Look out into the DS+1. What’s one step forward into the future? Please allow that to pull you forward onto that anchor.”

21. Notice all the things that you are believing and trusting about yourself and the world that once was so hard.

22. “Nicely done. Thank you. Please step off the timeline, go back to the beginning and just cruise on through the whole thing 4-5 times on your own as if it’s the most natural thing in the world.”

23. When they reach the DS anchor for their “final” time, ask the client to pause. “Take notice of what this one here knows to be true about their place in the world and their right to have the DS. Let me know when you have a little bit of that sense.”

24. “Thank you. Would you please turn up the dial and amplify that knowing a bit. Holding THAT in your heart step off the timeline and walk backwards with me to the PS.” (So they are still facing the future. You can hold their arm if they need support.)

“Go ahead and step onto the PS. Breathe that knowing into the Present State as if it was always here. Great. And let’s cruise through one more time.”

25. This time when they reach the DS+2 remove the PS, PS+1, PS+2 and PS+3 anchors. Leave the DS, DS+1 and the DS+2 anchors.

26. “Pause here and take a deep breath. As you look out into the future, breathe... and ponder the question, “What would you like?”

27. Have your client step off all the anchors.

“Please come back fully into present time. Stretch out your arms and legs, wiggle your butt and take a breath as you. Let me know when you are fully back.”

“Thank you.”