



SUBMODALITIES

Desired Outcome:

To be able to easily make changes in a client's internal representations using SubModalities.

Theory:

SubModalities are how we encode and give meaning to our Internal Representations. Changing the SubModalities can change the meaning of an Internal Representation.

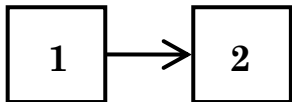
Techniques Include:

1. **Contrastive Analysis:** Involves finding the Drivers (or critical SubModalities) by comparing two Internal Representations for the SubModality differences. E.G.: Comparing Ice Cream and Yogurt.
2. **Mapping Across:** Involves discovering the Drivers (through Contrastive Analysis) and then changing the SubModalities of one of the Internal Representations to the other. E.G.: Changing the SubModalities of Ice Cream (liked), and Yogurt (disliked) should cause the client to dislike Ice Cream.
3. **Swish Patterns:** These involve replacing one Internal Representation or picture with another. This directionalizes the series of Internal Representations so that the Desired State is more common.
4. **Dissociative Techniques:** Involves shifting viewpoint and viewing a specific Internal Representation from a dissociated position. This is frequently used to “take the charge off” a negative emotion, as in the Phobia Model.
5. **Perceptual Positions:** Involves shifting viewpoint and viewing a specific Internal Representation from one of three different positions. First Position is looking through your own eyes. Second Position is looking through another person’s eyes (usually a significant person in the event). Third Position is observing the entire scene from a dissociated position (say, above the entire event). This is useful as a Dissociative Technique and for incorporating learnings.

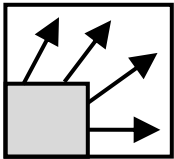


EXAMPLES OF TRIGGERS IN NLP CONTEXTS

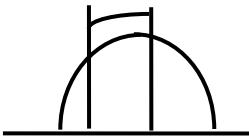
Like to Dislike: “When you think of how much you like/dislike that, do you have a picture?” or **Belief Change:** “When you think of how much you believe that belief, do you have a picture?”



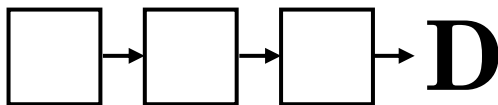
Swish: “How do you know it’s time to....”



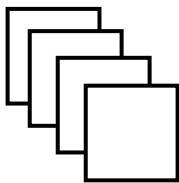
Anchor: “Can you remember a time when you were totally _____? Can you remember a specific time?”



Strategy: “Can you remember a time when you were totally _____? Can you remember a specific time? As you remember that time, what was the very first thing that happened...?”



Values (from Master Practitioner Training): “In the context of _____, what is important to you? When you think of how important that value is, do you have a picture?”





SUBMODALITIES LIKE TO DISLIKE SCRIPT

(Whenever you do any SMD work, you should use the SMD Checklist)

*this script has been revised from its original format

(Generally, it is a good idea to ask, “Is it all right for your Unconscious Mind to make this change today, and for you to be aware of it consciously.”)

1. “Can you think of something that you like but wish you did not? Good, what is it? As you think about how much you like that, do you have a picture?” (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

2. “Can you think of something which is similar, but which you absolutely dislike. For example, ice cream and yogurt. “Good, what is it? As you think about how much you dislike that, do you have a picture?” (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

3. Do Contrastive Analysis by comparing the SMD checklist for each of the pictures. Circle ALL of the differences.

4. Get the original picture back. “When you think of how much you like X, do you have a picture?”

5. Change the SubModalities of #1 into the SubModalities of #2 by mapping all of the differences across. Use a command tonality.

6. Lock it in place. “You know the sound that tupperware makes when it seals, just like that, lock it right in there.”

Break State

7. Test “Now, what about that thing you used to like? How is it different?”

8. Future Pace. “Imagine a time in the future when you might be tempted to eat that. What happens?”



SUBMODALITIES BELIEF CHANGE SCRIPT

(Whenever you do any SMD work, you should use the SMD Checklist)

*This script has been revised

PART I – CHANGING THE LIMITING BELIEF TO NO LONGER TRUE

1. “Can you think of a limiting belief about yourself that you wish you did not have? Good, what is it? As you think about how much you believe that belief, do you have a picture?” (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

2. “Can you think of a belief which is no longer true. For example, perhaps you used to be a smoker. Someone who was a smoker, used to believe they were a smoker, but now they no longer believe that. Or perhaps the belief that you are no longer 18. Do you have something like that which used to be true for you, but no longer is? Good, what is it? Note: the belief needs to be stated in format where is it **no longer true**. For example, if you used to be 18 then the belief is “I am 18” and it is no longer true. As you think about how much you believe that old belief, do you have a picture”. (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

3. Do Contrastive Analysis by comparing the SMD checklist for each of the pictures. Circle ALL of the differences.

4. Get the original picture back by asking. “As you think about how much you believe your limiting belief, do you have a picture?”

5. Change the SubModalities of #1 into the SubModalities of #2 by mapping all of the differences across. Use a command tonality.

6. Lock it in place. “You know the sound that tupperware makes when it seals, just like that, lock it right in there.”

TEST: Now, what do you think about that old belief?



PART II – CHANGING THE DESIRED BELIEF TO ABSOLUTELY TRUE!

5. Can you think of a belief that you want to have, which is the opposite of the belief in #1? Good, what is it? As you think about how much you believe that belief, do you have a picture?” (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

6. “Can you think of a belief which for you is absolutely true? Like, for example, the belief that the sun is going to come up tomorrow. Do you believe that? (Or, the belief that it’s good to breathe.) Good, what is it? As you think about how much you believe that belief, do you have a picture?” (Elicit the SubModalities using SMD checklist.)

Break State - Clear the Screen

7. Do Contrastive Analysis by comparing the SMD checklist for each of the pictures. Circle ALL of the differences.

8. Get the original picture back. “As you think about how much you believe your desired belief, do you have a picture?”

9. Change the SubModalities of #1 into the SubModalities of #2 by mapping all of the differences across. Use a command tonality.

10. Lock it in place. “You know the sound that tupperware makes when it seals, just like that, lock it right in there.”

TEST: Now, what do you believe? Why do you believe you have this new belief?
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11. Future Pace. What do you believe is possible going forward?

Note this technique is very powerful but it takes a lot of time. It is much more efficient to use Time Line Therapy® to eliminate limiting decisions/beliefs.

