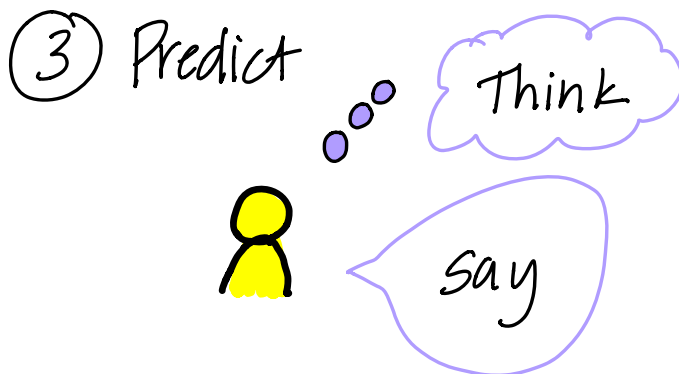
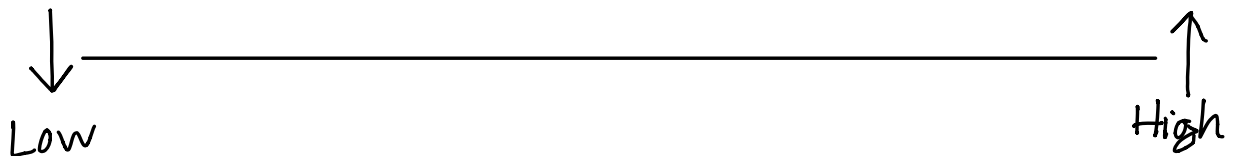


Individual Planning



①  What is your goal?
What do you want to say?

②  Mark:
Experience, Articulation, Relationship



④  Mark things they might think or say
that will raise YOUR breathing most?

⑤ What is their level of NED at this time?

New

Emotiona

Difficult

⑥ What might they get from this meeting?

Power
Information
Time
\$Resources



⑦  What visuals will you use?

⑧ Which Verbal strategies will you try?

- | | | |
|---|-------------------------------------|---|
| ☐ Be specific | ☐ Goal | ☐ Validating |
| ☐ Flip | ☐ Sanity | ☐ positive intent |
| ☐ Cause / Effect | ☐ Expand/ | ☐ First Response |
| ☐ Dovetail | ☐ Transfer | ☐ Prove it |
| ☐ Menu | ☐ Laughing | ☐ Magic Wand |
| ☐ Contextual / | ☐ Ecology | ☐ Questioning |
| ☐ Situational | ☐ Reality | ☐ Grace |
| ☐ Comparative | ☐ Piggyback | ☐ Describe 1 st , |
| ☐ Expert | ☐ By-product | ☐ Label 2 nd |