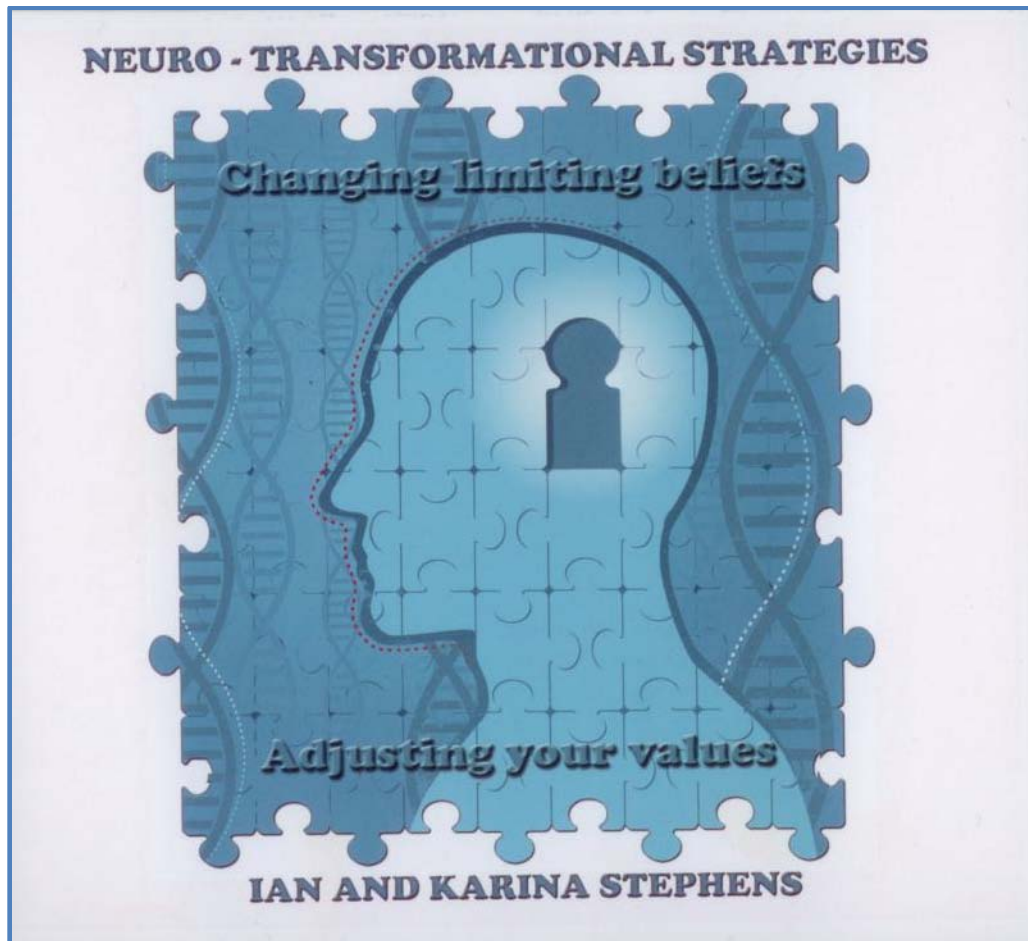


# Support Workbook to accompany the Audio Program



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# Neuro-Transformational Strategies (NTS)

(Refer Track 2 – NTS CD 1)

Welcome, and congratulations on taking a pro-active step! By downloading this workbook, and using it as a support to the NTS audio program, you will now have some very powerful and practical tools in your hands; tools you can use again and again to come to your own rescue whenever you need to adjust your 'values hierarchy' or challenge 'limiting beliefs'.

Our aim is to share a series of proven strategies which can allow you to create a life of fulfilment. And we absolutely want this work-book to be a reference tool and trusted friend you can turn to when you need to 'Help Yourself' achieve your desired outcomes in life. We recall a sign which caught our attention in a book:

***This is a test. It is only a test. This is not your real life. If it were your real life you would have been given better operating instructions.***

Our hope is that this audio program and support workbook provides you with some better operating instructions.

It provides you with detailed instructions for two powerful tools:

1. The Values Hierarchy Adjustment Process
2. Limiting Belief Re-wire Tool.

***Ian and Karina Stephens  
Enrich Management Group***

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# THE REPRESENTATIONAL SYSTEM

(Refer Track 3 – NTS CD 1)

## The 5 Senses (Modalities):

1. VISUAL (Sight)



2. Auditory (Hearing)



3. Kinaesthetic (Touch/Sensing)



4. Olfactory (Smell)



5. Gustatory (Taste)



## A visualisation...

Imagine seeing a movie of yourself walking through a pine forest. Look down on yourself as you stop to pick up twig.

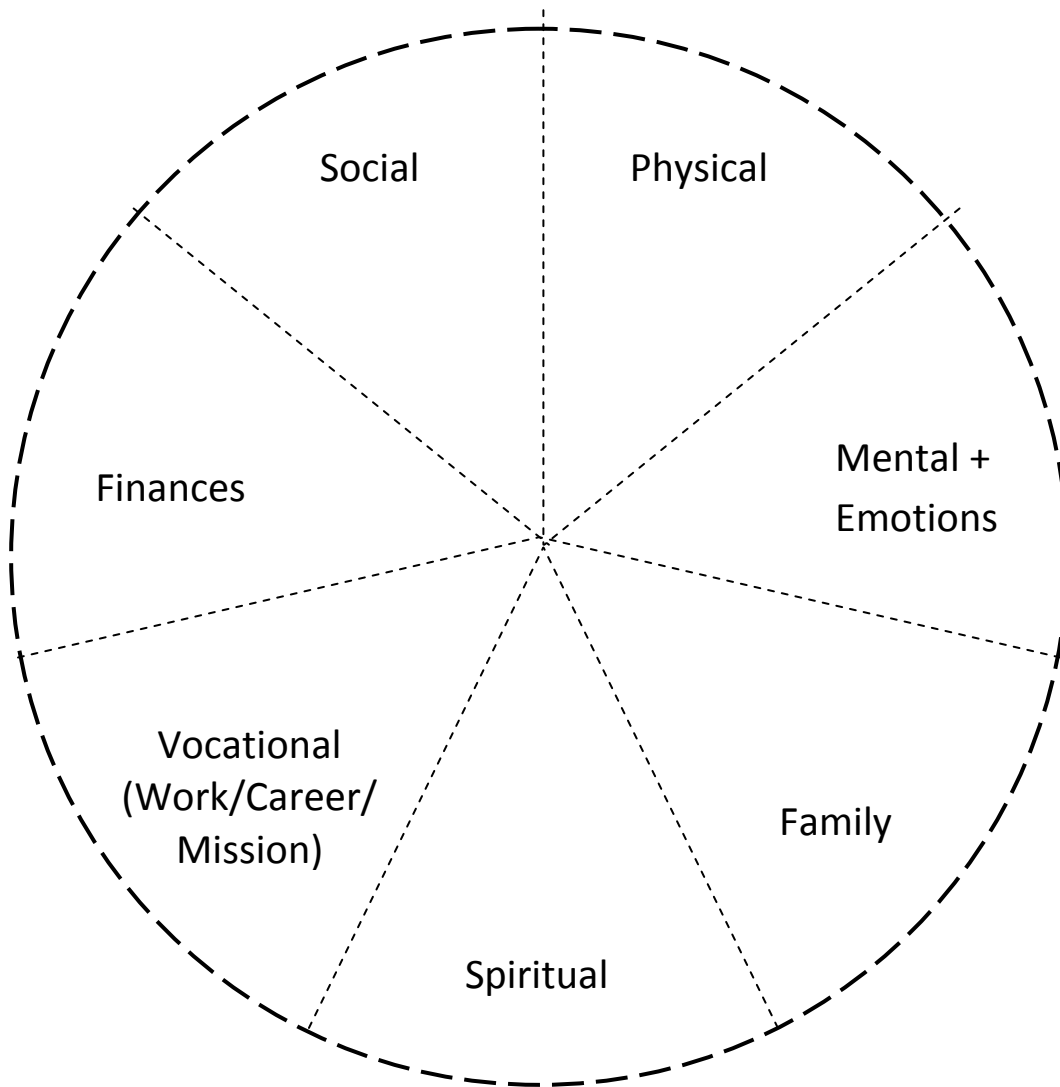
Hear the sounds of birds chirping and the background noise of the bubbling brook. Hear the crack of small branches beneath your feet.

See yourself stop, beside a pine tree and feel the texture of the bark, damp beneath your fingers.

Take in the smell of the earthy forest aromas – a blend of pine fragrance combined with the smell of decaying leaves on the forest floor.

At this point, you hear the cook of the BBQ yell that 'Grub's up', you imagine the taste of your favourite food and your mouth begins to water!

# THE WHEEL OF LIFE



## ‘Values – The Master Motivators’

(Track 4 & 5 – NTS CD 1)

As discussed on the audio program, people honour their own value system, not yours. Your hierarchy of values (a sub-conscious list from most to least important) determines what you pay attention to. It also determines your destiny. The things we value highly gets our **TIME**. Not only is terms of clock time, but also the following four things represented by the TIME acronym...

**T**ake action – you are motivated to take action on things you value

**I**nterest – you are interested in the things you value. Try having a conversation with someone about a sport you love, and yet they have no interest in it. It will be a quick conversation!

**M**oney – people spend their money on things they are interested in and value. We spend money on books because we highly value expanding our knowledge. Our son Jay spends money on soccer and Play Station games. Our daughter Rebecca spends money on clothes and Tae Kwon Doe. Look around your house and it will be obvious what you value.

**E**nergy – Emotion is simply Energy in motion (E-motion). Where our attention goes, energy flows. We put time and energy into those things we value highly.

At the other end of the continuum, what we don't value highly doesn't get our TIME. The lower something is on our 'Values Hierarchy' the more chaos we have in that area. For example, if you don't value money and financial freedom, watch how drama unfolds in your life constantly in the area of money. Uncertainty will prevail. In fact, we have a PHD in the things we value least. We will...

**P**rocrastinate

**H**esitate

**D**elay

Particularly in respect to those things we have little interest in or don't value highly. Your Hierarchy of Values (HOV) determines your choices, and determines the amount of discipline, order and focus. The lower you place something on your HOV, the more chaos and disorder. We value writing and expanding our knowledge. We are disciplined in writing, but chaotic in respect to computer games!

Your HOV determines your destiny. What if you were able to consciously elevate or de-elevate something in your 'Hierarchy of Values'? Would that be valuable? Think of the possibilities as a leader if you a master of elegantly getting people to heighten the value they place on 'Great

Customer Service'. What would the results be for the business? What if you have an employee you have invested years of time and money on, and yet they don't value 'Safety' highly enough, and the new owners of the company place it above everything else? What if the sales team placed a higher value on landing the 'stretch target' and took massive motivated action to make it happen?

During our programs and seminars, we are constantly asked if a person's 'Values' can be changed. Value are deep seated, and yes, they may be harder to change than a belief, and yet, you can consciously change them. A belief can be changed in an instant when we experience something that creates an immediate shift in thinking. For a Value to change, the 'something' we experience is normally something really impacting. For example, we learn we have diabetes, or suffer a heart attack or stroke, and that motivates us to place more value on our health. We use the example of our father/in-law – A smoker all his life, work had become his highest Value, and he therefore placed a low value on his wellness and health. That all changed when he discovered he had adult onset Diabetes. This was impactful enough to tip the scales. He was now experiencing too much pain associated with smoking, and gave it up easily.

The following process requires a little time. It also works best when you enlist a trusted support partner to facilitate you through the following 7 steps. Set aside an hour, find yourself in a peaceful environment, and stick to the process. Let's explore the steps, then pull them apart and understand why we do the steps in the order we do. Please trust us with this process. We have done this hundreds of people around the world, and the results confirm this process works... every time!

1. Identify the 'Value' you would like to elevate to a higher position on your Values Hierarchy.  
Note: Check ecology of making this shift – will it affect others? Congruency?
2. Write a list of the 25 benefits you would get if you placed more emphasis on it
3. Decide where you want to place this 'Value' in your top 5 hierarchy
4. Write a list of the 25 disadvantages of not repositioning this 'Value'
5. Heighten the PAIN - Use a V.A.K. future visualization process of what life will be like in 5 and 10 years if you DO NOT elevate this 'Value' in your hierarchy
6. Heighten the PLEASURE - Use a V.A.K. future visualization process of what life will be like in 5 and 10 years if you DO elevate this 'Value' in your hierarchy
7. 'Future Pace' the very next time an opportunity or stimuli will occur – what will you do differently?

We discuss the process step by step on CD one (Tracks 6 to 12) of the NTS Audio program.

We suggest you keep the following page as a template master – photocopy it for your own use whenever you wish to use the tool.



## BELIEF - Adjusting your view of the world

(Track 1-NTS CD 2)

Our beliefs and values are deep within our psychology – in our subconscious mind – and they drive what’s actually occurring in the moment for us. They govern the way we behave, and all decisions are processed via our beliefs and value structure. For example, if you were offered a stolen laptop computer; people who believe it is not right to steal, or be in possession of stolen property, will generally value being honest. The belief is ‘stealing is wrong’, the value is ‘Honesty’. Most people in this situation will decide this opportunity is not for them and say no to this ‘cash’ opportunity to score a cheap laptop computer.

What are beliefs? Beliefs are like a series of filters that give us permission to do something, or not. For example, a limiting belief might be someone saying: “Well I can’t get started on any wealth-creation strategies because I don’t own my own home and therefore the banks won’t lend me any money.” Now that was perhaps a limiting belief that I had some time ago and that governed my behaviour. However, when you change your belief to: “Perhaps there is a way I can use leverage to get myself started;” or perhaps the belief statement: “I don’t need much to get underway;” or “There are some simple things I can be doing now that will set me up for a better financial life in the future.”

The interesting thing is that this is when you change your internal self talk – your beliefs – it has to have an impact of your external behaviour in terms of what you say and what you do. Of course, what happened to me in the past is that family, friends, parents – people around me who had very strong beliefs around money – and it is a very emotional area – have actually SNIOP’ed me. I have become Subject to the Negative Influences of Other People and therefore I have not acted on something that I really should have done at the time. Many psychologists will confirm that 80% of our beliefs and your value system are intact by age seven! So in other words, the first seven years of your life have had a huge impact on you in terms of how you have wired up wealth and wired up money. What you have seen, what you have heard and what you have experienced – even subconsciously - have created your set of beliefs – your permission filters – in terms of what you will say and do when it comes to money. This is all going on subconsciously.

The level of belief systems and values contains statements about yourself, other people and situations that you hold to be true. They are emotionally held views not based on fact:

- “I believe that people in general can be trusted.”
- “I believe that I can learn from any experience I have.”
- “I believe that the customer’s needs are the heart of business success.”

Some examples of limiting Personal beliefs wired around Health and well-being:

1. Exercise is a chore
2. I am just big boned (becomes an excuse to be in a stuck state and do nothing)
3. I can't lose those last 4 kilos – it's too hard
4. There's too much conflicting information out there – who knows what to do!

### **The Belief Re-wire Process:**

The following process requires a little time. Set aside an hour, find yourself in a peaceful environment, and stick to the process. Let's explore the steps, then pull them apart and understand why we do the steps in the order we do. Please trust us with this process. We have done this hundreds of people around the world, and the results confirm this process works... every time! Here is an overview of the steps:

1. Identify the limiting belief you want to challenge or change, and identify the Significant Emotional Event (S.E.E.) which created or reinforced this way of thinking
2. List the times or circumstances where this limited thinking (self-talk) arises or comes up
3. Explore the downside of this thinking; what has it cost you? How has it disadvantaged you?
4. Explore the upside of thinking this way; how has it served you?
5. Create a more resourceful way of thinking; create a new belief. Scramble the old belief
6. List the benefits/upside of thinking this new way
7. Future pace how you will think and behave the next time a situation arises to apply new thinking

On disc two of the NTS Audio program (tracks 2 to 9), Ian and Karina draw the curtain aside and explore the psychology occurring behind each of these steps. You will need the 'Belief Rewire' process detailed on the next page in front of you. It is critical you have the master document in front of you in order to write in all the boxes. You cannot think it – you must ink it!

***TIP: Keep the master in this document clean – photocopy the master each time you want to work with a limiting belief and re-wire it.***

**7. Future Pace your future behaviour....** (Describe what you will think / do / or how you will behave the next time an opportunity / situation to apply your new belief occurs.)

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**1. Isolate the S.E.E.** (Significant Emotional Event) OR first memory / or experiences which created / or reinforced this thinking.

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**6. Benefits of this new thinking...** (List the upside or benefits which would result in the various areas of life.)

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**START HERE... BELIEF REWIRE**  
**LIMITING OR UNRESOURCEFUL BELIEF**  
**(YOUR SELF TALK)**

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**2. List times / events or situations** when this limited thinking arises / comes up.

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**5. Create a more resourceful belief / way of thinking....** (What is a better way of thinking that eliminates the downside (Box 3 and preserves the upside box 4?)

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**4. The upside of this belief...** (List the ways thinking this way has served you. What has been the upside / positives?)

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**3. The downside of thinking this way.....** (List ways this thinking has held you back, how it has not served you. What is the cost? How has it disadvantaged you?)

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## About the authors

Ask Ian to share a little about himself, and he will joke that he was born cold, wet, bald, fat and hungry, and then things got worse! Until he met Karina of course!

Together, they now run Enrich Management Group and equip individuals, teams and organizations globally, with advanced tools and strategies for enriching their lives and results.

Karina J is co-director of Enrich Management Group. She is also the founder and CEO of Mazoonga Enterprises, a foundation dedicated to empowering the lives of young women worldwide, and a practicing 'Life Enrichment Coach'.

With over 20 years experience in the health and well-being industry, including owning a personal training studio for 5 years, she is now a business woman, speaker, presenter and author with a gift for creative communication.

Karina's website is [www.karinastephens.com](http://www.karinastephens.com)

Ian is Australia's No: 1 peak performance coach. In 2008 he was listed by Saxton Speakers Bureau in the top 10 motivational speakers in Australia. He has a passion for the practical, coupled with an ability to inspire and equip people with simple everyday tools they can apply immediately to achieve more out of life.

Today, Ian is in constant demand and is booked to speak/facilitate for 160 days a year. He is author of '*The 7 Universal Laws of Sales Success*' and '*The 7 Immutable Laws of Customer Service*', and the co-author of '*The 7 Step Pathway to Mastery*.'

As a husband and wife team, they are the co-founders of 'Neuro-transformational Strategies'™ and travel the world delivering speeches and leading conference sessions on topics such as Health & Well-Being, Advanced Rapport Building, Communication Mastery, Understanding Gender Differences, and High Level Relationship Building strategies.

Ian and Karina can be contacted via [www.ianstephens.net.au](http://www.ianstephens.net.au) or via telephone on +61 (0) 40 3175794.

For more information on 'The Enrich Experience', Ian and Karina's advanced personal development weekend retreat, consult:

[http://www.enrichgroup.com.au/index.php/cmsid\\_enrich\\_experience](http://www.enrichgroup.com.au/index.php/cmsid_enrich_experience)

or e-mail [admin@enrichgroup.com.au](mailto:admin@enrichgroup.com.au) to receive an overview and program registration form.