

Great Questions to ask for Habitual Behaviour

Exactly *what* it is they *do* in their behaviour? (Where, how do they do it, what are the details? Be really specific with the details.)

When do they do it? (What are the triggers – bored, stressed, indecisive? Remember to look out for feelings and emotions, which will help you decide what to do later)

What does it *give* them? (There has to be a reason. How does it **benefit** them in some way? This could be relief, or time to think etc...)

Why is it they want to *stop*? (ie. What don't they like about it – what is their “Don't Want”?)

Why do they want to stop *now*? (what is their immediate tangible motivation/perceived benefit)

What do they *want* instead? (ie. What is their “Do Want”) Get 3 meaningful words from the client that you can use for bespoke suggestions.

What will be their *NEW* feeling when free of it? (there needs to be positive emotional benefit).

If you put all this together, you now have enough information to create solution focused negative aversions, positive suggestions or dip into some emotional analysis if need be.

In summary:

Instead of doing **(old habit)**

I am now going to do **(new behaviour)**

Which will have the effect of **(physical outcome)**

Which will make me feel **(feeling)**

Example summary:

Instead of **biting my nails**

I am now going to **let them grow**

So they become **long, strong and healthy**

Which will make me feel **strong, confident and in control**