

ANDREW **PARR**

Practitioner Academy

Welcome

Week 11 –Module 4 (Part 3)

Presented by Debbie Moores

Aims of Today

- **Goal & Achievement Plan**
- **Power Within me suggestions**
- **Assignment Surgery – Module 4**

Setting Meaningful Goals For Therapy

One of the **Learning Outcomes** for the Diploma states the importance of **setting meaningful goals** during the initial session:

- (a) This helps ensure you have clearly understood the **clients expectation**
- (b) And, allows you to **monitor the progress** towards those **goals** as therapy progresses.



Principles to bear in mind when setting goals :

- Identify what your client would like to work on, note it down.
- **Repeat back** and check with them that you have understood correctly.
- Keep the **Goals Positively Oriented and Specific** (small, manageable steps)
- Discuss how the client will know when they have resolved their issue.
- You can also set **'homework'** so these could be included in their Goals.
- Make sure the client understands this is a two-way exercise and they need to be **motivated** and **engaged to succeed.**
- Establish, a realistic timescale.

Goal Achievement Plan (G.A.P.)

- Andrew calls this the “**Goal Achievement Plan**” because he wants people to be able to actually **achieve their goals**. ANYONE can SET goals - achieving them is something entirely different.
- **Dream/Goal/Vision**, can struggle to achieve, then end up feeling as if we have failed
- This can create a sense of ‘**not enough**’ or **insecurity** or **powerlessness** or **dissatisfaction**.
- These **negative feelings** can then create a **vicious circle** that influence our behaviour in a negative way and the

Dream can remain a dream - forever unrealised

Goal Achievement Plan

- The **Goal Achievement Plan** takes the focus away from the end result, and focuses more **onto creating the right conditions**, for the end result to come about.
- This **increases the chances** of realising **the Dream/Goal**.

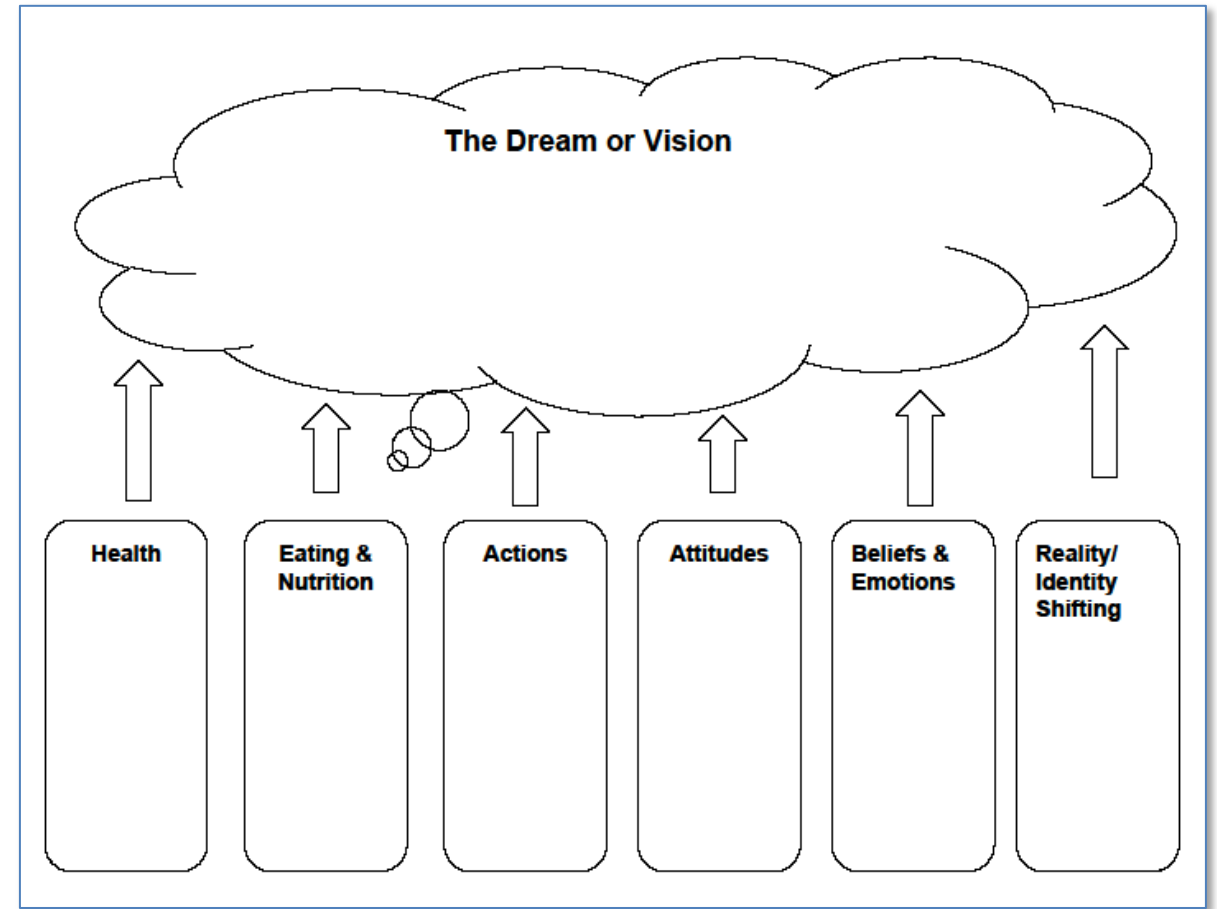
The plan is essentially divided into **two sections**:

- **The DREAM/GOAL** (i.e. the end result)
- **The ‘STEPPING STONES’ Boxes** (i.e. the steps that will create the right conditions)

The “**Goal Achievement Plan**” put forward by Andrew is really the amalgamation of a whole variety of goal setting methods studied and experimented with over the years, with varying degrees of success!

STEP 1 - THE END RESULT, GOAL, DREAM OR VISION

- In the **Goal or Vision** section you create a scene in your mind of how you will be, look, feel, etc. in the moment you realize and appreciate that you have **achieved your Goal**. Examples could be:
 - **Completing this course.**
 - **Getting your first paying client.**
 - **Fitting into a special item of clothing for a special event.**
 - **Winning a competition.**
 - **Gaining a promotion.**
 - **Forming a loving relationship.**
 - **Transforming your health and fitness**
 - **Anything that you wish to achieve, accomplish, or attain.**

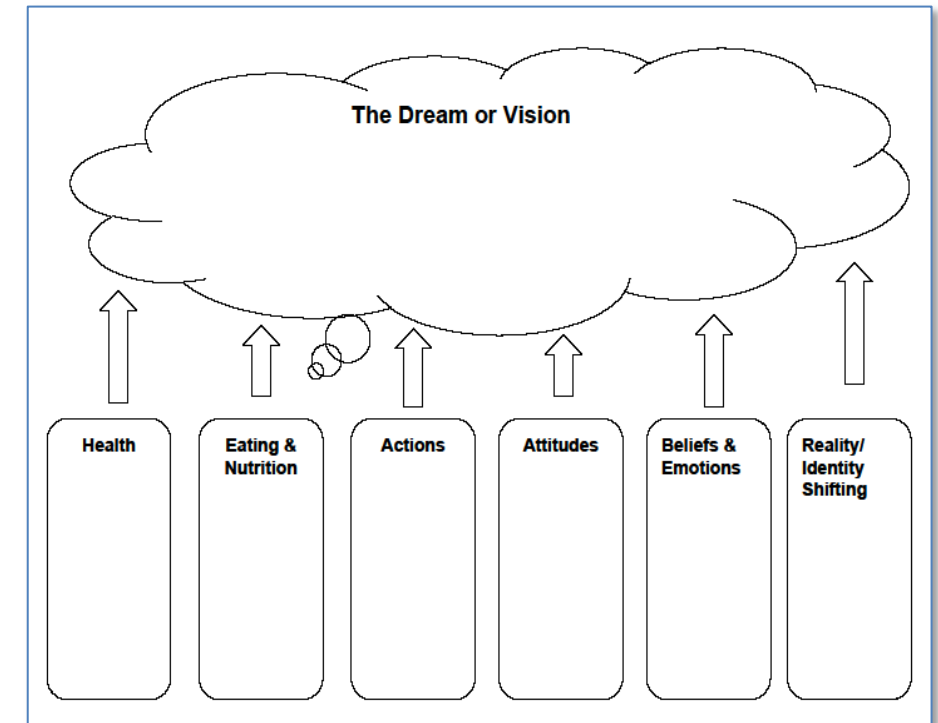


STEP 2: THE STEPPING STONES

- The **‘Stepping Stones’** are the specifics/ tactics that you can, and will do, or be, in order to **create the right conditions** that will increase the likelihood of bringing about the **‘Goal’** in Step 1.
- As long as you are doing the ‘Stepping Stones’, you should actually be **realizing and achieving your goal, moment by moment** and **day by day**.
- The **psychological benefit** of this is that **you can feel good, you can feel successful, you can feel that you are achieving**, even if you haven’t realized the Goal yet.
- This feeling will not only **improve the quality of your life** now, before you have attained the ‘Goal’, but will also create a **Virtuous Circle** to help **keep you motivated and achieving the daily goals** in your **‘Stepping Stones’ boxes**.

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TIP

“Success is the progressive realization of a worthy goal or ideal”

Earl Nightingale, Co-Founder Nightingale-Conant Corporation.

100% GUARANTEES

No-one can **100% guarantee** you will be able to, Guarantee you will ever really get anything you want!

There are just too many variables that can influence what happens.

But if you use this **Goal Achievement Plan**, you can **100% guarantee** that you will be **steadily moving towards your Goal**, realizing it **in stages** and thereby increasing the chances of finally fulfilling it.

People are often happy if they can at least make some progress towards their goal - even if they don't achieve it yet, and the **G.A.P.** is great for that.



Developing The Goal

There are many differing opinions on goal setting and, after experimenting considerably with this, I have come to realize they generally fall into **TWO types of goals**:

- **S.M.A.R.T.** – (Possibly “Boring”...) - **practical** - but **doable** with persistence, discipline and focus.
- **S**pecific (simple, sensible, significant).
- **M**easurable (meaningful, motivating).
- **A**chievable (agreed, attainable).
- **R**elevant (reasonable, realistic and resourced, results-based).
- **T**ime bound (time-based, time limited, time/cost limited, timely, time-sensitive).

INSPIRATIONAL GOALS

- Seemingly almost impossible but “*why the hell not?*” type goals, that will require a major shift in identity and beliefs - as well as **persistence, discipline** and **focus**.
- Many people set **Inspirational goals** - when they should really be setting more practical goals first ... simply because they don't have what it takes yet to make the major shifts. They can - but if they are not used to making big shifts in beliefs and identity, they will most likely end up feeling like a failure.
- For some people, the inspirational goals are essential in order to create the desired changes.



INTERESTED OR COMMITTED?

- **Essential** that the **Goal is inspiring** at least to some degree. Because, if it doesn't really matter, then there probably **won't be enough incentive** to cause the **inner shift** required to bring it about.
- Another way of assessing your motivation is to assess whether you are merely interested in achieving your goal, or **committed** – ie. it is something you **HAVE to achieve**.
- We don't want to create any **anxiety or stress** about not achieving, because that will be **counter-productive...**
- But if you **HAVE** to achieve something, your mind will often **dig deeper** and **find solutions** that have previously been overlooked or to ignore

To **increase motivation**, you can use these Coaching type Cartesian Questions

- What *will* happen if I *don't* achieve this?
- What *will* happen if I *do* achieve this?

GOAL SETTING TIPS

- Initially, **'Think Big'** .
- **Make It Believable** - If you can **imagine** AND **believe** that it is technically possible, then - **YES, you can achieve it.**
- Get at least **3 positive feeling words** or **phrases** that summarize how you/the client wants to feel as a result of achieving the goal.
- What kind of **thoughts and beliefs** do they have around this **Goal?**
- What is the **outlook on life** like, and how different is the lifestyle and daily routine?
- Be very, **very specific** with the **FEELINGS** as they will provide the inspiration and motivation for the **'Stepping Stones'**

REMEMBER

*“What the mind can conceive, and believe,
the mind can achieve”*

Napoleon Hill, “Think & Grow Rich”

Creating the 'Stepping Stones'

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The 'Stepping Stones' boxes are really a set of very **specific** and **practical steps** you can take and develop **mini goals** that you can achieve right now. **Keep it simple and achievable.**

- **HEALTH & EXERCISE, EATING AND DIET , PERFORMANCE , ATTITUDE**
- **BELIEFS** - What do you need to believe in order for your **Goal to be realized?** Make a note of these beliefs and ensure they they begin to form part of your self-talk, every day. Make it part of your day to say them to yourself to **reinforce these beliefs**
- **REALITY SHIFTING** - Every successful person, either knowingly or unknowingly, carries out **Reality Shifting exercises**. You (or your client) want to shift from an **Old Reality to a New Reality**. The old reality is where you are now.
- The **New Reality** is the one in the **Goal**. For the New Reality to be realized AND sustained, it **MUST** become a part of your NEW inner landscape.
- **IDENTITY SHIFTING** - **Who do you need to become**, in order for this to be sustainable? What do you need to let go of? How do you need to BE different, than you are now?

Putting Into Practice

- Dedicate a **portion of time** (a few minutes maximum a day is more than enough), to focusing your mind onto the **New Reality** - the **Dream** - you are wishing to create. And then forget about it!
- Then for the rest of the day, just get on with **applying the principles** in the **stepping stone boxes**.
- **This is extremely important:** Many people will focus only on the Goal and continually judge the difference between there, and where they are now.
- What you (or your client wants to do) is set aside deliberate, **focused moments** where **you implant the idea**, the image, the **feel of the Goal in your mind** - and then **let it go** and focus on fulfilling the 'Stepping Stones' Boxes. It is the **doing and being of those** that will really **shift your reality**.

REMEMBER

"If you wish to win a bicycle race, it doesn't matter how much positive visualization you do, at some point you still have to get on the bike and start pedaling."

A.Parr

A Goal Achievement Plan will give your client

- **Right attitude, motivation** and **inspiration** to follow through with the things you do and the way that you are.
- Remember, whatever the goal, we will only have that goal because we think that achieving it will help us feel better in some way.
- Those **feelings** will almost certainly be a reflection of **CORE BELIEFS**. Wanting to increase our sense of:
 - **Enoughness**, (self-worth, feeling good about ourselves)
 - **Safety** (and/or security)
 - **Control** (and ability to influence what happens to us)
 - **Acceptance**, (connection, inclusion, purpose, place in the world)
 - **Pleasure** in relationships
 - **En-lightenment**, (freedom and a new perspective)

According to Andrew Parr...

“Above All Else I Choose Peace”

*“If we **probe deeper** still into the **reasons** for each of the goals or different areas of change, what we really want is peace. And what I have found is if you make a **sense of PEACE** your **primary goal**, whilst focusing on your **everyday goals**, it tends to put you in the **better frame of mind** for achieving them - and it. I then combine this with statements from the boxes, to create a lot of **mantras and suggestions** but remembering that, above all else, **what we really want is peace**”.*

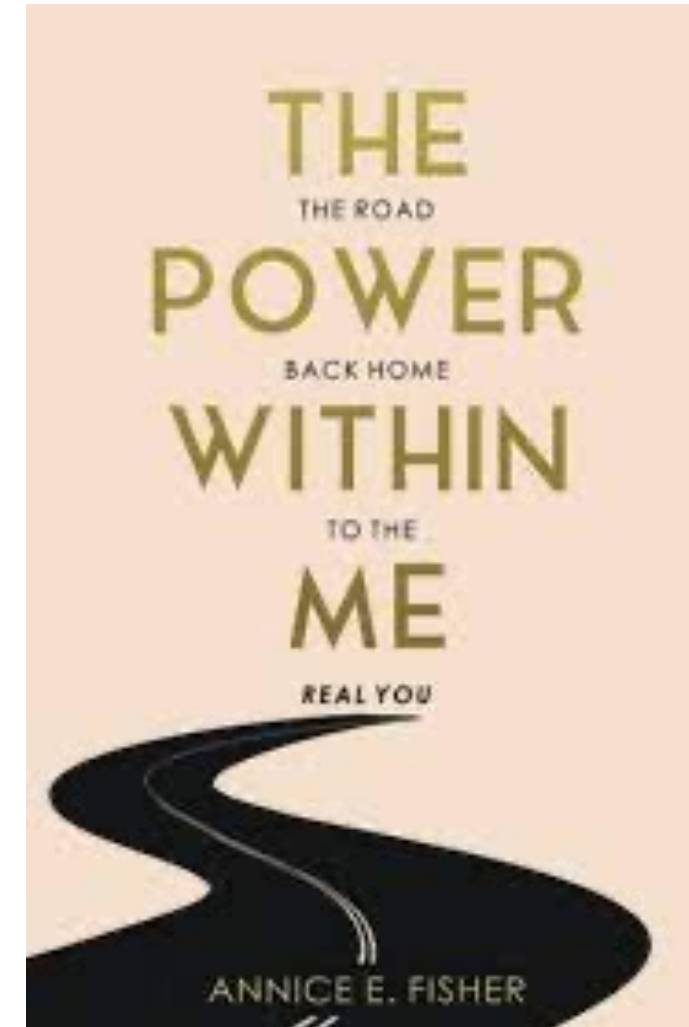
The “Power Within You” Suggestions

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Andrew adapted ideas that he believed would be beneficial, from any source. One day whilst attending an event in a local hall, he saw a sign that said something to the effect of:

“The Challenges ahead of you are nothing compared to the power within you.”

He thought, “*what a great phrase*”, and started using it with clients, as follows:



SCRIPT:

*“Feel around for that area of your life that is challenging, or seems difficult or is causing any kind of struggle, pressure, anxiety or whatever it may be ... and know ... with absolute certainty ... that whatever challenges lie ahead of you they are nothing compared to the ‘**Power Within You**’.*

*Whatever challenges lie ahead of you are nothing, nothing, compared to the **Power Within You**.*

*And you can remember that ... and ... if it’s ok with you, **my voice will go with you**, just being there with you, for you, supporting you, helping you, encouraging you, reassuring you and reminding you, wherever it is useful ... and wherever it is appropriate.*

*Whatever challenges lie ahead of you are nothing, nothing, compared to the **Power Within You.**”*

Practice (Week 12) – Putting It All Together (Next Week)

You now have the knowledge to:

- **Interview a client** you have never met before and have no background knowledge of.
- Help them drill down into what they **Don't Want** and what **they Do Want**.
- Look for **core beliefs** in the discussion
- Look for **fears and emotions**.
- Gain an understanding of what they need to think, believe or feel instead of what they have been, in order to facilitate what they do want.
- If appropriate, create a **Goal Achievement Plan**.
- Relax the client into **hypnosis**, **deepen** the state, and **deliver suggestions**, whether by script or hand crafted, including things like "***The Power Within You***", and return the client to normal awareness.

Assignment Surgery – Module 4