



YES, YOU ARE AN UNDERPAID ‘THERAPIST’

Saturday November 3rd, 2018 – 11:45am to 1:00pm

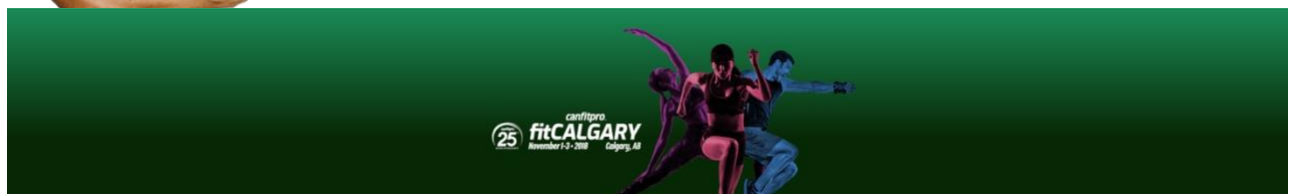
Session 327

by **Nathalie Plamondon-Thomas**

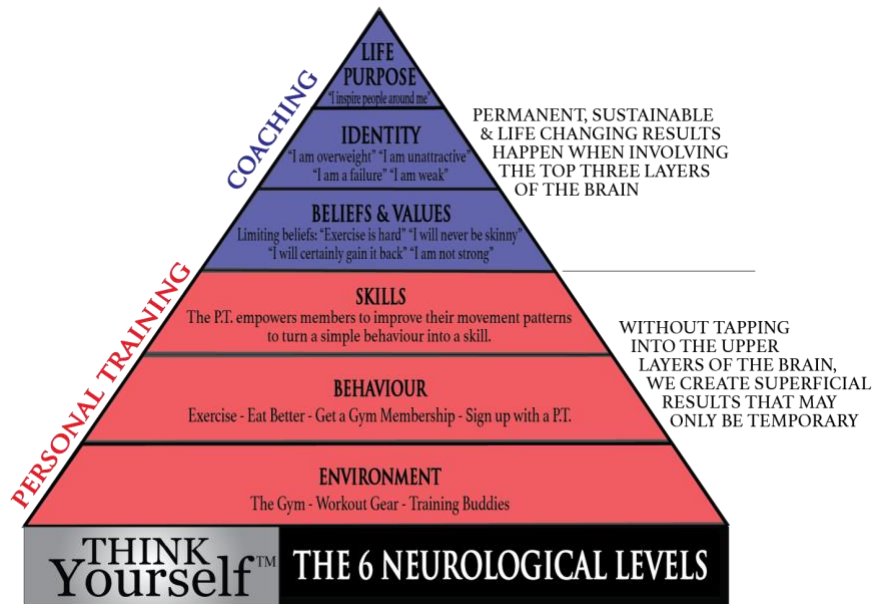
Transformation Expert

No.1 Best Selling Author, Master Coach, Speaker, Publisher

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ROBERT DILTS NEUROLOGICAL LEVELS



NOTES: _____

YOUR BRAIN POWER

- Logical Mind
- Unconscious Mind
- Personal Assistant
- Self-Sabotage

NOTES: _____

THE D.N.A. SYSTEM

DESIRE (Environment & Behaviours)

NEW YOU (Skills & Beliefs and Values)

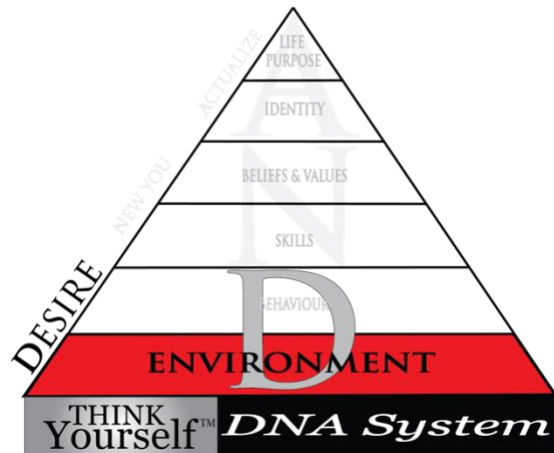
ACTUALIZE (Identity & Life Purpose)

NOTES: _____

THE “D” - DESIRE

ENVIRONMENT

- Who are you Talking to?
- STYLE-L.I.S.T. Assessment Tool
 - Leader
 - Influencer
 - Supporter
 - Thinker



NOTES: _____

What or who in your environment supports your best Self?

Who or what should you surround yourself with? Be specific (locations, names).

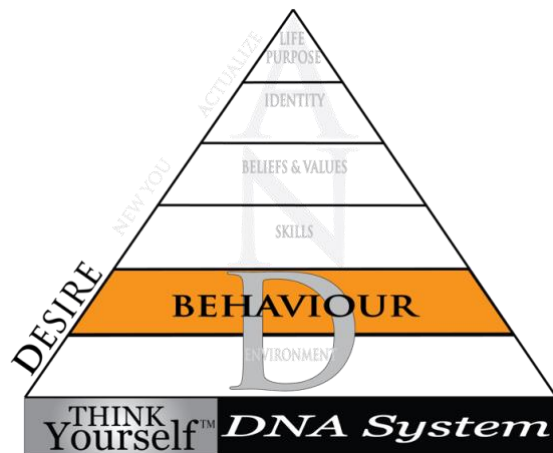
Who is your ideal client?

BEHAVIOURS

- Rapport
- Language

BAD WORDS

- I am FAT
- Losing weight is HARD
- No PAIN no GAIN
- Don't GIVE UP
- Push through the PAIN
- I am just too TIRED today
- If I get my LAZY BUTT off the couch
- I ALWAYS gain it back
- IF I get to the gym



BETTER LINGUISTIC

- I wonder when you will start loving it, today or next session...
- Do you want to start or finish with the burpies today?
- Keep going, you are learning so fast!
- How great it's gonna feel when you can run in the park with your kids

- You are tougher than you thought hey?
- You are getting more focused every session
- See yourself getting into that bridesmaid dress at your sister's wedding
- Hear what people are going to tell you at the office
- Now you can feel how it feels to be strong
- You're gonna be looking forward to our next session
- You are learning how it feels to actually like exercising
- Remember when you did this?
- Always? - Never? - Says who?

NOTES: _____

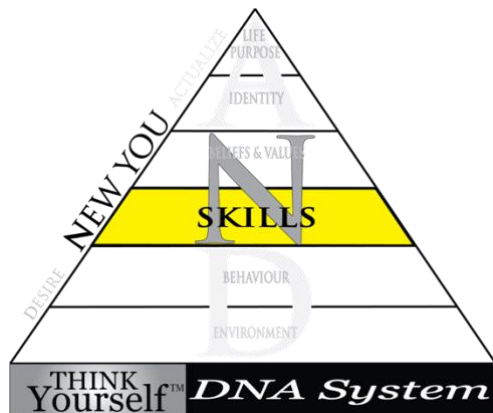
What behaviour do I need to do more of?

What behaviours or bad habit do I need to do less of, change or stop?

THE “N” - NEW YOU

SKILLS

- NICHE
 - Market
 - Skills
 - Passion



- Sweet Spot

NOTES: _____

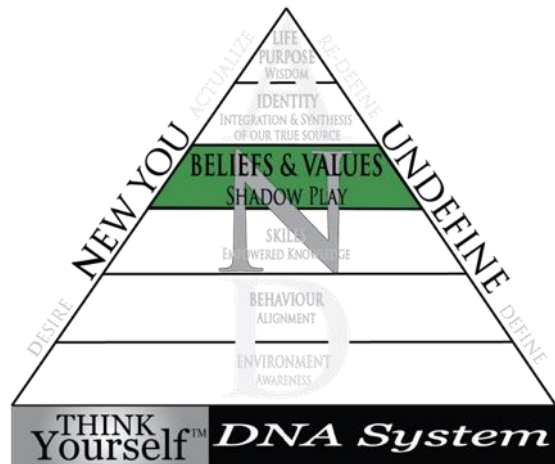
When do you feel strong? Alive? In Charge?

What skills come easily and are effortless for you?

What skills do you need to practice?

BELIEFS & VALUES

- Limiting Beliefs - Negative to Positive
 - Exercising is HARD
 - When you go back to eating NORMAL STUFF, you will gain the weight back
 - I don't have WILLPOWER
 - I am not a therapist...



NOTES: _____

What limiting beliefs do you hear your clients say?

How can you help them re-phrase these limiting beliefs?



What are your limiting beliefs about your PT Business?

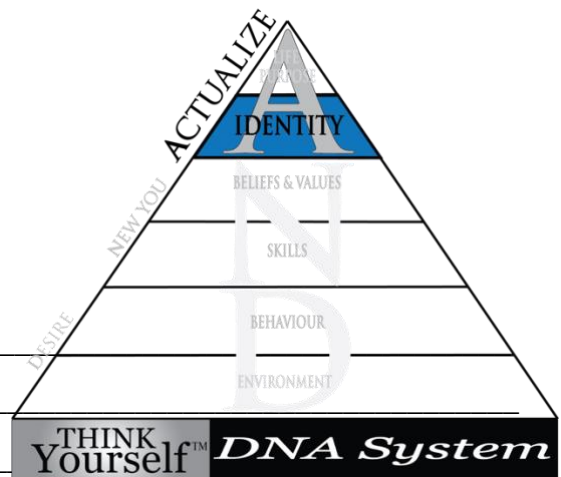
How can you re-phrase them?

THE “A” – ACTUALIZE

IDENTITY

- I am SHY

NOTES: _____



What do you love about who you are?

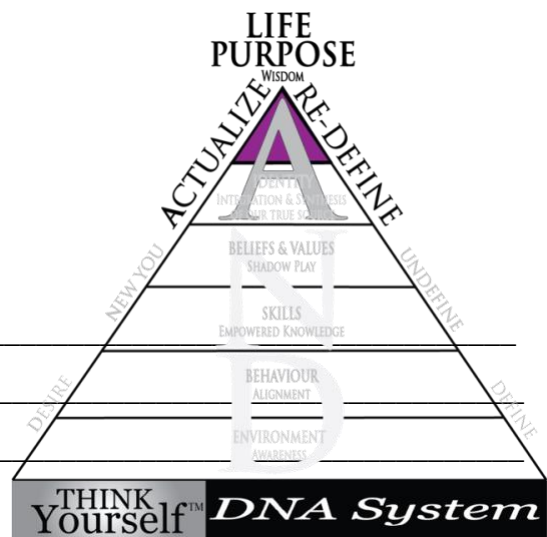
Is there anything that you do not like about who you are and that you want to commit to change?

LIFE PURPOSE

People don't buy what you do, they buy why you do it.

Simon Sinek

NOTES: _____

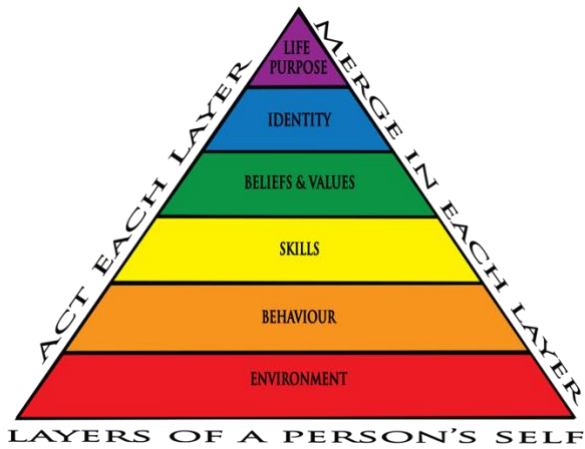


What is your client's purpose?

What is your purpose? How are you a contributor?

Why do you want the things that you want? What is your "Big WHY"?

ACT & MERGE



NOTES: _____

ANTICIPATE - PLAN B

What could get in the way?

What are you going to do about it?

ACCOUNTABILITY

List one thing you will do this week:

What are you going to do to stay motivated?

Write your accountability Partner's name and number:

You will be talking one week from now, on _____ (date) _____

NATHALIE PLAMONDON-THOMAS



The Expert with a proven system to reprogram your brain and give you transformational results. Founder of the THINK Yourself® ACADEMY, speaker, Master Life Coach and No.1 best-selling author of seven books on wellness and empowerment.

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