

STATE ELICITATION Script

The best states to anchor are intense naturally occurring states, though it's useful to elicit powerful desired states in others as well.

The key to eliciting a state with someone is to:
Be totally in that desired state while eliciting it in the other person.

Steps to state elicitation:

1. Establish Rapport and get into the desired state being elicited using tonality and physiology appropriate to that state.

2. Ask the following questions:

“Can you recall a time when you were totally (desired state)?”

“Do you remember a specific time?”

“As you go back to that time now, go right back to that time, and be there now! Float into your body and see what you saw, hear what you heard and really feel the feelings of being totally _____!”

3. Calibrate the clients state using the sensory acuity to gauge when the peak of that state has been achieved.