

The painless change process

Step-by-step instructions for the best change strategies available to help you become as successful as you wish by shifting from protective fear to positive, productive action.

Dr. Peter Pearson

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Real and lasting change involves more regions of your brain than the part that creates beliefs. I've discussed this technique (and others that are even more powerful) with physicians, medical researchers, and other related professionals to get a better understanding of why and how this works the way it does. The conclusions of these scientists are theoretical. Interestingly, they independently reach similar reasons about why these techniques work. However, that's not really important... just try these steps and see the results your self.

— Dr. Peter Pearson

1. Identify the stressful action you want to take.

For example, making a specific phone call to a specific person. The more specific the action the better.

2. Feel the distress in your body

How do you feel and where do you feel it, when you think of making the call and give it a rating from one to 10 with 10 being the highest distress.

3. Tap or rub one knee

Either left or right knee is okay while feeling the distress in your body.

Generally, 10 to 15 seconds is sufficient time. Then take a relaxing breath and rub your hands together. You may even want to "shake out" your arms and legs.

4. Think of your preferred response

In your "perfect world" what would it be like for you while making the call? For example, you might want to feel confident, strong, calm, and have clarity of thinking... the other person would be upbeat, enthusiastic, wanting to know more. Tap or rub the other knee when doing this. Use your imagination to see yourself as clearly as you can imagine.

Specifics are important. Imagine how you will look, feel and sound when you are confident. The more clearly and specific you are the more regions of your brain you are engaging.

The more regions of your brain you engage the easier the shift will become. As you do this, tap or rub the other knee.

Generally, 10 to 15 seconds is sufficient time. Then take a relaxing breath and rub your hands together. You may even want to "shake out" your arms and legs.

5. Get the other parts of your brain involved.

Look up toward the ceiling and move your eyes slowly back and forth. This simply engages different parts of your brain. Take a few relaxing breaths as you tap both knees and think about the benefits of taking action in a confident way, what positive thoughts and feeling you will experience and the impact this will have on achieving your goals successfully.

Keep focusing on the benefits until you notice a significant shift in the tension identified in step one. Take a relaxing breath and

rub your hands together and shake yourself out if you wish.

6. If there is still tension/anxiety, repeat the process.

Start with feeling the leftover tension in your body.

7. Remind yourself this is only an experiment.

Do this process just to see what happens when you look at the problem more peacefully. Remind yourself you can always go back to the old ways of feeling and you are committed to nothing.

8. Complete the process.

Take a relaxing breath and rub your hands together. You may even want to "shake out" your arms and legs.

Now Add Your Power Word

Give this positive experience a name or label, so you can readily refer to it again in the future. This will be your "power word." Any name will work. You could label it "Calm and confident," "Satisfaction," "Do it now," "Mountains," "Liberation," or any name that has some positive meaning for you.

Some of my power words are titles of books I value, favorite movie titles, or people I admire— either living or historical.

Use the power word when you feel stuck or tense. It will help make you feel more confident and empowered.

Quick Summary of the Painless Change Process:

1. Think of a challenge you are having. Identify the action that you wish to take or improve.

2. Rub or tap either knee while feeling the tension in your body. Rate it from one to ten. Try to appreciate that the "resistance" is attempting to be protective.
3. Rub or tap the other knee while thinking of your preferred response in this situation. Be as clear and specific as you can.
4. Tap both knees while looking up. Take relaxing breaths and move your eyes back and forth. Review the benefits for taking action. The more benefits you can think of the better. Take a relaxing breath and rub your hands together. Rate your distress again and notice how far it has dropped. Repeat until your distress is reduced to where you want it.

Using the "Power Word" Process

Using self-accepting affirmations with your power word reduces the effects of painful experiences. Some statements you could use are:

Even though I have been critical of myself for this problem, I can still accept myself now. Then repeat your power word after each of the following statements.

Even though a part of me may want to hang on to the old way of responding, I can still accept myself now.

Even though I may have been critical of others over this problem, I can still accept myself now.

Even though I may be skeptical of how much this can help me, I can still accept myself now.

Even though I have felt pain over this problem, I can still accept myself now.

Even though I have may felt helpless over this problem, I can accept still myself now.

Even though I may have had expectations that others should change to help me feel better, I can still accept myself now.

Even though a part of me may still not want to change, I can still accept myself right now.

Even though a part of me may not believe I deserve to feel better, I can still accept myself right now.

I can comfortably allow prospects to make their decisions about what is in their own best interest.

Even though I think my offer will be a match for the prospect, I can still respect their decision to decline my offer and feel good about giving them the chance.

I can be successful in my business while accepting myself.

I can more comfortably prioritize my daily "to do list" While being accepting of myself.

I can be more accepting of myself as I work on my business.

I will pay attention to making good efforts instead of basing my self-esteem on making a sale.

These are just a few of the statements you can use. Please feel free to create your own self-accepting statements to fit the problem you are describing.

The following list of resources can help accelerate your success path.

I have two CD programs on my website
MLMPainlessChange.com.

One album, **Mental Edge MLM**, I did with legendary Randy Gage. We combined his expertise in network marketing with a psychologist's insights into human behavior. There is a special CD on creating a stronger team with your spouse for more total success as a network marketer. (You'll find this program by

clicking "Other Recommended Resources" at the very bottom of the web page.)

The second program, **Power MLM**, will increase your comfort in prospecting, making presentations, hosting meetings, staying organized, and overcoming procrastination. However, the major benefit may be reducing the two biggest fears of most network marketers: rejection and failure. You get a step-by-step approach to experience immediate results in reducing your fears.

I also have a website, CouplesInstitute.com, which gives you good resources for a flourishing marriage. Ellyn, my wife who is also a psychologist, and I have specialized working with couples for the last eighteen years. Helping couples create a stronger team is important for a thriving relationship. I think this is a neglected part of being a successful network marketer. Sign up for our free monthly column, "Love that Lasts."

BesetFreeFast.com will give you more information about a different way to use the power word process.

EmoFree.com. This website (Emotional Freedom Techniques) will give you other ways to help reduce the effects of painful experiences that interfere with growing your business.

Emdr.com. will give you more information about a very well researched process that helps reduce emotional distress quite rapidly. Emd/r stands for "eye movement desensitization and reprocessing." These words won't mean much until you check out the website.

Becoming a successful Network Marketing entrepreneur requires a wide variety of skills, knowledge and emotional resiliency. As such, I want to expose you to the best change strategies available to help you become as successful as you wish.

Respectfully,

Peter Pearson



For more than 20 years, **Peter Pearson, Ph.D.** has been specializing in helping people transform their relationships. His fascination with human behavior and his own experience as a Fuller Brush salesman inspired him to create amazing, innovative techniques that are revolutionizing sales training. He transforms timid beginners into confident sales performers and shows seasoned pros how to exceed their wildest dreams.

Dr. Pearson is an engaging, dynamic expert in leading psychology workshops. His powerful presentations include practical skills, advanced techniques in regulating difficult emotions and entertaining vignettes from his own experience to demonstrate how some impasses are managed. Audiences often clamor for follow-up advanced workshops. He is the author of two books, numerous articles, and a co-author of the "Mental Edge MLM" CD set with Randy Gage. Peter was also a Consulting Associate Professor at Stanford University for 15 years.

Dr. Peterson says you can *"Leave your procrastination and disorganization behind! Get organized, get active, and get sponsoring new people! This revolutionary approach to personal growth and change is the most exciting recent development in the field of psychology. Its applications to Network Marketing*

will have you building your group faster than you ever have before."
