



## The Six Step Reframe Technique

Bandler and Grinder developed the six step reframe technique from their study of Milton Erickson (ideomotor signals) and Virginia Satir's work with parts. They included it in their book *Frogs into Princes*.

When we are young, we try out different behaviors and some of them work. We keep the ones that work, even though they no longer work for us as adults. Throwing a tantrum at 4 might get us what we want, but at 44 it probably won't work so well.

**Behind every behavior is a positive intention** – this is one of the basic presuppositions of NLP. Motives drive behavior. Our brains do nothing without some (usually unconscious) purpose. The six step reframe is a powerful NLP technique to reframe behavior which is no longer useful.

NOTE: This is an NLP technique so, of course, can be done effectively in a fully conscious state. In my opinion, it is much more effective when embedded within a hypnosis session but preferably in the beginning of the session while in a light alpha state.

### The Process

Identify the unwanted behavior or response. Ask the client to identify something they would rather not do or feel. Notice sensations in the body.

Establish communication with the part creating the unwanted behavior or response. Ask if it would be willing to communicate consciously. Ask the subconscious, "Is there a positive intention for this unwanted behavior or response?" "What is your positive intention with this behavior? What are you trying to convey? Note: this is an unconscious signal. Don't force it, which would make it conscious. If you must wait a while for the signal, just wait. These can be internal words, internal feelings, internal images, or gestures as a signal from the subconscious. When you get a signal, thank the part for responding.

**Find the positive intention.** Ask the part “What do you want? What positive thing are you trying to do for \_\_\_\_\_? The key here is to recognize the difference between the parts intention and the way it is going trying to achieve it. Assume this aspect of self has a positive intention, and so say thank you to this part. Establish rapport and ask if there might be even better ways to help \_\_\_\_\_.

Brainstorming: Ask for help from their creative part to create 3 alternative ways to get the intended outcome.

Ask the part to evaluate these new choices. Are they acceptable? Will they be as good as or better than the previous behavior? This part needs to be willing to try them out for the next month or longer, if appropriate. Negotiation is key. If the part with the unwanted behavior is not happy with these alternatives, it is unlikely to give them a try. It is important to negotiate to acceptable alternatives and achieve a willing commitment. If none are not acceptable, go back to step 4 for better choices.

Check for objections with other parts. Continually refer to step 4 until acceptable choices are found. If there continue to be objections, identify which of the choices are not acceptable and ask the subconscious to create 4 new choices that can also accomplish the positive intension, while not having the unwanted aspects. NOTE: You do not have to consciously know what the new choices are. Your subconscious says: I generate them!

Conditional close: “Subconscious, now that you have new choices in behaviors that fulfill this intention better than the unwanted behavior, would you be willing to do use these?”

Apply the choices: “Turn inward and ask the subconscious to give a signal as soon as it is willing to take responsibility for applying the new choices.”