

Managing STATE

Your state is the complete combination of everything going on in your mind, your internal dialog, what you are telling yourself, your beliefs, how you are processing information, how you are standing, sitting breathing -- **it's the TOTALITY of YOU at any given moment.**

If you want to improve your performance in ANY task, you need to be in the right **state** for that task.

You have all kinds of states, roughly about 150 states yet we use the same 5-10 every day. Recognize that sitting down and playing with a puppy is not the same state as if you jump out of airplanes. The key is to make sure the **state you are in is the one you want for the task.**

The John Grinder Model

4 BREATHING

3 PHYSIOLOGY

2 STATE

1 PERFORMANCE

The state you are in determines which resources are available to you.

The model is hierarchy, which means that anything ABOVE, takes in everything below. You can change something in this hierarchy and you not only change that level but everything below it (you just **don't** change what's above it).

When we **change (#1) PERFORMANCE, we are attempting to do something better, trying to improve things.** By focusing solely on performance often change will not work (think of people who study, study, study and still fail the exam).

What Affects PERFORMANCE? **(#2) Your STATE** – every part of you together either aligned doing the right thing or not aligned, in chaos and then your performance suffers.

The way you get good performance in any task is by being in a powerful state for that task. This means bringing in all your resources to the foreground that you need to perform better for that task.

How To Get There? Easy to say – “do a better job”, but again, that is only focusing on performance.

Use Your Body (**# 3 PHYSIOLOGY**). When you change the way you physically move, you **change your state automatically.** When you move in an empowering way, maybe with strong tight fists, standing tall with relaxation in your muscles. You will automatically get into a better state.

When you relax you change your physiology and when you change your physiology you change your state and then your performance of whatever it is you are doing improves.

Emotion follows motion. If you want to change your emotion get moving. Think of being angry and going for a run to get calm, or hiking in

nature for a sense of calm.

Even more empowering than moving is (#4) **BREATHING**. Of course everybody breathes, air is a nutrient and you can't do without it – you need oxygen. **It's how you breathe** that will change everything. When you breathe correctly, slowly deeply **FILLING YOUR LUNGS** in a relaxed fashion, you change your physiology, and then you change your state and then you change your performance.

This has been known in the far east for centuries, yoga is based on shifts in breathing, Qi Gong, another system of meditation changes and Tai Chi changes. Martial arts focuses on breathing which improves performance as a fighter. Mindfulness focuses on the breath. All of these things involve at some level a powerful shift in breathing causing your physiology to change, causing you to go into a more empowering state, and that will change your performance no matter what the task is at hand.

How to Change your STATE

The executive is in the pre-frontal cortex and is involved in long range planning, it's part of your brain that actually takes control like the CEO of a company. Think of it as a position more than a personality. The different 'ego' states – maybe 150 available and we use 5-10 a day – jump into the Executive and take over control for different tasks. You don't want your aggressive martial arts state to be in the Executive when you are playing with a three year old child. It will not work! **You want the right state in the Executive for the right purpose.**

What do you want in your STATE?

Changing your state is as easy as identifying what you want for the task at hand. State things in the positive and make a shopping list of what you want to be in the Executive at any given time.

Imagine you are going to a meeting -- many people do this all wrong and

focus on the negative. They get all nervous, timid and meek. You want to step into that meeting feeling powerful and strong by changing your breathing, changing your physiology and changing your state.

Change your state by calling it in - create that shopping list: I want to be assertive for that meeting; I want to be professional; I want to be a good listener; I want to enjoy handling things at that meeting. There will be one state that will match closely that will move into the Executive functioning and will take over the task for you with enjoyment.

The key? Focus on what and how you WANT to be for that task.

Another way to change STATE

You can ‘tap’ your resource state into the Executive quickly and easily.

With your dominant hand, gently tap the point on the non-dominant hand between the baby finger and ring finger, just beside/below the two knuckles. There will be a small indent in this location.

As you tap this point, say out loud what you want, ‘i.e. for an exam you may say ‘I am calm, I am SO prepared, I am organized, I am SMART, I can get all of the information I need easily and flows in quickly, I am excited and energized’ and keep repeating.

Tap for 1-2 minutes.