



ESSENCE CONVERSATION WORKSHEETS

ESSENCE PHONE CALL SCRIPT

Hi, I am working with a life coach.
I am doing a self-evaluation exercise.
Do you have a couple of minutes to answer a question?
Thanks!

"The question is:

"What shows up when I do? What qualities do I bring into a room?"

(Write down what they say.)

"Is there anything else?"

(Write down what they say.)

(Thank them and go on to the next conversation.)

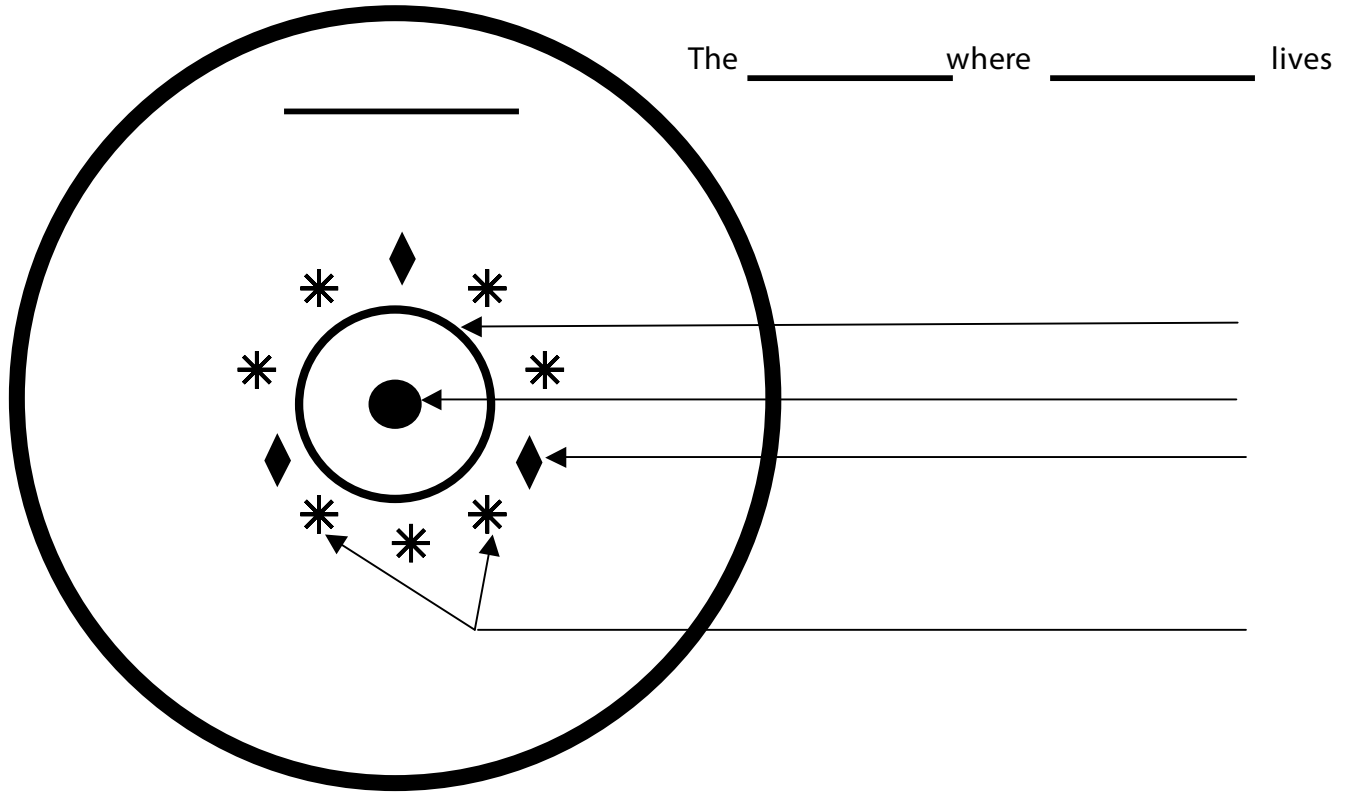
NOTE—The question is meant to be obtuse on purpose and is meant to make people think. Do not explain the question to them. Let them figure it out. Repeat the question if needed. **ASK BOTH QUESTIONS AS ONE QUESTION (i.e. DO NOT SPLIT THEM UP OR ADD "AND" TO THE SENTENCE.)** They both lead to the same answer. If they say something negative, write it down and cross it out. They are describing your Survival Mechanism and that is not the point of the exercise.

Notice in the call if people are coming from Fear, Self-Defense, Feelings or Essence. It is not a social call so keep it short. Otherwise, someone's Survival Mechanism will get triggered. Lastly, don't have your mother or father be the first call. Go make calls.



ESSENCE CONVERSATION WORKSHEETS

SURVIVAL MECHANISM DIAGRAM BLANK

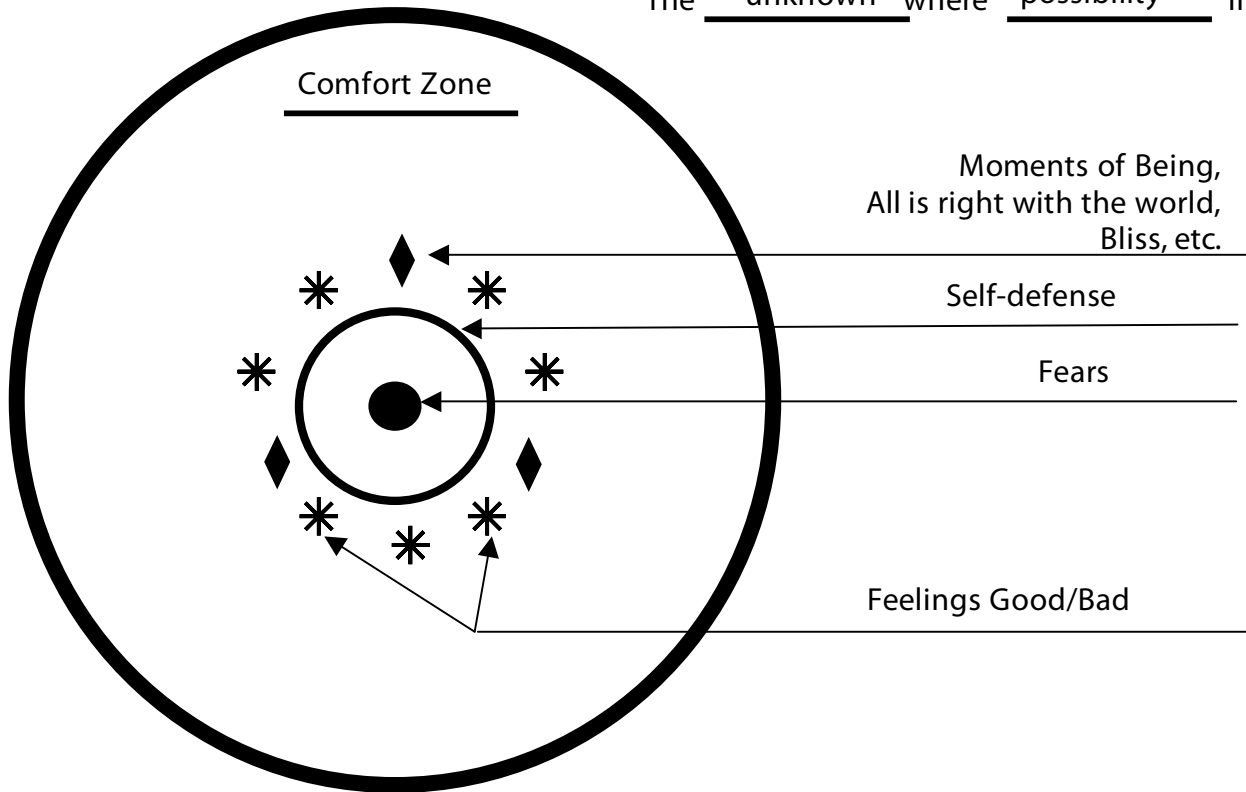




ESSENCE CONVERSATION WORKSHEETS

SURVIVAL MECHANISM DIAGRAM FILLED IN

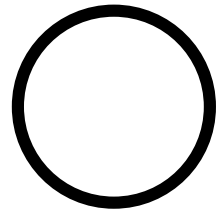
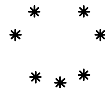
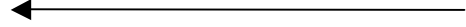
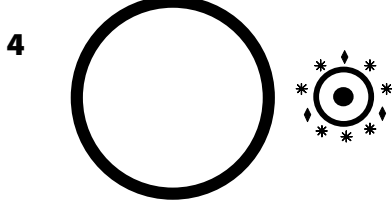
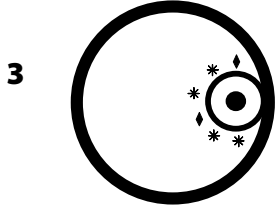
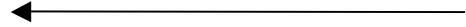
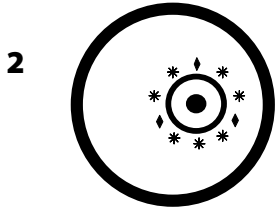
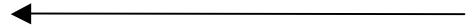
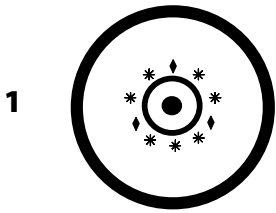
The unknown where possibility lives





ESSENCE CONVERSATION WORKSHEETS

NORMAL OPERATING PROCEDURES



Possibility = _____



ESSENCE CONVERSATION WORKSHEETS

A DAY IN THE LIFE OF THE SURVIVAL MECHANISM

