

## How to get clear on the outcome you desire

### **Your general OUTCOME statement (stated in the positive)**

What do you want?

What will that do for you?

What stops or prevents you from getting what you want

### **Clear evidence that you have the OUTCOME (put in context)**

When, where, what, with whom do you want it? Not want it?

Do you want this in other situations?

### **Sensory feedback**

How will you know when you have what you want? What will you **see (look like), hear (sound like, tell yourself) and feel (where is the feeling in your body)** when you get what you want? (internal)

What will be a demonstration of it? (example)

### **How close does it represent me?**

Is it representative of who and what you want to be?

What will happen when you get what you want?

How will this impact significant others?

### **Can I own it?**

Is it something that you can initiate and maintain yourself? If you want someone else to change, ask, "What would having others make the change do for you?"

### **Does it fit?**

Does it fit into your life as a whole?

When you get what you want, will you stand to lose anything?

What will you stand to gain by getting what you want?

What is your first step?



Onpoint Coaching

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