

## Outcome Specification

1. What do you want? (Positive, controlled by client, specific sensory based, small chunk size)

What specifically will that do for you?

2. How will you know when you have it?

3. Where, when, and with whom do you want it? (Sensory based and ecological)

How will this affect other aspects (or people) in your life?

4. What stops you from having this already?

5. What resources do you already have that will help you obtain your outcome?

6. What additional resources do you need to obtain it?

7. How are you going to get there?

First step-----Be specific and achievable

Is there more than one way to get there?

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### Personal Trance Words

What do you need in a job for it to be enjoyable?

How do you know you've done a good job?

What makes a friendship/relationship meaningful?

What's your hobby? What draws you to that hobby?

What's the most relaxing place you can think of?