



Meta-Stating Troubling Concepts

As human beings we are meaning makers. We understand the world around us by giving it meaning. We use our language (words, images, sounds, etc) to ascribe meaning not only to physical things, but we can also create relationships with words, ideas, and concepts.

Simply think of some words that can really get to you (ie. Injustice, discrimination, the 1%, Wall Street, communism, capitalism, etc). Just hearing the words can rattle your cage. It's not the word itself that is problematic, it's the meanings you've given it that make it problematic. And since you are a meaning maker, you can choose to ascribe different meanings to it! Ones that are more life enhancing and empowering.

The same is true for words like money, the concept of asking for money, valuing yourself, etc. This can really get in the way of charging money for your services and this is why so many coaches get stuck. They won't go out and talk to potential clients in fear of that topic coming up. Or they'll undersell themselves, even working for free. It could also be concepts like discipline, sales, marketing, following structure, freedom, etc.

You might want to hook up with a buddy coach to help you through this process, and you might want to work with several concepts that are holding you back in your business.

The pattern is called "Meta-Stating Troubling Concepts". Essentially, you are uncovering, quality controlling and discarding old, limiting meanings and replacing them with new, more empowering ones. After that you will work on setting the prices for your products.



The Pattern:

1) Identify a concept that gives you problems.

What concept do you want to develop a better relationship with? What concept, understanding, or idea pushes your buttons? What do you put into the sentence stem, *"I have a problem with . . ."*?

Menu List: authority, dependency, women, intimacy, entitlement, freedom, morality, vulnerability, criticism, fairness, failure, etc. What comes to you when you finish the sentence stem, *"I can't stand . . ."*?

2) Ground the concept to some real world trigger.

What sets off this idea or concept? What triggers it? When does it happen? In what context? What event or events elicit this response in you? What are the sensory-components of the trigger, the see-hear-feel variables?

3) Enter and explore the matrix of frames about the concept.

What do you believe about X? [Use the basic meta-questions to explore the frames and frames-within-frame. always enter the person's matrix with respect and exploration, without judgment or advice.]

What does X mean to you? When you think about X, what thoughts-and-feelings come to mind? What do you expect? And what do you believe about that? [Track the layers]

4) Quality control the construct of the concept.

Do you need this concept as part of your matrix of frames? Does it enhance your life or empower you? Is the framing of this concept useful or limiting? Healing or toxic?

Does thinking and feeling in this way serve you? Does it make you a



happier person? Does it help you achieve your outcomes and goals?

5) Design a new more enhancing set of frames.

Just for the fun of it, playfully imagine yourself getting to choose another frame or meaning, how would you like to classify it, label it, evaluate it, or frame it? If you could magically use new frames of meanings that would enhance your life, what would you use? What state would you want to be in instead?

How would you like to think about or feel about these actions? [Build a new matrix with the meta-questions. Embrace the new concept as a more useful concept and begin to texture it with other ideas that make it more useful, productive, and empowering.]

Take this into the future and try it on. What different would that make? Would you like that? What will you do to keep it?