

# NLP OUTCOME FRAME

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## 1. A well formed outcome is:

### a. Stated in the positive.

Example, “I want to lower my body weight to a more healthy level” rather than, “I don’t want to be so fat.”  
To turn a negative statement into a positive statement, ask, “if you were not so fat, what would you be, or how would you feel, instead...?”

### b. Something that can be initiated and controlled by you.

Example, “I want to eat healthy foods and exercise regularly.” rather than “I want the restaurants I go to to use less fat in their foods.”

### c. A manageable chunk size.

Example: “I want to lower my body weight by 5 pounds per month until I reach my weight goal.” rather than, “I want to drop 50 pounds as soon as I can.” (Too big a chunk)

## 2. Gather sensory specific evidence for the outcome:

When you are slim and trim, what will you see, hear feel?

“I see a slim attractive person looking back at me in the mirror, the smile on my face, the delight in my expression, my companion’s happy expression.”

I hear the sounds of satisfaction with myself, the voices of people congratulating me, and my own voice telling myself how happy I am with my slender, attractive body.

I feel relaxed, calm, and pleased with myself.

## 3. Note the meta-outcome.

The meta-outcome is the motivation or more important aspect of what is wanted and gives you a lot of useful information regarding what motivates you toward this particular outcome. You elicit the meta outcome by asking, “What will having your outcome do for you?”

For example, “when I am at my desired weight and body size, I can hike in the mountains with my friends.”  
Hiking means success.

The question. “*What will happen if you don’t achieve this?*” can also elicit this information.

## 4. Resources Inventory

What resources will you need to achieve your goal? What information, attitude, training, funding, or other help from outside yourself do you think you’ll need?

What resources do you think you already possess? Considering what you need compared to what you have, what is left over that needs to be addressed for you to achieve your goal?

For example, “I love to walk” is a good resource toward exercising regularly.

## 5. Consider alternatives

Is there another way to achieve your goal than those ways you have already considered? You might prepare an inventory of those ways you have already tried that proved unsuccessful as well as ways that proved successful – no need to reinvent the wheel. You might wish to consider alternatives that you previously considered unlikely to succeed - like a method you had previously dismissed or left out of consideration because you felt it was too weird.

## 6. Ecology check

“*When you achieve this, will anything or anybody be at risk?*” This is an important question.

Being aware of the ecology of the change will save you a lot of time and trouble. For example, if you are working to lose weight, then realize that losing weight and becoming too attractive might threaten your marriage, or compromise you in some other way, you will likely not lose weight. Address the ecology issue before proceeding.

## 7. Future pace.

“Imagine yourself already having achieved your outcome - you are hiking the mountain trails with your friends, seeing the vistas, etc, hearing the sounds of the trail – birds singing, breeze rustling the trees, etc... feeling the warmth of the sun, the cool of the breeze, relaxed and happy about the hike, etc... smell and taste the hike, too. What would you say to yourself now about this? Example “I knew I could do it!”