



Program Material - CCE 200

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200 Practical Theory

201

Introduction to beliefs Part II: the benefits and limitations from an outside perspective

The benefits and limitations regarding your beliefs from an outside perspective are established to aid in our survival. Consider thousands of years ago movement in the tall grass meant danger, such as a saber-tooth tiger that was about to come and eat you. Fast-forward to the present moment and consider that we still fear the unknown such as movement in tall grass. This is where we get into the understanding of fear and how this fear benefits us and also limits us from an outside perspective.

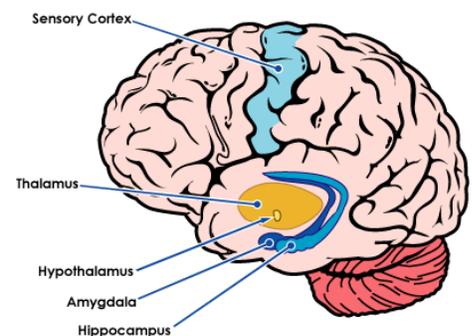
What is Fear?

Fear is a chain reaction in the brain that starts with a stressful stimulus and ends with the release of chemicals that cause a racing heart, fast breathing and energized muscles, among other things, also known as the fight-or-flight response. The stimulus could be a spider, a knife at your throat, an auditorium full of people waiting for you to speak or the sudden thud of your front door against the door frame.

The brain is a profoundly complex organ. More than 100 billion nerve cells comprise an intricate network of communications that is the starting point of everything we sense, think and do. Some of these communications lead to conscious thought and action, while others produce autonomic responses. The fear response is almost entirely autonomic: We don't consciously trigger it or even know what's going on until it has run its course.

Because cells in the brain are constantly transferring information and

Parts of the Brain Involved in Fear Response



triggering responses, there are dozens of areas of the brain at least peripherally involved in fear. But research has discovered that certain parts of the brain play central roles in the process:

- Thalamus - decides where to send incoming sensory data (from eyes, ears, mouth, skin)
- Sensory cortex - interprets sensory data
- Hippocampus - stores and retrieves conscious memories; processes sets of stimuli to establish context
- Amygdala - decodes emotions; determines possible threat; stores fear memories
- Hypothalamus - activates "fight or flight" response

The process of creating fear begins with a scary stimulus and ends with the fight-or-flight response. But there are at least two paths between the start and the end of the process. Let's take a closer look at how fear is created.

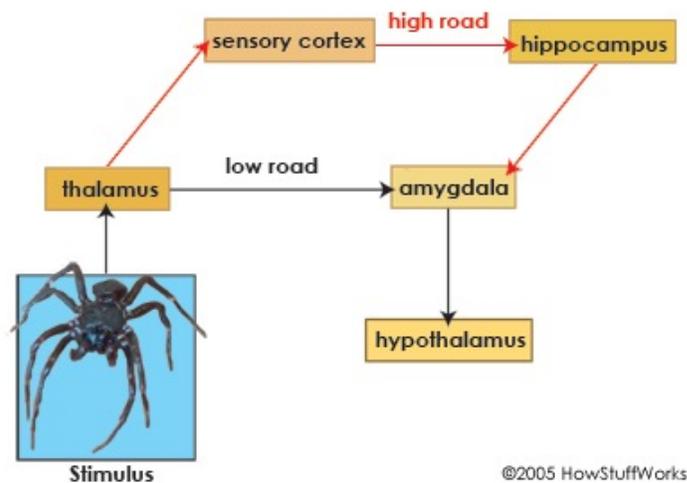
Creating Fear

The process of creating fear takes place in the brain and is entirely unconscious. There are two paths involved in the fear response: The low road is quick and messy, while the high road takes more time and delivers a more precise interpretation of events. Both processes are happening simultaneously.

The idea behind the low road is "take no chances." If the front door to your home is suddenly knocking against the frame, it could be the wind. It could also be a burglar trying to get in. It's far less dangerous to assume it's a burglar and have it turn out to be the wind than to assume it's the wind and have it turn out to be a burglar. The low road shoots first and asks questions later. The process looks like this:

- The door knocking against the door frame is the stimulus.
- As soon as you hear the sound and see the motion, your brain sends this sensory data to the thalamus.
- At this point, the thalamus doesn't know if the signals it's receiving are signs of danger or not, but since they might be, it forwards the information to the amygdala.
- The amygdala receives the neural impulses and takes action to protect you: It tells the hypothalamus to initiate the fight-or-flight response that could save your life if what you're seeing and hearing turns out to be an intruder.
- The high road is much more thoughtful.
- While the low road is initiating the fear response just in case, the high road is considering all of the options. Is it a burglar, or is it the wind?

The Paths of Fear



The long process looks like this:

- When your eyes and ears sense the sound and motion of the door, they relay this information to the thalamus.
- The thalamus sends this information to the sensory cortex, where it is interpreted for meaning.
- The sensory cortex determines that there is more than one possible interpretation of the data and passes it along to the hippocampus to establish context.
- The hippocampus asks questions like, "Have I seen this particular stimulus before? If so, what did it mean that time?"
- What other things are going on that might give me clues as to whether this is a burglar or a wind storm?"
- The hippocampus might pick up on other data being relayed through the high road, like the tapping of branches against a window, a muffled howling sound outside and the clatter of patio furniture flying about.
- Taking into account this other information, the hippocampus determines that the door action is most likely the result of wind.
- It sends a message to the amygdala that there is no danger, and the amygdala in turn tells the hypothalamus to shut off the fight-or-flight response.

The sensory data regarding the door -- the stimulus -- is following both paths at the same time. But the high road takes longer than the low road. That's why you have a moment or two of terror before you calm down.

Regardless of which path we're talking about, all roads lead to the hypothalamus. This portion of the brain controls the ancient survival reaction called the fight-or-flight response. To summarize this section; the benefits and limitations from an outside perspective related fear. If your ability to control or be controlled by your fear suspense is out of balance then your primary focus of your life will be holding you back from the opportunities, healthy relationships and an abundant life. What we believe is safe and unsafe as you can see deals with what is and also what could be real or imagined. As you can see this will serve you from a survival standpoint if what you're dealing with is real and can hold you back if what you're dealing with is an illusion. When working with your client it is imperative for you to ask the powerful questions that uncovers the fears your client is dealing with from current reality and imagined reality.

A deeper look into subconscious belief and the perfect design

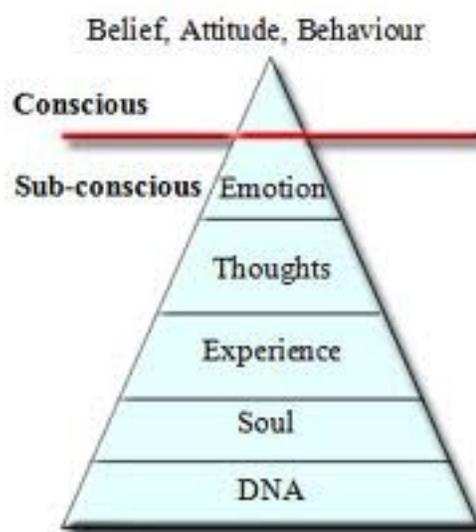


Figure 2.8 – Pyramid of Sub-conscious Mind

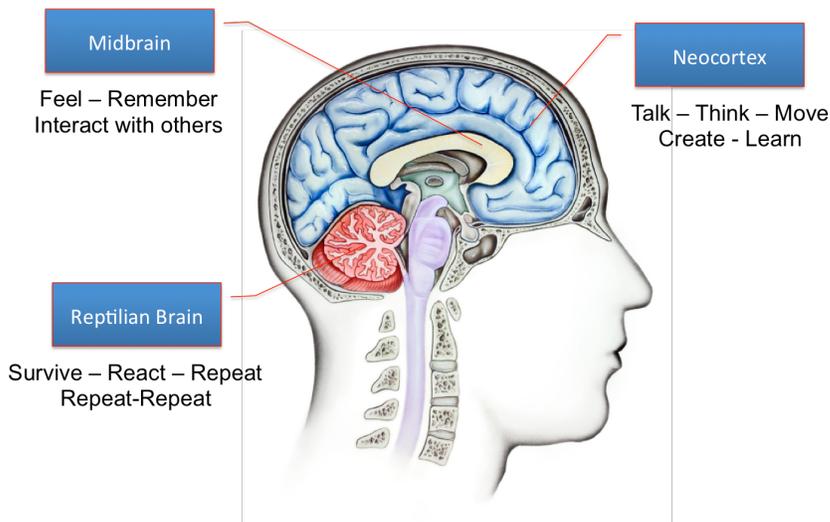
Beliefs reside in both the conscious and subconscious parts of the mind. In doing this work with your client, they will discover that they have been living their lives controlled by the beliefs that they possess, the ones that serve them and the ones that have been holding them back from a life they been trying to achieve. As per the diagram above you can see the areas of the mind that affect a person's beliefs.

The part of the perfect design is important to discuss is how slow and consistent a person's beliefs to change. If we were able to change your beliefs to rapidly it would create a psychotic state where a person is flip-flopping from one state to another. The perfect design has a slowly change her beliefs as the new synapses and narrow pathways develop. In the power of understanding the mind and how it works gives you the tools to deeply assist your client in making the necessary changes they desire to make to aid in the development and creation of what it is or trying to create and develop.

Warning: Your conversations where you are asking powerful questions and listening powerfully greater focus towards creating because there is nothing to fix. Let me say this again, there is nothing to fix. If your client wants to change a bad habit, then you will help them create a good habit. As a result of the good habit the bad habit will cease to exist. I read a quote many years ago that says "the tree water grows" this logic applies to changing beliefs. The change happens automatically once you identify the belief your client wants then you will guide him or her towards us through the creation of a new habit. Remember there is nothing to fix!

203

The Neuroscience behind the believing brain through an evolutionary perspective



The reptilian brain, the oldest of the three, controls the body's vital functions such as:

- heart rate,
- breathing,
- body temperature
- balance

Our reptilian brain includes the main structures found in a reptile's brain: the brainstem and the cerebellum. The reptilian brain is reliable but tends to be somewhat rigid and compulsive.

The limbic brain emerged in the first mammals.

It can record memories of behaviours that produced agreeable and disagreeable experiences, so it is responsible for what are called emotions in human beings. The main structures of the limbic brain are the hippocampus, the amygdala, and the hypothalamus. The limbic brain is the seat of the value judgments that we make, often unconsciously, that exert such a strong influence on our behaviour.

The neocortex first assumed importance in primates and culminated in the human brain with its two large cerebral hemispheres that play such a dominant role. These hemispheres have been responsible for the development of human language, abstract thought, imagination, and consciousness. The neocortex is flexible and has almost infinite learning abilities. The neocortex is also what has enabled human cultures to develop.

These three parts of the brain do not operate independently of one another. They have established numerous interconnections through which they influence one another. The neural pathways from the limbic system to the cortex, for example, are especially well developed.

As you can see that believing brain has evolved to an essential attachment to beliefs and does not change them easily.

This portion of the program provides you with the information necessary to go forward in the coaching of your client through certain beliefs they scary and why they believe their beliefs are so real and important.

204

Exercise in coaching a client to discover their surface level beliefs

It is important to have your client start off this portion slowly.

Questions

1. What do you believe about your personal experiences in your life? Give some examples like "I believe you should stop at stop signs at every intersection" . " I believe you should open a door for others especially those that are not able to like the elderly and the handicapped" and "I believe your should not steal or lie" Have your client talk with you about their "surface level

beliefs" There is a homework opportunity at this point to have your client journal all the surface level beliefs they have and write them out. Start it with "I believe _____" I would call this the end of a coaching session and maybe meet another two or three times to continue to discover all your clients beliefs. The reason for this is to remove the surface level beliefs so you can access the sub-conscious beliefs. Once exhausted with this phase move onto part 205.

205

Exercise in coaching a client to discover their sub-conscious beliefs

To get to a deeper level of beliefs we call sub-conscious beliefs as your client what bothers or irritates you or makes you angry? You can come up with examples of things that bothers or irritates you in the world. You can give your own examples in the area of "dishonest people" or "Selfish people" or "over bearing loud people" Use your own examples, this is intended to get to their subconscious beliefs here is an example. If they say something like "Stop signs" then you will be able to ask questions around this irritant and may get levels like the following:

1. Because They make no sense, if no one is coming then I should not have to stop and then get going again for no reason
Keep digging say something like "say more about that" or "what else does it mean for you"?
2. It is wrong because of all the water energy stopping a car for no reason and using all the energy getting back up to speed again for no reason

What else could this mean for you?

3. Because I feel like it is holding me back from where I want to go and causing unnecessary delays
What else? if you could go deeper what other reasons do you think there are?

4. I feel like I am running out of time and need to get my goal achieved before _____
If you get your goal achieved what does that mean?

5. People will like me and I will be important or liked and people will want me around.

Write for your client so the belief gets captured and recorded. If you do this right they may not be aware of what they say and unable to retain it like recalling a dream it is there for a short time after waking up from sleeping then it is gone.

This is an example of how it works and then you coach at this level to uncover a deep belief in 206.

206

Exercise in coaching a client to discover their unconscious beliefs

So the same exercise on the following question

2a. What scares you?

They may say something like "losing my spouse"

What does this mean for you to lose your spouse?

"I will be alone"

What else?

"I will be lonely and lose our common friends"

What else about losing your spouse scares you?

"Rejection, I will feel rejected and that terrifies me and no one will want me"

What else scares you about losing your spouse ?

"I will have no money and lose everything, I feel shaky just thinking about it now"

This uncovers a subconscious belief as follows. If your client loses his/her spouse he/she will have no money and lose everything. See how this works? it is nearly impossible to do this work without the assistance of a coach or mentor and getting to this type of belief uncovering is also near impossible.

Write for your client so the belief gets captured and recorded. If you do this right they may not be aware of what they say and unable to retain it like recalling a dream it is there for a short time after waking up from sleeping then it is gone.

207

Steps in discovering beliefs at the mid level of cognitive thinking

This portion of the questions to uncover beliefs now at the unconscious beliefs by seeing physical patterns.

What patterns have you seen show up in your life repeatedly that....

1. You like
2. You dislike

Go through the same process again and remember to stay present and takes notes for your client as he or she shares their fears. You are getting very close to some very sensitive statements that will free your client form much personal suffering. Go slow with this and stay present as your client starts to open up. Remember to establish a trusting rapport so they feel comfortable with the process. You

will get your client saying things like "I had not idea i believed this" or "I can't believe I actually have been living my life all this time believing _____".

Th reason this is near the root of the belief is the way the mind is wired. Survival is number one in the mind and fear serves survival which triggers anger. That is why you will ask your client what makes them angry before asking what scares them.

The more you do this work the more satisfying it will become for you.

208

Powerful questioning to address the beliefs and having the client list the actions

The questions you can now ask to cement the understanding are as follows:

If you did not believe _____ how would you be acting?

If you did not believe _____ how would your life be different?

If you did not believe _____ what actions would you take in the immediate future?

If you did not believe _____ Who would you go speak with and seek understanding and or forgiveness?

Wr-write your belief in a statement that has you create something. The statement is not intended to fix anything, it is intended to create something. Have your client re-write a limiting belief as a statement to create something for them selves.

209

Now What? Actions to take to address beliefs

Test the limiting beliefs in their tangible world. They may have a belief that it is not safe to say no, have them go into the world and look for opportunities to say no to the outside world. The homework is the them to do the following around the uncovered belief:

1. Start something new
2. Stop doing something
3. Keep doing something that will more them past the limiting beliefs.

210

Accountability coach – walking with your client to see where their actions become evident.

Continuous coaching program design

This is very straight forward, stay connected with your client and a monthly contract whiner they can contact you by text or email and short calls will serve them best. You are walking with your client in assisting them to do what they thought was once unsafe and impossible. You are helping them uncover unsafe an an illusion and they are fee to go live their lives.