



# CHANGING BELIEFS With Neuro-Semantics

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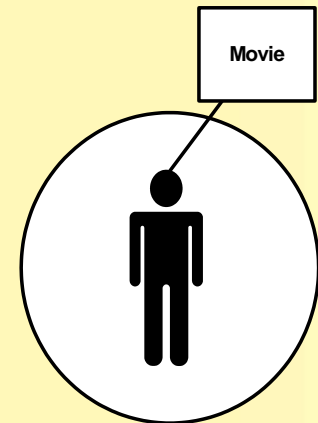
## WHAT IS A BELIEF?

- Is it just a thought? A representation?
- Is a belief more than just a representation?

*Representation* --- the code you use to present to yourself some idea or thought.

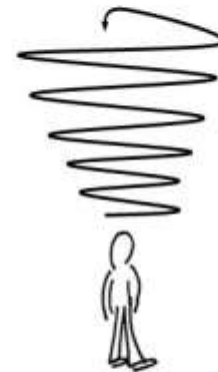
### Startling Fact:

- “Beliefs” are not basic representations.
- They are not made out of mere images and sounds.
- Beliefs are encoded in language.



## ***A Belief is a System ...***

- ❖ A system of thoughts-and-feelings.
- ❖ A system of meaning about a thought.
- ❖ You can *think* without *believing*.
- ❖ To *believe* you have to bring some special thinking to the thoughts you believe.

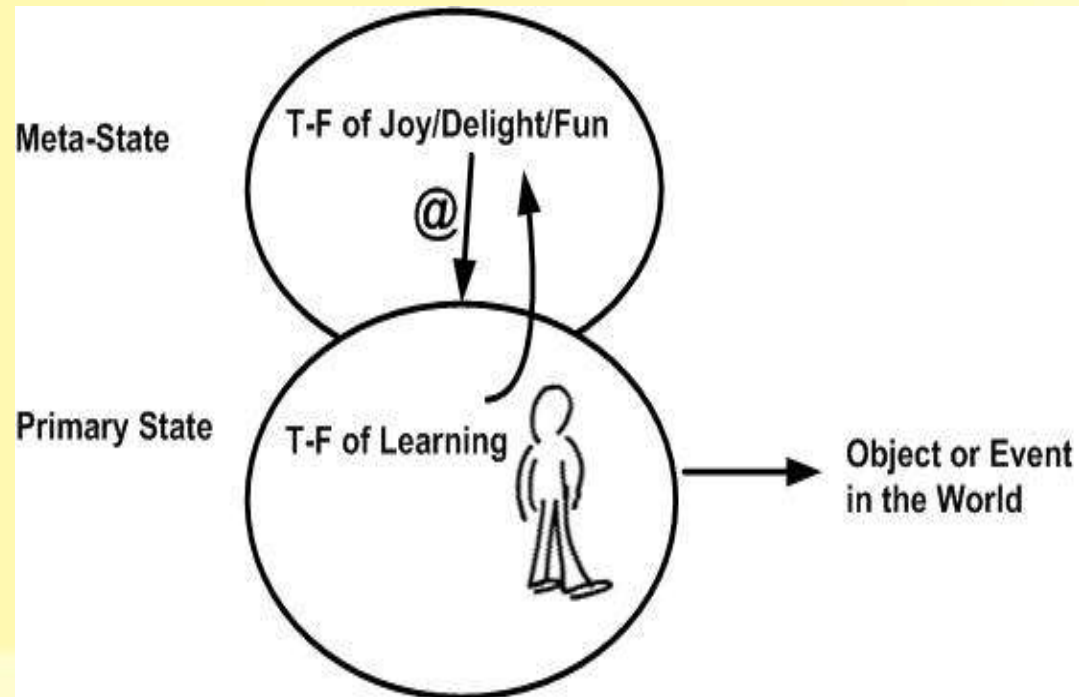


## The Structure of a Belief

A *confirmation* thought about a previous thought.

Therefore the *confirming* and *validating* that a thought is true, real, and the way it is.

When you *confirm* an idea with *validation*, you generate something that's more than a mere thought--- it is a *gestalt* state, a meta-state that we call a "belief."



And there's more ...

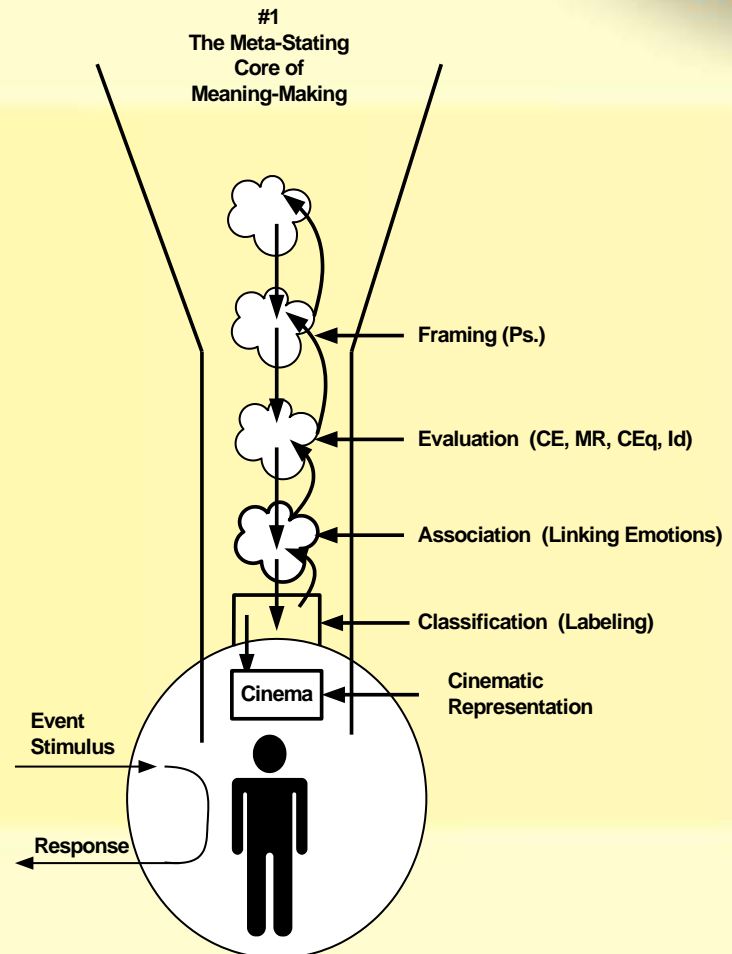
**A belief is a system of confirmations.**

*Why is this?*

*What explains this?*

*How does this work?*

As a Meaning-Maker you never stop making meaning. You do so at multiple levels as you set frames and embed those frames in yet higher frames.



## Beliefs come in Belief Systems

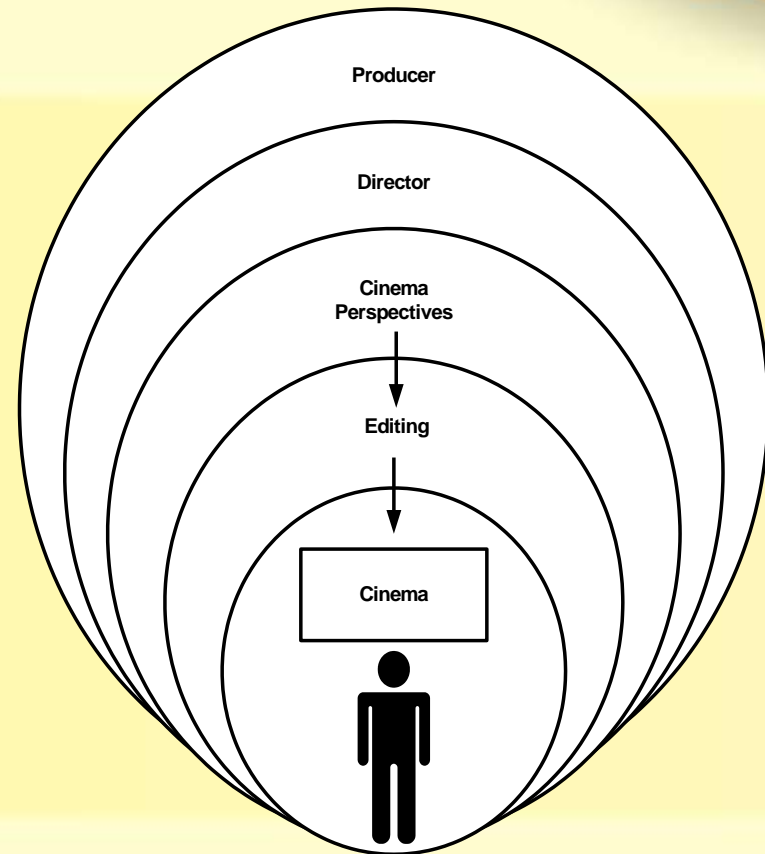
First , a Thought.

Second, a Confirmation.

Third, Evidence that convinces you.

Fourth, Thinking Style.

Fifth, Values, Identity, etc.





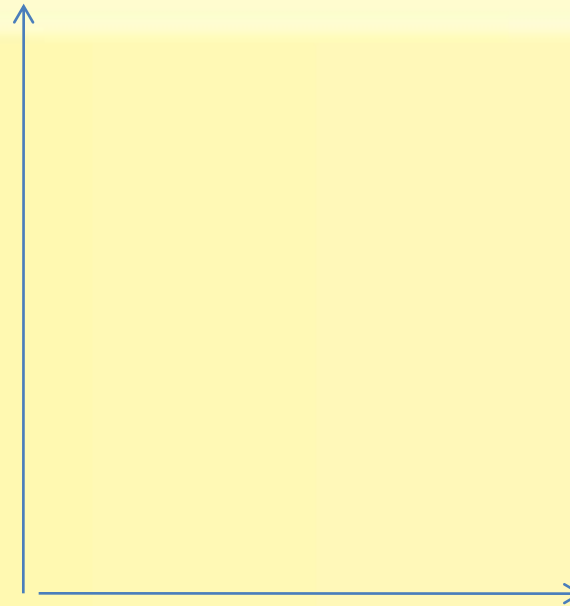
## **Beliefs as self-organizing attractors in our neuro-semantic system:**

The meanings you give are the emotions, behaviors, and responses you perform.

Be careful what you believe, it operates as a command to your nervous system.

You have a built in process for actualizing your beliefs!

Meaning



Performance

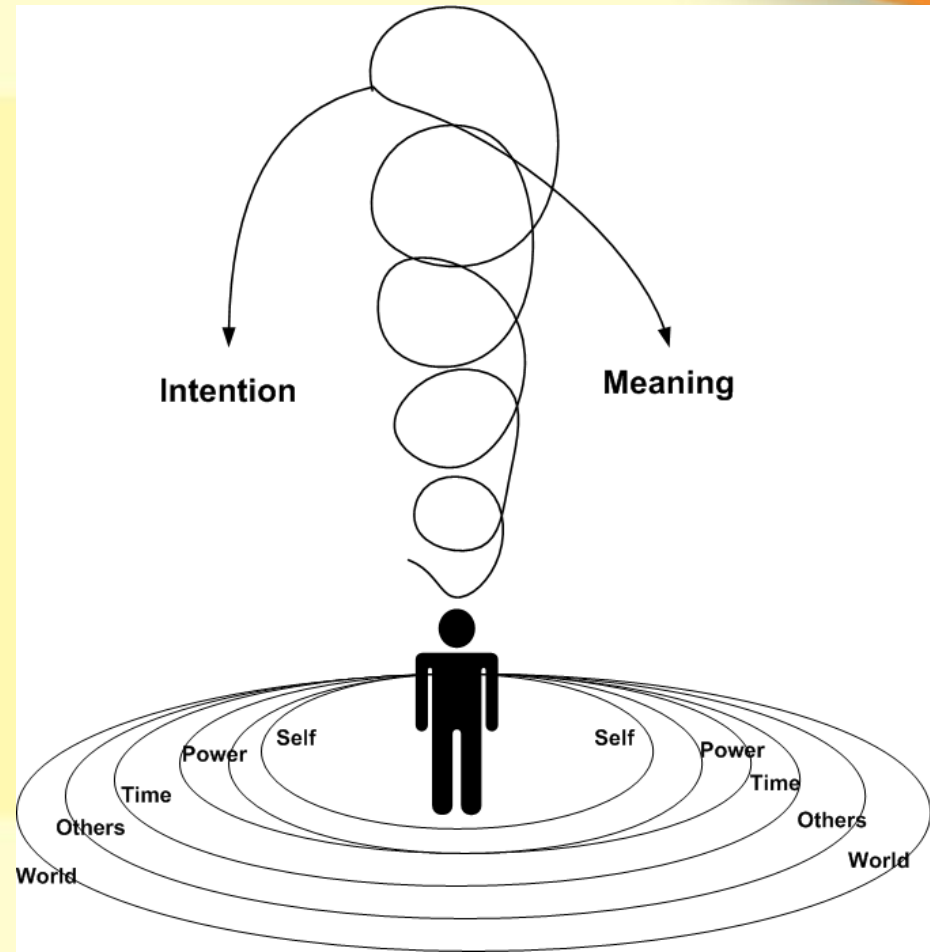
## A Matrix of Beliefs

Once you set a belief, you will generate supporting beliefs for that belief.

The result: A matrix of belief frames that creates a systemic process.

### ***To Change a Belief ---***

Identify the system of belief-frames and the leverage where the whole structure can be transformed.

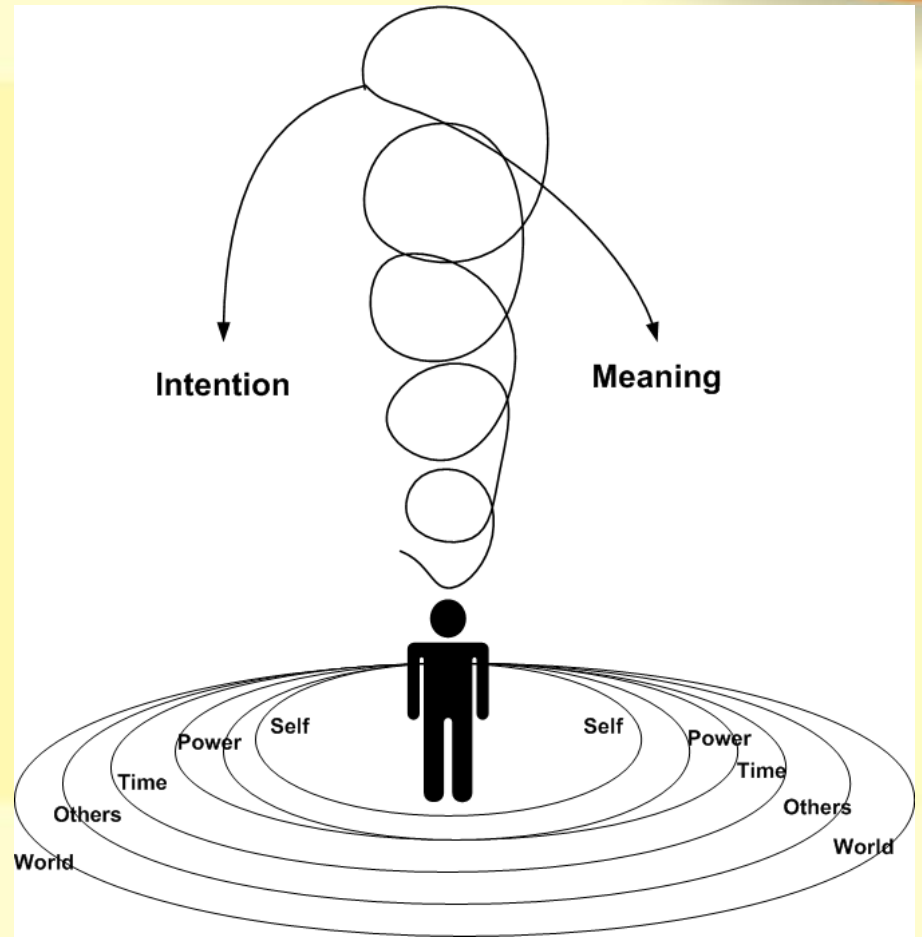


## Beliefs and Quality

Beliefs can be limiting, diminishing, and dis-empowering and they can be expanding, enhancing, and empowering.

Your neuro-semantic system itself cannot tell which is which. A belief doesn't have to be true to be believed. To be believed it only needs to be confirmed.

For quality beliefs, *you* have to do the quality controlling or checking.





## Quality Controlling a Belief

Does it work?

Does it lead to the results you want?

Does the belief limit you or expand your options?

Does the belief make your activities fun and enjoyable or not?

Does the belief bring out your very best?

Does the belief provide a workable map for where you want to go?

Does the belief enhance all of the systems of your life?

(health, relationships, career, hobbies, spirituality, etc.)

Do you like the belief? Do you want it?

Would you want your children to believe this?

Does this belief reflect your highest spiritual path and way of being?

**Identify a Belief that limits, sabotages, interferes, or undermines your highest and best.**

Is it accurate? How accurate?

How inaccurate?

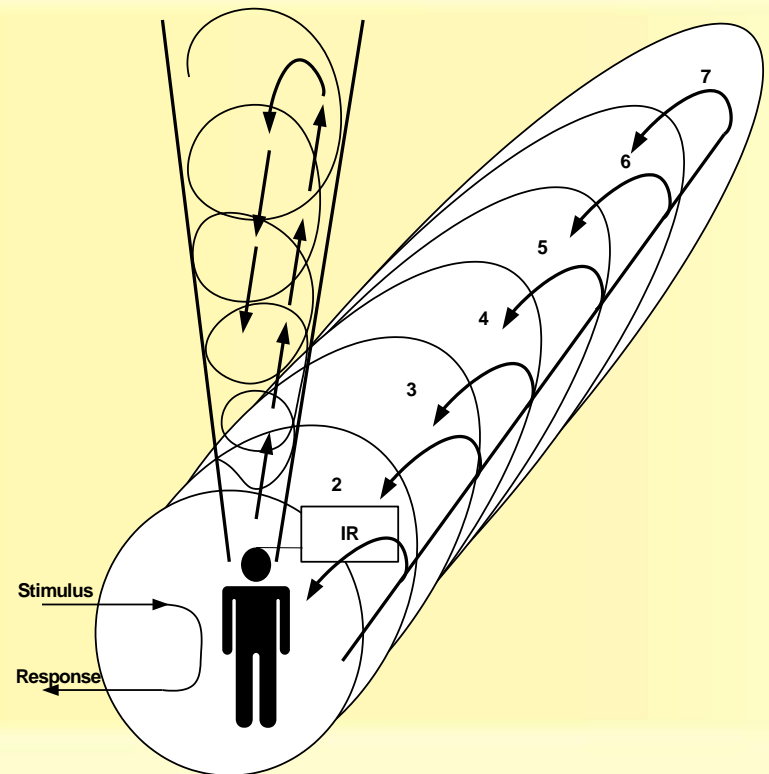
What does it prevent you from doing?

**Identify a Belief that you would prefer to believe--- one that empowers, enhances, and expands your choices.**

What do those most effective believe?

Does it work for them? Realistic, ecological?

What belief would greatly enhance your life?





## Confirmation and Disconfirmation

Belief Change tools ---

Reflexive thinking-and-feeling about something creates another “logical level” as a meaning frame and so constructs the Matrix of our Mind-Body System.

The Matrix Model has 3  
*Process* matrices and 5  
*Content* matrices.



## **Confirmation and Disconfirmation**

Belief Change tools ---

### **Dis-Confirmation**

The language of disconfirmation is “no.” It is refusal, negation, stubbornness.

### **Confirmation**

The language of confirmation is “yes.” It is acknowledgment, validation.



## **META-YES-ING**

### **A Belief Change Pattern**

Two states you learn very early in life you express in the words *Yes and No*. *These are the states of confirmation and disconfirmation, affirming and disaffirming. In the first, you welcome and bring things into your world—ideas, emotions, experiences, people, etc. In the second, you set up boundaries and distinguish between “me” and “not me.” In the second, you push out and make space in your world.*

Once you have discovered some limiting beliefs that you want to get out of your head and neurology so that they no longer operate as your programming, use this Meta-State pattern for *changing limiting beliefs*. *It offers a clear, quick, and effective way to deframe the old unenhancing beliefs and to install the empowering beliefs that support your commitment to success. This pattern corrects the problems with merely attempting to change a meta-level phenomena like beliefs with mere “sub-modality” shifts.*



## Distinctions for the Pattern

The confirmation power of yes transforms a thought into a belief.

The dis-confirmation power of no return a belief to being a mere thought.

Thoughts come and go; beliefs stay as commands to the nervous system.

The brain has no innate quality control mechanism; we have to do the quality controlling.

Because your beliefs are commands to the nervous system, be careful what you believe.

### Elicitation Questions:

Do you have any beliefs that limit or sabotage your best?

Do you have any belief that undermines your self-actualization and prevents you from living fully?

Once you have discovered some limiting beliefs that you want to get out of your head and *that to*



## The Pattern

### **1) Identify the limiting and empowering beliefs.**

Ecology must occur before you begin. Make sure you have a *high quality idea that you want to confirm and transform into a belief.*

What enhancing and empowering beliefs would you really like to have running in your mind-and-emotions?

How does this belief sabotage you or undermine your effectiveness?

Have you had enough of it? Or do you need more pain?

What empowering belief would you like to have in its place?

Is the new idea realistic? Is it useful, productive, enhancing in all aspects of your life?



## The Pattern

### **2) Access a strong and robust state of “No!”**

Think of something that every fiber in your body can say **“No!” to in a way that is fully congruent.**

*Menu: Would you push a little child in front of a speeding bus?  
Would you eat a bowl of dirty filthy worms?*

*Say that “No!” again and again while you take a moment to notice it, make an internal snapshot of it so that you know how it feels, how you breath, look, sound, hold your posture, etc.*

*Anchor your “No!” with your hand gestures.*

*Feel it fully.*

*Hear your voice of “No!”*



## The Pattern

### **3) Apply your “No!” to the limiting belief.**

Ask a series of questions: Do you want this (limiting) belief? Does it serve you? Enhance your life? Empower you as a person?

*Evoke a strong feeling of a powerful “No!” (even “Hell No!”) as you think about wanting to keep the belief that you know is stupid, useless, limiting belief.*

*And you can keep on saying No! to the value of the limiting belief until you begin to feel that you have dis-confirmed it and it no longer has any power over you, that it has no more room in your presence, in your mind.*

How many more times and with what voice, tone, gesturing, do you need to totally disconfirm the old belief so that you know —deep inside yourself— that it will no longer run your programs?



## The Pattern

### 4) **Access a strong and robust “Yes!”**

Think about something that every fiber of your being says *“Yes!” to without any question or doubt. Do you have anything like that?*

Notice your **“Yes!”** Notice the neurology and feeling of your **“Yes!”**  
**Notice the voice of “Yes!”**

How do you best gesture the **“Yes!”** with your hands and body so that it **amplifies your feelings?**

How much have you amplified your **“Yes!”**?



## The Pattern

### **5) Meta “Yes!” the enhancing belief.**

*As you feel this “Yes!” let’s make it a strong emotional yes and now repeatedly say it to the empowering belief that you want to send a command to your nervous system.*

**Do you want this? [“Yes!”] Really?**

*How many more times do you need to say “Yes!” right now in order to feel that you have fully welcomed it into your presence?*

### **6) Validate the “Yes!” with higher-level Yeses.**

This is only an exercise and so you can’t keep this! Oh, you want this?

You really want this?

Will this improve your life?

Will it be valuable to you?

Will it make a difference in your life?

Will it enable you to unleash new potentials?

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