

## Subconscious Communication

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# WELL-FORMED OUTCOME CONDITIONS

**1. Outcome is stated in the positive.**

This establishes positive direction and opens possibility of achievement. Negatives do not compute operationally the way they do intellectually. Therefore, stating the goal, result or desired state/direction in positives is more useful.

**2. Appropriately contextualized.**

Where, when and with whom do you want It?

**3. Initiated and maintained by self.**

Because we are in control of only ourselves, our behavior and our feelings, etc., the reverse is also true. That is, we are not responsible for another's behavior, feelings, etc. The desired state cannot be dependent on the actions of another person or situation. The desired state must be within the person's control who has the desired state as a goal or direction.

**4. Demonstrated in sensory based experience...**

to the subject... to the programmer.

Establishing the desired state in at least three (3) major representational systems as specifically as possible begins to set the direction of the process and also begins to process the goal, or result in language the brain is designed to understand more fully.

**5. Made to Preserve the positive by-products of the present state**

Because behind every behavior is a positive intention held by the person conducting the behavior, this positive element(s) must be preserved.

**6. Is ecological.**

- Represents who and what you want to be.
- Is worth what it will take to get it.
- Consequences for self and important others will be

worthwhile in all areas of your life now and in the future. The desired state must serve the ecosystem of the individual. For example, how will their new behavior affect their family, friends, job, etc.

“The greatest error of all is in thinking that the only way for you to feel good in certain situations is for someone else to behave in a certain way.”

*-Richard Bandler*

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### WELL-FORMEDNESS QUESTIONS

**1. What do you want?**

- a. Stated in the positive.*
- b. Initiated and maintained by self.*
- c. Appropriate chunk size.*
- d. Meta-outcome. 'What will that do for you?'*  
*What do you want, specifically?*

**2. Where, when and with whom do you want It?**

- a. Appropriate chunk size.*
- b. Is contextually specific & appropriate.*
- c. Is achievable.*

**3. How will you know when you have it? & How will I know when you have It?**

- a. Sensory based evidence of achievement.*
- b. Get IS, IC, EB.*  
*How will you know when you have it?*  
*What will you be feeling inside?*  
*What will you be seeing inside? saying inside?*  
*What will your body be doing? feeling?*  
*What will you look like, sound like? etc. (Have them demonstrate)*

**4. How will your desired outcome change your life? ... affect family, friends, job, health?**

- a. Ecology check - present and future.*  
*What will be different as a result of having this?*

**5. Is it worth what it will take to get it?**

- What will happen if you get the result?*
- What won't happen if you get it?*
- What will happen if you don't get it?*
- What won't happen if you don't get it?*
- What do you get to have or keep by having this problem? (Secondary Gain)*
- When, where, with whom does not having it work for you?*