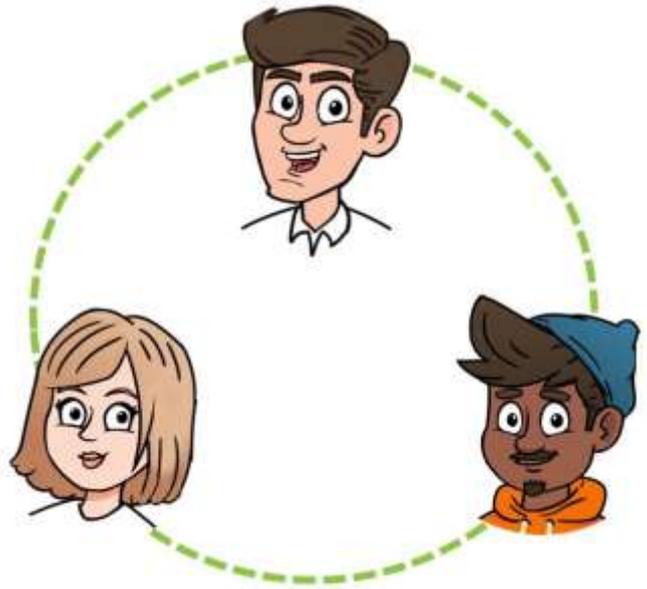


The FAST Pathways® Academy - 'A Different Perspective' in Action

When I first worked with her, Louise had recently started her own business, teaching Zumba. When she talked about what she does, the passion shone from her – it was clear that she was committed to getting great results for her clients, but she was struggling to put into action any of her plans for growing her business.

One of the things she really wanted to do was build partnerships with other local businesses – she knew it would be mutually beneficial, and it was a simple ask; but every time she thought of having the conversation, she got so stressed out that she found a way to put it off. Again.....

I asked her to imagine going into one of those businesses, and making her suggestion to the owner, imagining them standing in front of her while she played through the conversation in her mind.



She talked through in her imagination what she'd say, noticing what she was feeling, and noticing the reaction and response of the other person.

Then she imagined stepping out of herself (pausing to clear the emotions she'd been experiencing, by humming a couple of lines of her favourite tune), and into the other person, to experience the conversation from their perspective. By looking through their eyes, she immediately realised that she wasn't coming across at all the way she wanted – so she brought that experience back, stepping out of the person and back into herself. She repeated this whole process a couple of times until she'd designed what she was going to say, and how, to be just right.

Then she imagined stepping into the position of a third person, a neutral observer; to witness the conversation from there, and make a few further adjustments.

The next day, she had the conversation for real, and got exactly the outcome she'd hoped for. Months of procrastination and anxiety overcome in minutes. Since then, her business has continued from strength to strength.