

Choose the one-liner you want to work with. Invite the client to become mentally and emotionally present in the situation where he or she believed the thought. Give the client time to become still and experience their answer. The Work is a meditation. Give them space.

1. Is it true?

Here you can only answer 'yes' or 'no'. If the answer is 'no', move straight to question 3.

2. Can you absolutely know that it's true?

Here, again, you can only answer 'yes' or 'no'.

3. How do you react, what happens, when you believe that thought?

Let the client answer this question freely, and if it feels right, if you want to, and if time allows, you could use some of these sub-questions:

- What physical sensations arise when you believe that thought?
- What emotions arise when you believe that thought?
- How do you treat the other person when you believe that thought?
- How do you treat yourself when you believe that thought?
- What are you unable to do, when you believe that thought?"
- What images of the past and future do you see when you believe that thought?
- What obsessions or addictions develop when you believe that thought (alcohol, drugs, credit card, food, sex, TV)?
- What do you think you gain by believing that thought, even if you're not conscious of it?
- Whose business are you in when you believe that thought?

4. Who would you be without the thought?

Who would you be in the situation if you were unable to believe that thought?

Turn the thought around

Ask the client to suggest a turnaround themselves. Check that it's valid (see below) and ask them to come up with a genuine, specific example that demonstrates how the turnaround is just as true – or maybe even more true – than the original belief. See if you can get your client to find three examples for each turnaround. If the client can't find a turnaround, suggest one.

Here are some examples of turnarounds:

Original sentence: I want Laura to respect me

Swap round the people: I want me to respect Laura
Insert yourself in every place: I want me to respect myself

Add or remove 'not': I *don't* want Laura to Respect me Replace with opposite word: I want Laura to *disrespect* me



The role of the facilitator

There is nothing complicated about being a facilitator. There's nothing you need to understand, do or figure out. You just need to ask the questions in whatever way comes naturally to you, and then give the client space to find their own answers. You're not there to give advice; you're not there to be sympathetic, express agreement or disagreement or involve yourself in the client's answers in any other way. You're just there to ask the questions and let the client answer.

The role of the client

The Work is an exploration and a meditation. It's about attentiveness; it's not about forcing yourself to change your mind. Listen to the question, let your mind become still and be open to the answers that appear. Be careful not to lose yourself in stories, explanations or arguments. The moment you stop answering the questions, The Work stops working.

Asking the questions

It's a good idea to repeat the one-liner at regular intervals to keep the client on track. Instead of simply asking, 'Is it true?' you can ask, 'Ben never cleans up after himself — is it true?' or 'How do you react, what happens, when you believe the thought that Ben never cleans up after himself'?

Remain in the situation

As far as possible, support the client to answer and give examples from the concrete situation he or she has identified. It's fine to come up with examples from other areas of life, but it's best if the client can describe their reactions (questions 3 and 4) and find examples of turnarounds in the concrete situation he or she is working with.

Avoid losing yourself in stories

It can be tempting for the client to go off on a tangent and begin to argue, give background details or lose themselves in stories that lead them away from the situation and the inquiry. As the facilitator, you can listen out for the words 'because' and 'but', which often reveal that the client is getting off track. If that happens, gently guide the client back by asking the question again.

Investigating through the senses

When, as a client, you experience or re-experience reactions, emotions and situations, there's a big difference between 'thinking about them' and 'perceiving them through your senses'. See whether you can experience them with your whole sensory apparatus. Take your time, closing your eyes if you find it helpful, and immerse yourself in the experience. The more of 'yourself' you can transport back to the experience, the stronger the reactions in your nervous system will be, and the easier it is to do The Work.

Books and podcasts

Learn how to do The Work in my books and podcasts. Go to www.theartofbeinghuman.com