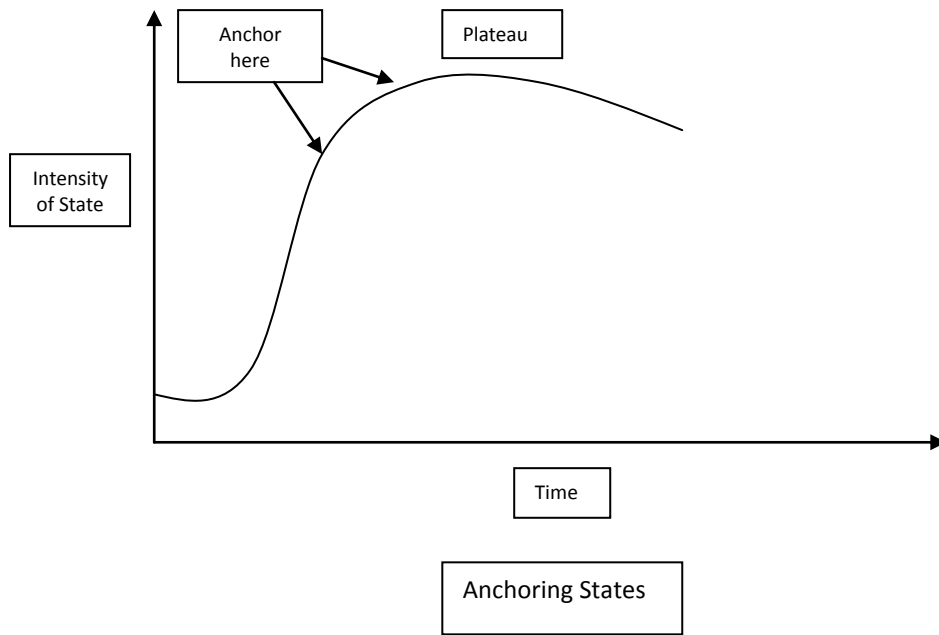


Trouble-shooting tips for anchoring

Having completed the anchoring exercise you may have some questions about the process if it has not *yet* had the desired effect. Like any new behaviour it is worth practising to get it right. So, what are the important caveats about anchoring processes?

1. You and your client must choose a memory or event that has *sufficient emotional intensity*. The stronger the elicited state, the better the effect. Ensure you have stepped fully inside the memory and are not simply watching it from the outside, like an observer.
2. You must also ensure that you do *enough repetitions*, usually three to five, to build a strong, stable state. It gets easier and quicker with each one (fractionation).
3. Your *timing* of the trigger may have been either too early or too late. Too early and there is not enough emotional intensity. Too late and the state has reached a plateau and faded (see diagram).
4. Ensure that you are both starting from a relatively neutral state. Residual negative emotions such as fear, anxiety, anger and sadness may actually overwhelm the positive state you are attempting to build. It may be useful to “shake off” residual negative emotions by standing up and moving around a little first.
5. Anchoring techniques require *rapport* for best effect. It is really important that you go into the state that you are eliciting in your client as well. By going there first you will lead them much more deeply into the experience.
6. Different states may require you to modify what you say. States such as calm and relaxation are impossible to generate if you are asking them to make their pictures bigger and brighter, turning the volume of the sounds as you speak fast and excitedly in their ear! In these situations, access the relaxed state yourself, and... speak... more slowly... asking them to adjust the pictures and sounds so that it feels just right.



Find out more about the nuances of anchoring in **Consulting with NLP** and **Changing with NLP**