



Sacred Depths Certification

Re-Wire Negative Thought Patterns

Joanna: [inaudible 00:00:10]. Okay.

I'm so happy to be on the call with all of you. I hope that you all had some time off, some time to rest and rejuvenate and to settle in. I do just want to mention I'm in my bedroom right now. We're finishing up, we're like in the last licks of our renovation and there's somebody downstairs and I didn't want to wear a mask. The reason I'm mentioning it is sometimes my internet is a little spotty up here. If it gets to be a problem, I'll go downstairs, but hopefully it will be okay.

Before we jump in, we're we're moving into rewiring your negative thought patterns today. I'm really excited to look at it. Before we do, I wanted to spend a couple of minutes just talking about, for those of you that are going for the certification, to talk about your practice partners and your practice buddies, a couple of different things related to it.

First of all, if you are behind, you need to have 18 sessions with your practice partner. If you are behind, don't panic, it's okay. You're probably in very, very, very good company if you are. But if you are a little bit behind, you should be at least through half of those calls. If you are a little bit behind, now is a good moment to make sure that you have those calls on the calendar so that you can get them done.

Now, regardless of whether you're right on schedule or you're behind... And I know some of you are even ahead, which is amazing. Regardless of where you are, I want to just put this out there to you. It's amazing to have the same practice partner throughout because when you do that, there's consistency and you get to really pull threads in terms of what you know about your client, this practice client, your partner, all of that. But that being said, there's also so much value in

switching it up a little bit too, with partners in general, but particularly if you and your partner have had trouble scheduling.

I do want to encourage everybody to do at least one session if you can with someone else, if not more, and go over your 18 sessions too. If you're already close to whatever it is, that's fine also. But there is value and benefit to just practicing these techniques in this safe container that we have with different types of personalities, with different types of visions, with different types of fears. It will help you stretch your skills and get different kinds of practice and support your confidence. So that's another piece.

And what I want to encourage you guys to do if this is something that's speaking to you, post about it in the Facebook group. See who wants to get extra practice or practice with someone else, and you guys can start connecting that way. And of course, if you see your partner posting about that, it's not a reason to get insulted. It's not a reason to feel like you're not awesome. It's just great to do. It's great to get some different experiences. So I want to encourage you guys, if that's something that speaks to you, certainly not required, but if that's something that speaks to, I want to encourage you to do that.

And then the other thing I wanted to just throw out there is that I know that a few of you have used also your practice partner, not just to practice skills, but really to have like an accountability. And my guess is that some of you might be looking for more of that too, to have an accountability partner, to have someone maybe even that you meet with every week. If that's you, post about that in the Facebook group, because there may be someone else in this circle, who's looking for that and for that kind of relationship.

Any question on the partner, on the practice partners, or just certification in general, since we're kind of a little bit on that topic. Anything that anybody needs around that. You guys need anything around that?

Swati: Joanna, can you talk a little bit about the practice client's portion of the certification as well?

Joanna: Yeah, absolutely. To get the certification, there are a couple things that you need to do. We've got our practice partners in the group, obviously want to listen, you have your tracking sheet to listen to all the calls and to track all the homework. And then the other two pieces are, I believe it's 18 sessions if somebody knows for sure. And you know if I'm wrong, let me [inaudible 00:06:21]. But I think it's 18 sessions also with a client or a volunteer client.

◀

So this is separate from your partner that you've been paired up with in Sacred Depths. This can be a paid client or this can be a volunteer client. It doesn't have to all be the same client. It can be mixture of different people, but for you to have 18 sessions where you are practicing the skills that we're learning and practicing your presence and your energetics and all the pieces. There's no way to dictate. Make sure you do a Befriend Your Fear Process, or make sure you do this or that because you just have to see where the person is at. But the hope is that you'll be on your edge. If you know you're really comfortable with asking questions, but you haven't ventured into Befriend Your Fear yet, invite yourself to be on your edge for those.

So it's an opportunity to get practice for those of you that are newer. It's an opportunity to just put yourself out there because you have to, to bring on a client or a volunteer client. If it's someone who comes on as a volunteer, think of them as a testimonial client. It will benefit you in so many different ways. You can ask them at the end for a testimonial.

It's okay to have a couple of people where you do just one session with them, but I want to encourage you to have people sign up for at least four sessions or five sessions at least, so that you can really... There's a lot that you can do in one session, but as I said before, when you're working with someone consistently, you get to know them. That's when you can start making more connections and weave threads together and work more. We haven't gotten to accountability yet, but hold them accountable and give them homework and all of those pieces.

Does that answer your question?

Awesome. Yeah, I'm glad you asked.

Another component for the certification is to submit a recording of you. And that can be from your practice partner or one of these volunteer or practice clients or something else. As we get further along in the program, I'll share more about that so you guys understand exactly what that is and exactly what we're looking for when we listen to those. I'll give you all of that information later on in the program. And also I'm going to give you guys plenty of time to get your certification materials in. So don't feel like you have to have everything done by the day we complete. You're going to have a number of months actually to get everything.

Any other questions on [inaudible] right now? [inaudible 00:09:22].

Speaker 1: Can I ask a quick question? If our work as coaches is not like traditional coaching, can we integrate it into the work we're already doing for the sessions as opposed to being like find someone else to just practice Sacred Depths, we can just bring it into our practice?

Joanna: You can totally. That's what I want you to be doing [inaudible] integrating it in. And again, when I go over for the recording that you'll submit what we're looking for, you'll see it'll work seamlessly.

Awesome. Any other cues on this for right now?

Again, post in the Facebook group, if you're looking for different practice partners, if you're looking for an accountability partner. Use the circle, use the group.

All right. Let's dive in to rewiring your negative thought patterns. And let's start this way. I'll just say this. Unless you have super human powers or you're so personally developed to be like a Buddhist monk, chances are that you experience negative thoughts and negative thinking patterns anywhere from sometimes like to every now and again, to quite frequently like on a daily or even hourly basis. And your clients experience negative thoughts and negative thinking patterns too. It's pretty natural and pretty normal to experience it. And for some people, negative thought patterns can happen whenever. But when we're thinking about like goals and achieving goals, for some people, negative thought patterns can begin to set in before they start a project, before they start to take action and make forward movement, create results. For others, the negative thought patterns can come in as they're doing it. If you are lucky enough to be like me, the negative thought patterns happen in all of those situations.

When you're experiencing a negative thought or a negative thought pattern, it's that very persistent voice inside your head wants to tell you that what you're doing isn't enough, or that you're not enough, or that you can't, or that it's never going to work out, or that you're not doing it the right way, on and on and on and on. And when you are receiving those types of messages from yourself and buying into them, paying attention to them, believing them, that's when you're prone to give up on your goals, or to overwork, or to make a decision that isn't aligned for you, or to be in a constant state of anxiety. Even though your negative thoughts are in your head, they have a huge impact or effect on your actions, on your happiness, on your health even. And I'm sure that most of you have heard the saying, "Thoughts become things. Thoughts become things." That's exactly why

as practitioners, it's so important that we understand how thoughts work and why we're really going to give this focused attention today.

The other thing just as we start that I want to point out is that often negative thoughts can be very similar to fears. There are some distinctions, but they can run into each other and they can mesh together. And so as we move through the work today, some of the things that will come up for you, you'll find are similar to what came up for you in our Befriend Your Fear module. And that's okay. We're going to be approaching what comes up differently with a different kind of technique today. And just because I want to be giving you lots of different techniques to work with when your clients come upon obstacles.

I've got a lot to share today. We will be breaking for shares and questions, but I'll save a lot of it for the end because we're looking at thought patterns. So there's a lot of intellectual... I guess there's a lot of intellectual information that I want to share.

First, let's define just even what I mean when I say negative thoughts or negative thinking patterns, because there's a lot of different ways that we can define negative thoughts. And for the sake of today's training, we'll explore them as follows. They're thoughts or internal recordings and messages that persistently or semi persistently run through your mind and hurt you in some way. I want to say that again, it's a mouthful. Negative thoughts or thinking patterns are thoughts or recordings or messages that persistently or semi persistently run through your mind and hurt you in some way.

And I want to be clear, "not all negative-sounding beliefs are bad". We actually don't want to label beliefs as good or bad. And this is so important as practitioners or else we run the risk of not really hearing our clients or bypassing our clients. We more want to look to see are these thoughts helpful or are these thoughts hurtful? For example, the thought I need to be a better practitioner, that's not necessarily... It may sound negative at the outset, but it's not necessarily a bad thought to have. It totally depends on contexts. Because if you use the I need to be better as fuel and motivation to get better or to feel more confident or because you're going for excellence, in a way where you're not overworking, but that it's actually inspiring, then that's awesome. But if you're using I need to be better as a way to beat yourself up and hold yourself back and all the things, that's when it becomes a negative thought pattern.

What I find happens a lot in the coaching industry, unfortunately, is that practitioners kind of make a judgment on something that a client is thinking before exploring to see if it's helpful or not, or what parts of it are helpful or not. So we want to be mindful of that.

Now, the other way to think about negative thoughts or thought patterns, and we'll be looking a lot more at this a little later on in the class, is catastrophic thinking. It's like we think the worst. "I'll never be able to do this." Again, we're going to look more at this later, but just ask yourself right now, are you someone who is prone to catastrophic thinking? Do you in your mind always jump to the worst case possible scenario and then stew there and get stuck there? And by the way, no judgment if you do. I'm just going to out myself so you guys know from the time I was very young, I was trained by my family, by my heritage to be a catastrophic thinker. I'm really one of the most catastrophic thinkers that I've ever met, just being totally honest. And also I've learnt over the years and I'm continuing to learn how to manage that and how to navigate that and how to not let it get in my way.

This isn't always the case, but I've found catastrophic thinking to be tribal in a sense, meaning that it often runs in families or cultures.

Now here's the tricky thing about negative thought patterns. As thinking human beings with minds and as a culture where we've placed so much focus on our minds and our mental thought and intellect, we tend to think very quickly. And that's also how thinking works. Thinking happens usually very quickly. That can be a great thing in some respects, but when it comes to negative thoughts, if our brain has a negative thought, "I can't. I'll never be able to. She doesn't like me. I'm this. I'm that." Because we as a culture have focused so much on the mind and the mind moves so quickly, sometimes those thoughts can snap off. They fire off so quickly. Sometimes not even in complete sentences, sometimes so quickly that it can cause damage before our higher wisdom even gets to detect that we've had the thought. Does that make sense? What I'm saying?

And so it can become challenging sometimes for us to even notice or be conscious of or aware that we're having a negative thought. We're just taking it as like, "This is it. This is how it is. This is the experience." And that's one of the reasons why it's so important to have a practitioner or someone who can help us with that. I'm going to even add to this point right now, for those of us that are really smart. And if you're here, you are really smart. This is probably impacting you even

more because the smarter you are, usually the quicker you tend to think. And so it's harder to catch it.

We're going to talk about science today, by the way. But I just want to say from a non-scientist, that's my non-scientific scientific thought that smarter people... And I've seen it like across the board with clients. The smarter you are, usually the more you suffer with negative thoughts.

But of course, a lot of negative self-talk and in fact, most negative self-talk is inaccurate. The thoughts are simply not true. For example, let's say that you've sent out a resume for a job and you didn't get called for the interview. Your negative thought patterning might go like this, "See, great. I knew it. I'm not going to get this job and I'm not going to get any job ever that really excites me. Never. I may as well just quit now and accept that I'm stuck in my current meaningless career and existence. Nothing is ever going to change." That's a little bit of catastrophic thinking, but what I want to point out even more here is the importance for us personally and as practitioners distinguishing between what's true and what's story. Creating awareness between what's true and what story.

Because again, what often happens with negative thoughts is that we make up stories and because our brains are so quick and those story thoughts are firing off so quickly, we just take it. We believe it. It's all of a sudden it's a truth. In the example that I gave, what's true is that you sent out a resume and you didn't get called for a job. That's the truth, but everything else is false. It's a story.

Another way that negative thoughts function is that we stew in them. We get stuck repeating them over and over and over again. And then they keep us in a holding pattern. And when we're in that holding pattern of negative thoughts, the negative thought patterns, we cease to be able to brainstorm new ideas or solutions on how to move through a problem. The problem triggered us into the negative thoughts in the first place.

Negative thought patterns also, they support you... Check this one out and see if this resonates for you. They support you in being angry or frustrated either at yourself or others. And that's a way of actually not moving on to solve problems.

Sometimes our emo, and this relates a little bit to resistance archetypes too. Sometimes our emo is just we're way more comfortable to be angry or blame ourself or someone else than to actually strategize and move out of a problem that we're having. If you're resonating with this, I really want you to take note of it because it's something that's probably a pattern for you in your life. Again,

oftentimes what negative thoughts do is support you in being angry or frustrated or in blame at yourself or others, and in a way so that it keeps you from-

PART 1 OF 4 ENDS [00:25:04]

Joanna: And in a way so that it keeps you from solving a problem. So a really useful book that's related to all of this, it's quite a few years old now, but I still recommend it is the New Earth by Eckhart Tolle. And one of the things that he speaks of is what he calls the pain body and literally the pain body, the way he describes it is your ego and what your ego essentially is, is your thoughts. And what he says is that your pain body or your thoughts, or your ego are addicted to being in pain. Your pain body will do whatever it takes to remain in the energy of pain. When I first read this over a decade ago, I nearly lost my breath. It resonated so deeply for me. And I recognize this for so many of my clients, your pain body will do whatever it takes to remain in the energy of pain.

In other words, the way that I often described it is that we as human beings have somehow evolved to be addicted to pain, to gravitate more towards pain, than towards pleasure. And we actually have to get a hold of our negative thought patterns in order to switch that. And the way that we gravitate towards pain often is through our negative thoughts. So I want you to check this out for yourself. Have you ever gotten stuck in your pain body where it just feels like you're stewing in it and then maybe a friend or a partner says, "Oh, it's really not so bad, if you look at it this way, maybe it's not so bad." Or maybe your mother or your sister say, "I know that things feel sucky, but you could do this to get out of your problem, whatever the problem is." But literally you're so addicted to your negative thoughts and to staying in the pain that you even get angry at any of these people for offering solutions, because you're so committed to the pain. Do you guys know what I'm talking about? Have you experienced this before? Yeah.

And by the way, just as an aside, I mean, in all of the scenarios I just gave you what the person didn't do is first honor the pain, right, which we learned about in creating awareness that can always open up the pathway. Even for someone that's stuck in their pain body, when we can honor what is first, it can help loosen up that pain body. So take a moment and assess for yourself on a scale of one to 10, on a normal day, how active and engaged is your pain body, where do you fall with that? And then next question, on a scale of one to 10, how often do you get angry or annoyed or frustrated at others who are not coming from their pain body? Who are maybe trying to shift you out of it? I know that happens for me

with my husband sometimes he's like, "Well, look at it this way, it's not so bad." And I'm like, "Shut the fuck up." And then take a moment and think for yourself who in your family has modeled the pain body for you?

All right. Now, oftentimes, I know I'm moving pretty quickly here, we'll pause in a moment, but I just want to share one other thing. Oftentimes we can't change certain circumstances in our lives, but we can change how we perceive those circumstances. So, it's pretty well known, what I'm about to say, this is from a book called A Course In Miracles, which I actually haven't read, but I've read about it. And in A Course In Miracles, there's this famous quote that says a miracle is a shift in perception. A miracle is a shift in perception. In other words, a miracle isn't necessarily when your outside circumstances change, but rather it's when you're able to change your thoughts about the circumstance. When you can change your thoughts about something you can feel better, you can be in a better mood. You can have a better outlook, reduce anxiety, and then maybe even find a solution or a better way.

Our circumstances are not always in our control, but how we experience those circumstances and how we feel about those circumstances are in our control. And that actually much more dictates our experience of life and our ability to get what we want in life. So to me, this is such a powerful idea. I just want to pause on it for a moment, it's really profound. Can you think of a time when you've had a shift of perception and it's been miraculous? It's either changed your experience of everything or maybe even changed the outcome of a situation. All right. Let's pause here. I know we've already looked at a lot so far, there's a lot more. So far just been laying out some foundational pieces about negative thoughts and negative thinking. I'd love to hear from a couple of you. What are you seeing so far? What are you hearing? What's really striking you? For yourself and also from the practitioner point of view? Yeah. Penny's sharing Nelson Mandela as a great example, so true. So I'd love to hear a couple of your voices. I've been talking a lot so far. What are you seeing Penny?

Penny: Yeah, lately I've been doing a lot of work with, thinking of it as when I'm triggered more irritable. Somebody says something it's annoying, whatever it is, right, as my body's alarm system going off. And when that happens, simultaneously the mind goes into all these various stories that just, basically my sense is that the mind amplifies the distress and the story. So when I can turn that down and go into the body and not in a place of non-judgment, of compassion, of curiosity and be with it, just breathe with it and give it love, it just quiets things. And the miracle for me has been finding over the last couple of months of doing that

really regularly, is it's actually changed my capacity to not react in the typical nervous system way. Stuff that was, I mean, from my childhood, has never, inside didn't do a thing for it. Never did anything. It was like, I get it and my body still goes, blah. And now it's changing because I'm going into my body and allowing myself to just feel whatever's going on and to listen and bring love to it. It's amazing.

Joanna: Yeah. I'm so glad you're sharing it. And it's up for so many reasons, and it's also what you're sharing is such a great illustration of why the befriending your fear of [inaudible 00:34:55]. Because that's really a process where you go into the body and even just connecting in with the body, as you're saying, it just helps with regulation. It helps calm down the nervous system. Right. And then we connect other pieces that that process helps with or whatever process you're going to use and then how this relates. So the thoughts, what we're looking at today is, for some clients, we can just go straight into that, for other clients we do have to take care of the thought piece first to go.

Penny: Thank you.

Joanna: Who else? Let's hear from Brynn?

Brynn: Hi. I appreciate what Penny said because I've been having pain in my knees and I don't really know why. So I went into my body and offered the same thing. I'm like, "Hey, what message do you have for me?" And offering the knees love. And I would hold the knee, each knee. And then I picked up a couple of exercises that I could actually do in bed because I think, hey, if you can multitask in bed, then that's the best place to do it. So that's been really helpful, but I really think it's our bodies and we've lost that connection to listening to the wisdom aspect of it. And I think there's other things I need to think about, like am I wearing sports shoes? Blah-blah-blah, that's the logic, that's the mind, but really listening to my knees and I haven't had pain since. And that doesn't mean it's not going to come back, I get it. I think it's a constant conversation and to all parts of my body.

So then that led me to go, okay, even thanked my pinky toe. I mean, I don't know why, but it's got a place there for some reason. So I went through a whole thing of just honoring my body and from where it is. And then my mind too, because I'm like, all right, I give you a lot of shit too, but thank you for you having your role in thinking and such. So I love this, this is one of the greatest topics to me. I really love this. So thank you.

Joanna: So happy Brynn, thank you for sharing with us about the work that you're doing with your knees. That's amazing. Yeah, and I recommend that for everyone here, sometimes that helps and sometimes it doesn't right. But if you have a headache, if you have a backache, whatever it is, connect in and see what your body is going to tell you, Alana.

Alana: So I don't know, this is not about a client, but this is about my husband, but it was a pretty profound shift that I thought was really, we were working with a couples coach or whatever, and we were playing out a thing and she was getting him to try to give me my love language basically. And I was like, he wasn't getting it quite right and I kept trying to offer him corrections. And she turned to me and she was like, "Stop correcting him and just actually take in the love that he has for you and you feel it. Don't make it about needing anything from him to actually tap into that frequency." And it was like, I don't know if this makes sense to people, it was so profound because I was suddenly like, "Oh, that's available to me all the time no matter what's actually happening." Even if we're arguing or there's something I'm annoyed about or whatever, I can actually tap into the deep because I have the ability to feel that and receive that.

And when I do, our relationship is a thousand times better without anything externally, maybe even seeming like if it's changed. For me it was like, it was recent and it was quite profound, I still am kind of feeling the ripple effects, but it seems connected to what-

Joanna: A hundred percent, I love that you're sharing it and there's so many things to pull out from there. But what I want to pull out because I think it was just really helpful for all of us here and what you're saying, a couple of pieces, number one, notice what Alana just said is so related to the four levels of learning and transformation, right? Sometimes we can't get it here or sometimes the here blocks the rest. And so what that coach did was really allowed you to take it in on the heart level, on the body level. Right? So that's number one, just a great illustration of when we only work on the intellectual level, we can only get so far. But I want to take it further in how this relates. Oh, can you guys hear me now? Okay. I want to also just take it further in how this relates. So you can't hear me? You can't.

Alana: It's not better, it's still quiet.

Joanna: No, it is. Let me see if I can, is this helping?

Alana: Nope.

||

Joanna: No. All right. I'm going to move downstairs then. Guys, give me one second. Hopefully that will help. Hopefully I won't have to put my mask on [inaudible 00:40:00]. The other piece that I just wanted to pull out from what Alana's saying, because this specifically relates to what we're going to continue to look at today is she was able to take it in on the body level and then use that experience and that feeling to shift her thoughts. So sometimes we work top down and then sometimes we work, most of the time what's effective is to work body up, right. We can have a new kind of feeling inside of us and then use that to impact the neural pathways. And I'll get more into what this means, but I just thought that was a great segue because we're going to be talking about the brain in one moment. I want to just get Swati's share.

Swati: Yeah. Just wanted to add too. One of the practices I have been doing is making the choice, right? To go back to your point about whether a thought is helpful or not, and really sitting with it, recognizing what the thought is, and then making a choice of, well, how do I want to think differently about this? And then feeling that in the body and integrating it.

Joanna: Yes, a hundred percent. And I'm going to share a couple more foundational things and then we're actually going to get into pulling apart what you said, even more into a step by step that we can work with clients that is related to what you just shared. So that's great. Yay, Katie.

Katie: I just wanted to share based on what you're talking about a course in miracles, that quote that you shared about the perspective, an experience that I had because I always was processing things very intellectually all the time, even emotionally. And I don't know if anyone here is familiar with Byron Katie, she has a process that she goes through that's mainly around thoughts and that kind of thing. And I had a situation where, just reader's digest version, I'd been with someone for 15 years, gone through this huge addiction with him and blah, blah, blah, and to stay the course, this course stay, the course at 30, we broke up, he ended up dating someone 10 years younger than me blah-blah-blah it was just a total. I was bonkers with resentment and on fire with insanity for a period of time. Anyway.

The miracle was that looking at the truth of the thoughts that I was holding onto, was the thing that, like root to root, root truth, and the combination of looking at okay, when I'm processing this situation, and you couldn't find anyone who would argue with the truth of that situation, not in my circle. Right? There was no one who was like, "Well, maybe there's some truth to something else." It was just

like, "Oh yeah, burn alive in your resentment until the end of time, because it's a scientific fact, like you're 30 and it's over and he's ruined your life." But I did the work with her directly and it was life altering in a moment. It was like 20 minutes and by the end I was phoning him to say A, thank you and B, I'm sorry. And it never left.

I went and stayed with them a month later, him and his new girlfriend. And all I could think about was how incredibly beautiful she was and how perfect she was for him. And it's all a very surface kind of description of the situation, but what I'm speaking to is that the miracle of the shift in perception, it's everything. And I say that was 10 years ago and it's never left. I look back on that and I'm like, yep, no, I can still see the truth of all of that. And then the body piece though, the body piece more recently, and I think I said this last time, Joanna. That has been the missing link for me, like unbelievably transformational in terms of all the other work I've done, doesn't hold a candle to the work. And I actually had a moment yesterday with my current relationship where I was totally offside dysregulation. And then I was just like, okay, I need time. And I went into the bathroom and I just stared directly into my own eyes and was instantly the most soothing, went to the place where I was feeling it in my body.

Didn't even know what I was doing felt totally weird about it and whatever else and within two minutes, I was like, I can return to this conversation totally from a different place. And yeah, that bodywork is, I'm a convert.

Joanna: I love everything that all of you guys are sharing. It's so great. We're going to pull it all together. Also in terms of how we work with clients. So everything you just shared is so important and helps underscore the point of number one, just as practitioners I feel like part of our job is to support our clients in shifts of perception. That's one of the jobs that is just so sacred for us. And also you'll see, as we learn the technique to really connect the mind to the body. Thanks for sharing. Okay. So let's talk about the brain for a little bit and talk some science. This is not for my non-scientific, now I'm going to actually talk real science. I want to talk a little bit and probably some of you already know this, which is about how the brain itself works, because it's good for us as practitioners to understand this, it really helps with negative thought patterns. So neuroscientists have really made some amazing discoveries over the last decade or two on how your thoughts actually physically shape your mind, how your thoughts physically shape your mind.

So your words, in other words, when you think something, when you have a thought, right? So let's say you have a thought of, I can't do it, or I'm not good at skiing, or I'm great at whatever, whatever the thought is, your brain, literally you have the thought, the brain literally creates a physical groove or a fast track inside of it, with that particular thought. So actually I think I used skiing because you can think of it, like when you go skiing and a groove that's made in the snow, when you have a thought, literally a groove is made in your brain, which is a fast track of that particular thought. So it's almost as if the thought carries a certain energy and that energy creates a groove in your brain, and that's called a neural pathway. So literally a neural pathway is created every time that you have a thought.

Once that neural pathway is created because it's a fast track, you're more likely to have that thought again. And when you have that thought again, that neural pathway, that groove, it's grooved even deeper in, so that you're then you're even more prone to have it again. Does that make sense? So this is why negative thoughts can get so persistent because literally our brains are fast tracking the thoughts. The truth is that, and this is also scientific what I'm about to say, our brains are very lazy. Neuroscientists have discovered that our brains are super lazy. So what happens is when you have a certain thought, a certain amount of times, and it's grooved into your brain, your brain doesn't actually want to go to the trouble on its own to create a new thought or to groove something different in. It doesn't want to think a different thought even if that new thought would be more useful to you.

So as a sacred depths practitioner, when I say we want to help our clients rewire their negative thought patterns, what I literally mean is rewire the grooves in their brain and create other grooves right? Like override the laziness of the brain because left to our own devices, and because we think so quickly and all the things we've looked at, we may not see it, right. So to support our clients to rewire. And just in case at this point, and probably all of you are believers, but just in case at this point you're having your doubts on the power of the brain and the mind, I want to just give you a couple of examples of how powerful the mind and these grooves are. And I'm just giving you two, I'm going to cite two scientific studies from literally thousands and thousands and thousands. So the first one is from a study of pain patients and placebos, in nine double-blind studies, comparing placebos to aspirin, placebos...

PART 2 OF 4 ENDS [00:50:04]

Joanna: ... and placebos to aspirin. Placebos proved to be 54% as effective as the aspirin itself. So sugar, just sugar pill, proved to be 54% as effective. From this you might expect that placebos would be even less effective when compared to a much stronger pain killer, say morphine, but that's actually not the case. In six double-blind studies, placebos were found to be 56% as effective as morphine in relieving pain.

Here's another example. In a recent study of a new kind of chemotherapy, 30% of the individuals in the control group, the ones given placebos, lost their hair. 30% who were not given chemo lost their hair. So think about these examples for a moment. To me, they're pretty amazing. They show us that thoughts are so powerful that they can dictate our actions as well as our experience of particular events in our lives, and they can actually dictate how our body functions.

So I don't know about you, but for me, that's such powerful information. And if you are nerding out and just love this discussion of how the brain works, I want to just make another book recommendation. This one is also now a couple of years old. There may be more recent research, but I still love it. It's called *The Brain That Changes Itself* by Norman Doidge, D-O-I-D-G-E. And he talks all about... What we're talking about is neuro-plasticity, how the brain can change itself. And we have the power to actually change the brain.

[Tell] is saying, "It's helpful to think of the brain is looking for the path of ease instead of it being lazy." Yes. That's a much better way of putting it, Tell. Thank you. Okay. So now that we have this background and a lot of understanding of negative thoughts and how they function and all of that, I want to share with you a step-by-step process that you can take clients through when they've got negative thoughts that are not helpful for them.

And the process I'm about to share is not totally dissimilar from befriend your fear. There's similarities but it's got some different nuances to it. [Alana's] asking... Yes, you can take yourselves through. The way I teach it to you, I'll help you take yourself through it. So again, before we even get to first step, as practitioners, we have to be using our listening skills, our deep listening skills, to even detect, so that we just don't run away with a client's negative thoughts and take it as truth ourselves and all the things.

Okay. So step number one, identifying the negative thought. Right? So as we looked at earlier, oftentimes our negative thoughts happen so quickly and so persistently that we don't even notice them. We just think it's the truth or that it's

the way things need to be. And so that's why it's so important, first and foremost, to help our clients just become aware of the fact that they're in a negative thought pattern, to be able to identify it. That's the first step.

So let me do it. I have time to share this. I'm going to go through this very, very quickly, a couple of common cognitive distortions. So someone named David Burns talks about cognitive distortions, and I just want to quickly go through them, because it will help you, as a practitioner, be able to detect even more when a client is experiencing negative thoughts.

So one of the cognitive distortions he talks about is all or nothing thinking. In other words, all or nothing thinking is evaluating people or situations in extreme black or white terms. For example, since I didn't get this job, I can't ever get a job that makes me happy. We're going to be going a lot deeper into this when we get to myth of perfection.

Another negative thought with a patterning or cognitive distortion is what he calls mental filtering. And what this is is letting a single negative experience color the whole situation. So for example, you're preparing lunch for some friends and you discover that you forgot to buy the essential ingredient for lunch. Because of that, all you can think about is how the whole lunch is going to be ruined. And through that, you're forgetting about the connection among friends or how the side dish is going to be good. You're letting a single negative experience negatively color the whole situation.

Another type of cognitive distortion, or way that negative thinking can show up, is disqualifying the positive. Disqualifying the positive, that's taking a neutral or even a positive experience and turning it into a negative one. So for example, a friend comes over to visit and she tells you that you look great. And your immediate thought is, "I don't feel great. She doesn't understand." So you're taking something positive and you're making it negative. Someone tells you that you did a great job, and you could only see what didn't go well.

Jumping to conclusions, that's another cognitive distortion that shows up in negative thinking, quickly jumping to a negative conclusion that isn't justified by the facts of the situation. So one of these is what David Burns calls mind reading. You assume you know why someone else does what he or she does and you don't bother to check it out. For example, you pass a coworker in the hallway, and if that coworker doesn't say, "Hi," then you think, "Oh, he must be upset with me. What did I do wrong?" Right? But when you check it out, you find out that the

coworker has a sick child or whatever it is. Right? Mind reading, jumping to a negative conclusion by mind reading.

The other type of jumping to conclusions is fortune telling. In other words, you just, quote-unquote, "know that things are going to turn out badly". For example, if you wake up with a headache, then you say, "My whole day is ruined."

Another cognitive distortion that we can detect with clients is emotional reasoning. It's when you take your emotions as evidence for the truth. Now sometimes our emotions are evidence for the truth, but not always. Right? And as practitioners, we want to explore this with clients. So if you feel that something is right, then it must be true. Emotional reasoning is different, I want to be really clear on this, than tapping into your inner wisdom. So emotional reasoning is more if you feel useless, then you must be useless. Right?

Okay. Personalization. That's taking responsibility for a negative event when the circumstance is beyond your control. For example, you and your partner are going to eat at a restaurant, but the service is poor or the food isn't good. And you find yourself feeling responsible for making a bad choice, and taking that responsibility ruins the evening. You're taking responsibility for a negative event and then making it more negative.

Labeling. Labeling is when you identify a negative quality and then describe an entire situation in terms of that. For example, instead of seeing yourself as an individual who's working through difficulties and balancing all things in your life, then you might find yourself saying, "I'm defective. I'm imperfect." You're labeling yourself that way. "I can't get it together." So as we look at each of these, just for a moment, note which ones do you tend to fall into for yourself, which of these cognitive distortions.

[Penny's] saying, "The stronger the emotional response, the more our minds think it must be true." Yeah. That's why hypnotically obtained information is no longer accepted in court. That's so fascinating. All right, let's take this a step further. So we're still in step one here, identifying the negative thoughts. And so just take a minute or two right now and make a list for yourself of your most common negative thoughts, just the ones that come to mind right now, anything from your health, to your work, to your business, to your newsletter, "My newsletter sucks," whatever it is, to who you are in a relationship, to your relationships, to who you are as a daughter or a mother or whatever it is. Take a

list of just what comes to mind right now, some of those more persistent negative thoughts that you have.

And then just take a moment and circle the one that feels the biggest for you right now, the one that's gets in your way the most. And I'd love for you to share it in the chat so we can see some examples. What's the biggest negative thought for you right now?

Not a good mom. I have certainly have that sometimes, for sure. It's a biggie. "I can't be consistent." Yeah. That's a big one that can show up for entrepreneurs. "I have to do everything alone." Yeah. "Am I qualified to make decisions?" Yeah. And I would say, [Bryn 00:01:03:14], the negative thought version of that question would be, I'm not qualified to make decisions. "I will always be lonely." Yeah.

Okay. So I'm teaching a class right now, and we're looking at the topic, and I could ask you to write down and identify your negative thoughts. When you're in session with a client, it's not going to play out like that. Right? You're going to be in conversation. They'll be sharing something with you. You're going to be using your listening skills. You're going to have a sense that maybe there's a negative thought pattern at play. So in order to help the client identify the negative thought, here's some questions that you can ask.

What's the belief that's holding you back right now? Another one that can be really powerful is, what's the belief underneath the fear that you're experiencing? This is one of my favorites. What's the story you're telling yourself right now about the situation? The reason why I really like this one is because already we're introducing the concept of story, which is discerning between what's true and what's not. Another question you can ask to help identify, what's the thought that's stopping you in your tracks right now?

Sometimes, as we've looked at asking a question, an open-ended question, is 9 times out of 10 is going to be the best way. But in certain situations, as you intuit in, you'll feel that reflecting a truth is the best way to identify the negative thought. Right? And you just use that method. But I want to check in. I want to share. I think what I'm hearing it here is that you really believe that you're a bad mother. Am I getting that right? Right? So every now and again, you use the reflecting the truth.

After you've identified the negative thought pattern, next step, exploring the negative thought pattern, understanding it more. So, similar to befriend your

fear, you want to understand it more. You want to create more awareness around it. Now there's a number of different ways to do this. One way is through visualization, which I love to do. And it depends on if you have time and all the things, and how deep you're going to go into it. Back to befriend your fear, we looked at it there.

And then the conversation we were having earlier on this call, what a visualization can do is get into some of the body. And also just by virtue of visualizing, you can start to regulate, which then just creates openness. If we can calm the nervous system down around the negative thoughts, we can understand them more. There's more agency to change them. So I always love to do a visualization. That's one way to explore the negative thought.

I'm just looking at the time to see if we have time for the visualization. Guys, I'm probably going to go five minutes over today. So hopefully if you can stay, that's great. If not, you'll catch the last five minutes. But I think I want to go and do this visualization with you guys. So let's do that. So take the thought that you circled, the biggest one in your way right now. And we'll do some work on it.

You can close your eyes, and take a couple of nice deep breaths in and out. And with each inhale, connect in with your body. And with each exhale, give yourself permission to go inwards, inhaling, coming more into your body, moving energy from the mind to the body, connecting in and exhaling and just giving yourself permission to go inwards, to be fully present.

And I want to invite you to take that top negative thought that you identified and call it forward in human or animal form. Call that negative thought forward in human or animal form. It might look like a young boy with a dunce cap, or an unattractive version of yourself, or a tiger, whatever it is, and allow it to come forward in human or animal form as a visual if you can. And allow yourself to see it. You may see all the details or just a few. And there is no wrong way here. But connect in with this negative thought, really inspect it. See it. Notice details if you can. And even start to breathe with it. Breathe in rhythm with your negative thought as it's showing up for you right now.

And ask it how long it's been with you. You may hear the answer, see it, or just know it. How long has this thought been with you? And continue to be with your thought, breathe with it. You can even take its hands in yours, its paws in yours, if that feels right. Really connect in with this negative thought. And ask it where it comes from. How did it come to you? Where does it come from? Who modeled it

for you or taught it to you in one way or another? What events brought it into being?

And continue to really connect with this thought and ask it how it shows up in your life. "How do you show up in my life?" Ask it about the actions that you take because of it and the feelings that you feel because of it. How does it show up for you? What impact does it have? Just really be with it.

And continue to connect in with the thought. And ask it, from its highest self, what it really wants for you. What does it actually want for you? Just being with it a bit more, continuing to lean in, and just ask the thought, is there anything else that it wants you to know today, right now? And then thanking it for being present, for showing up. And just let it go, knowing that you can come back to it when you need to, taking a nice deep breath in and out, and then allowing your eyes to flutter open. And you can take a moment and jot down anything that you want to jot down that's important, that came through for you.

And so when you're working one-on-one with a client, you're similar to the befriending your fear process. It would be more of a dialogue. You would want the client to share out loud each of the answers to the questions. I modeled that befriending your fear process, I think, in our last call. And in next week's call, we'll do another practicum. So I'll model more of this type of visualization and work and different...

PART 3 OF 4 ENDS [01:15:04]

Joanna: Of visualization and work and different ways you can take it.

So visualization is one great way for Step Two: Exploring the Negative Thought. But if it doesn't seem appropriate to do a visualization, or maybe you don't have the time for it, you can also ask just some exploratory questions, right? So you can ask any of the questions that I shared in the visualization itself, and you'll be getting those in a resource sheet. So you can just literally ask them out and have a conversation about it.

Some other questions I like when it comes to exploring the thought, who would you be betraying if you were to be thinking differently here? Sometimes that can really just create awareness and such a breakthrough for a client and why they're clinging on to a certain way of thinking.

Another question I like that can oftentimes be an aha moment is, who or what part of yourself would you need to forgive if you were to change pattern here, if you were to shift out of this thought? How does this thought protect you? It's similar to the what-it-wants-for-you question, but it just has a little bit of a different flavor to it. How does it protect you?

Other ways of exploring the negative thought, you can have a client draw it and then ask questions about the drawing, label the different parts of the drawing. The other part of exploring, and you guys will get a tracking sheet on this in your Member Center, remember the thoughts happen so quickly, sometimes we can't catch them.

Once we've identified a persistent negative thought pattern, it can be so useful to go through our day and notice when we're having the thought and what triggered the thought and what came after the thought. And what oftentimes happens if we commit to tracking is we may not catch it in the moment right away. It may be at the end of the day, we kind of do the review and we're like, "Oh, it happened there. And I had it again there and I had it again there," but if we do this for a couple of days, what starts to happen is we'll start catching the thought in real time as it comes up. And then with that awareness, we have the power to shift out of it, even if we keep on coming back to it because it's grooved really deeply. We don't have to go through the full groove, we can start moving out of it. Does that make sense? So you guys will get that tracking sheet. It's a great piece of homework to give clients as well.

I'm going to move through the next few steps and then we'll open up for questions.

Step Three: Is It True?

So we spoke earlier about how a lot of the time, a negative thought pattern, not always, but a lot of the time, it can be inaccurate, or how we're understanding it can be inaccurate. And when we can support our client to separate the fact from the story, it can allow them to then move beyond the thought. So after exploring it, we can, and this can be a yes or no question a lot of the time, is it possible that the thought isn't true? Or how do you know that it's true? Or on a scale of one to 10, how true is it? What parts are true? What parts aren't true? But somewhere in there, we want to begin to support the client to create awareness around this so that they don't just take it as fact. Just the exploring, the visualization part alone,

will really do some of that job. You don't necessarily have to then ask these is-it-true questions, but I just put it in there so that you have all the pieces.

After that... [inaudible] saying [inaudible] asks, "Are you absolutely sure it's true?" I love that. After that, the next step is supporting the client to identify the higher wisdom. Supporting the client to identify the higher wisdom. So this is pretty logical, but still, I just want to pull it out. In order to rewire an old thought, you need to have a new thought available. In order to rewire an old thought, you need a new thought available. So in this part of the process, we're supporting the client to uncover and identify a more helpful thought.

And we've talked about the four levels of learning and transformation, we've already dipped into other levels beyond the mind if we do the visualization, and even if emotional things come up, or if we ask how that thought feels in the body, all of that, but this is another place where I like to bring in another level of learning and transformation, particularly the spirit level of learning and transformation. So as a refresher, the spirit level is connecting to something that is larger than ourselves, because we trust in something larger than ourselves, right? Whether that's God or Earth or our ancestors or our inner wisdom.

So a great way to do that, to support the higher wisdom, what would spirit want you to believe, right? Or let's say they have someone in their life that they just love so much, alive or that has passed, right? What would your mother want you to believe here? Only if their mother is a positive figure in their life. What would your child want you to believe here? What would you want your child to believe about this? And obviously, we wouldn't say "your child", you want a name. IF you know your client's kid's name or brother, sister, whatever it is. It's a great way of getting to that higher wisdom.

So ask that, guys, this question to you, whatever that negative thought that you identified that you've been working with, what's the higher wisdom here? What would spirit want you to believe about this? Take a moment on that for yourself.

What's the higher wisdom around this thought you've been working with today? And let's even take it a step further. Bring this new thought that you're identifying, really be present to it, take a moment and close your eyes, think this new thought and feel this new thought. How does this new thought feel in your body? Hold it in your body. How does it feel if you were to really believe it? What would be different in your life if you believed this new thought and really owned it in your body? What would be different? So just take one more moment with

that. Okay, so that's step four. So it's identifying the higher wisdom and then feeling into it, not just in the mind, but starting to really lean in.

And then finally, the last step is to create. Now we've already started creating the new neural pathway by identifying the higher wisdom and feeling it, but step five is really now grooving, really deeply grooving the new neural pathway on the new thought. And what that essentially is, literally, is practicing the new thought to create that deeper groove in the brain.

Now, I want to be clear about something. This is really important because you guys have probably heard me say it before, you can't mantra yourself out of anything. And I believe that 100%. Just coming up with a mantra and saying it, I don't think that's enough to rewire. That's why we don't just jump to step five. Mantras work when we've done this other work, we've brought in the four levels, all the things we've done up until now, that's then when a mantra can really work. We've kind of set the stage then for it.

So the creating the new neural pathway, you can do that by visualizing the new thought and what will come of the new thought. Feeling it in your body, but regularly, every day, if you can, writing about it, journaling about it. Even if you don't fully believe it yet, acting as if. You can repeat it like a mantra. If you do, I recommend don't just saying it, but saying it slowly and breathing it in to every nook and cranny of your body, bring it into those four levels of learning and transformation.

The other component to creating the new neural pathway is taking action on it. So what that means is, let's say the old thought is, "My newsletter will never be successful," and the new thought is, "I'm willing to believe that I can have an informative and well-read newsletter." Even if you don't believe the new thought yet, ask your client to pretend that they believe it. And from that place, what's the action step or the action steps that they can take? If they really believe that their newsletter would be awesome, what would they be doing differently?

So I just want to share a little subtle thing that I said. Sometimes if a client is like, you do all the work, but they're still resistant to the new thought, they're like, "No," still, then ask them to add to the beginning of it, "I'm willing to believe." They don't believe it yet, but "I'm willing. I'm considering believing." Sometimes if there's resistance, we can just play with language there a little bit.

So I'm going to ask you guys, when you think about the new belief that you identified, what are one or two baby action steps that you could take this week to

support the new thought? Because the actions and the thoughts support each other, thoughts become things, the more we think something, the more willing we're to do, but then the more willing we're to do it, it strengthens the new thought. So what are one or two baby actions you could take this week?

Okay, I know that we're over time, we'll close in just a few minutes. Of course, if you have to go, go. Your homework for this week, track the thoughts, you'll get a tracker, continue to dialogue with the thoughts, explore it, journal with the thoughts, and then practice these steps with your clients in your partner work. And also, if it feels right, see if you can commit to seven days of rewiring. Just rewire. And I think what we'll do, we're still close to the new year, I don't want to overwhelm people. A lot of times, what I do at this point in the program is, as a group together, we do seven days of rewiring and we'll do it in the Facebook group. So I'll save that for next week, and we can also do that together.

All right, take a moment and write down what are you taking from our call today? And I'd love to hear what are you taking and what questions do you have?

PART 4 OF 4 ENDS [01:37:13]

