



The Velocity Method

Reverse Engineer Your Identity

Hierarchy of Change

This is an NLP model that coaches use to create change.

Definitions:

Environment/Results- Things in your current reality that support your goals.

Behaviors - The actions that you are taking to reach your goals.

Capabilities- Your ability to make things happen.

Values/ Beliefs- The things that you believe about yourself and values that are true to you.

Identity- I am _____ (fill in the blank with the kind of business leader you identify with).

Spirit- Your mission and higher purpose in life.



**Most people work
from
bottom to top.
They find they are
not hitting
their goals and they
wonder why.**

Hierarchy of Change



When you work from the top to the bottom, you fuel your higher self - which in turn fuels you being able to accomplish your goals. You are the version of yourself that already has the thing you want.