



What does My Iceberg look like?

Skills

Something I have the ability to do well. (Write 1 if disagree 100%, write 10 if agree 100%)

Physiotherapist/clinical skills
Great results with clients
Great at communicating with clients
Proficient at building a caseload
Proficient at rebooking clients
Confident with ethical selling
Confident selling products
Great time management/being organised
Other

Beliefs

Something I hold to be true. (Write 1 if disagree 100%, write 10 if agree 100%)

I don't make a difference to people's lives
I don't need a lot of money to be happy
I can't change the world
It is not important to be fit and healthy
Failure is bad
It is important what others think of me
I never strive to play above the line
I'm too young to make a lot of money
There is not enough in life of everything to go around for everybody
My world is not a mirror
Bad stuff always happens to me
Sales people are dodgy
I know everything I need to know
If it gets too hard I just give up
Sometimes there just is no solution
It's not ok to be really happy
I don't feel comfortable around people I don't really know
To become very wealthy you have to rip people off
I am always right and others are wrong
Other
Other

Top 3 Limiting Beliefs



- 1.
- 2.
- 3.

Top 3 Values

Something that is important to me. From values assessment

- 1.
- 2.
- 3.

Identity

Who I think I am. (Write 1 if disagree 100%, write 10 if agree 100%)

- I am confident
- I am reliable
- I am loyal
- I am inspiring
- I am motivating
- I am energizing
- I am making a massive difference to people's lives
- I am a leader
- I am a great listener
- I am caring
- I am passionate
- I am an awesome Physio
- I am an action taking machine
- I am in charge of my own destiny
- I am the highlight of people's day
- I am changing the world one person at a time

I am

I am

I am

I am

I am