

# LEFKOE INSTITUTE

## Steps of the Lefkoe Expectation Process (LExpectationP) To be used to eliminate negative expectations about some area or issue.

1. What is your expectation about \_\_\_\_\_?  
[Insert the area or issue, for example, life, relationships, or career.]

2. \_\_\_\_\_  
[Insert the expectation given by the client.]

3. What happened early in your life that might have led you to this expectation?

4. Can you see that your expectation made sense given the many experiences you had that were similar to what you just described? Can you see that your expectation is a function of *those specific events*? [The answer should be, yes.] Can you see that \_\_\_\_\_ never caused your expectation? [The answer should be, yes.]  
[Insert the answer from #1 above]

5. To make this distinction real, imagine that the events of your life had been very different. Imagine, for example, \_\_\_\_\_. If that had happened, [Describe events that are the opposite of those described in #3 above.] would you have formed the same expectation then? [The answer should be, no.]

6. Can you see that your current expectation of \_\_\_\_\_, would be totally different if your earlier experiences had been totally different? [The answer should be, yes.]  
[Insert the answer from #1 above]

7. Do you still have the same expectation now about \_\_\_\_\_?  
[The negative expectation will be gone.]  
[Insert the answer from #1 above]

[The following steps assist the client to create a positive expectation after the negative expectation is gone.]

8. Describe the differences between your earlier circumstances and today=s circumstances. [If the client has difficulty in doing this, you can assist. One crucial difference is that the client has The Lefkoe Method available now.]

9. Can you see that today=s circumstances are very different from the earlier circumstances that led to your expectation? [The answer should be, yes.]

10. Don=t tell me what you want, what you wish for, or how you=d like it to be. If expectations for the future are based on current circumstances, tell me what any reasonable person would expect given your circumstances *today*, namely

\_\_\_\_\_  
[Summarize the current circumstances that the client has just stated in #8 above.]

11. Close your eyes and look inside. What do *you* expect about \_\_\_\_\_ right now?  
[Insert the answer from #1 above]

[The client will describe a new, positive expectation.]

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