Strategies for Building Commitment

High levels: Intellectual > Emotional > Spiritual

**Intellectual** – Recognizing a purpose for being, a vision of the future-of an ideal state of being with a story to adequately communicate to others of one’s identity with a purpose of attracting followers. . . *insight > Vision,* Intuition--knowing something with actual conscious use of reason.

Developing factors of *insight*: 1) gathering information and pondering the significance, 2) reflecting on the information gathered, 3) unearthing a passion to act

The *story* needs not be told, but can be related through one’s day-to-day actions, their history, and the kind of life led. Demonstrating congruence between what they do and what they say.

**Emotional** – Tuning into the feelings of self and others to build resonance. Requires ability to know and manage one’s emotions, motivate self, recognize emotions in others with empathy, effectively manage the relationship.

When the two above are combined in working together—wining both minds and hearts—change results. The material used to win emotional commitment is *feeling*: self-awareness, emotional engagement, fostering hope.

**Spiritual** – Calling from a source larger/more powerful than self: religious belief, family, a set of ideals and values, the needs of others. The material used is *soul* . . . inspiring.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* In *storytelling*, call upon the 5 senses and apply imagination (sight, hearing, smell, touch, and taste.)
* Present an attitude of invitation—it encourages expression of mind, heart, and spirit. Summon the individual to realize their boundless potential. Communicate respect, trust, optimism by the expression on your face, in your voice, and by your body attitude.
* Encouraging self-awareness may be challenging in those harboring an addiction. Help them recognize the *barriers* to revealing the truth about themselves. Direct them to”tune in” to their physical responses to discussion about their flaw—the addiction-- and ask, “What is the feeling you have that goes with this?”
* The emotion that is most significant to winning emotional commitment is *hope.*  “Hope arouses, as nothing else can arouse, a passion for the possible.” Beyond on religious faith in the Creator of heaven and earth, some strategies for fostering hope can be:
* Celebrate success
* Assume self-responsibility
* Hang out with optimists
* Get a good night’s sleep
* The final expectation is *self-management* *with positive emotional energy* – the ability to choose one’s own behavior.