



## 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