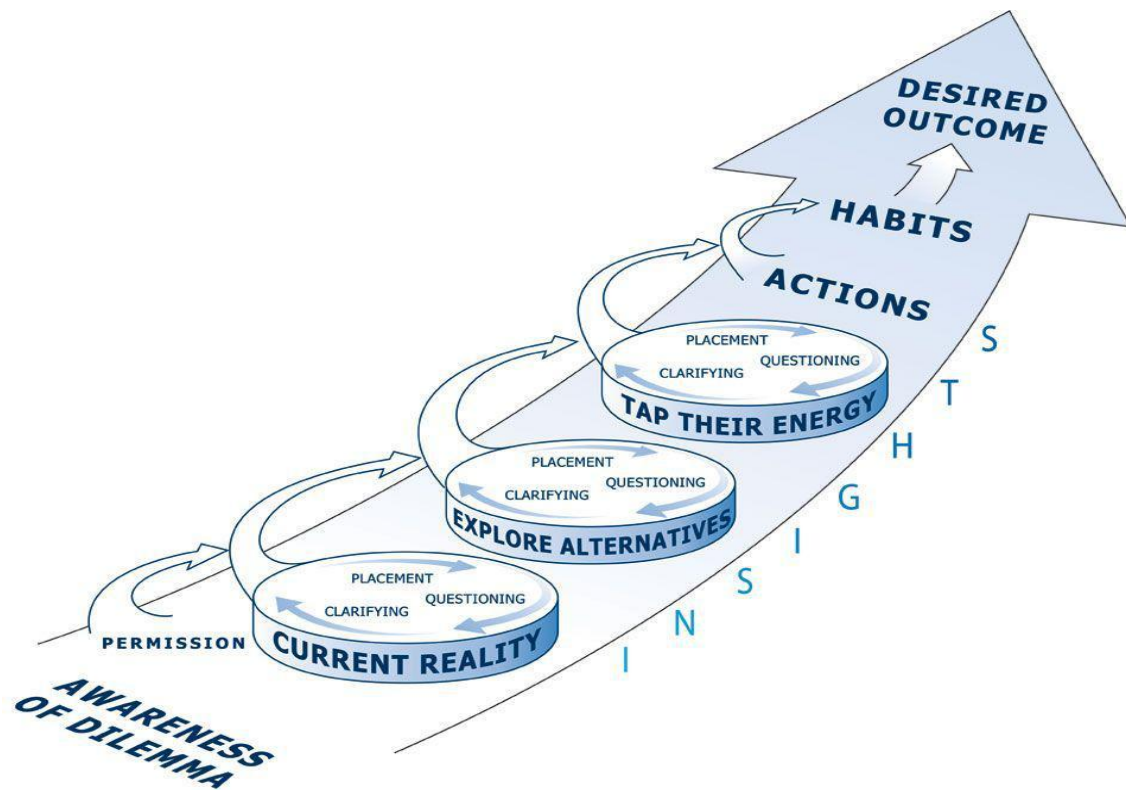


## CREATE New Thinking: Turning Insights Into Habits



Also known as the coaching conversation model, this model sits alongside the Dance of Insight. With this model, you take the insights and “a-ha” moments that arose from your conversation and then do something with them.

**Current reality** is the first phase of the conversation: Explore the thinking, identify the dilemma, reflect, and hopefully discover an insight of some kind.

**Explore alternatives** helps you do something with your insight, although at this stage you might not be sure exactly what. This phase is about uncovering options and throwing around different ideas, while you make a few gentle suggestions and find the best option for moving forward.

**Tap their energy** is about maximising the motivation from the previous conversation and turning it into action. Ultimately, this step is about turning insights into habit.