# **Target population:**

Young people with persistent physical complaints.

I'm glad to see you!

# Contact by recognition.

The complaints are real. Take away your own doubts.
Solution-oriented; working towards a solution, instead of looking for the cause.



# I'm not feeling well. I don't think I will be able to come.



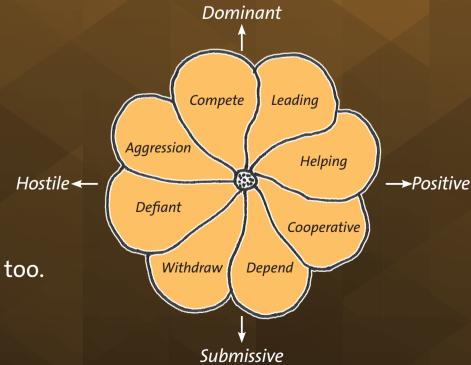
I'm sorry to hear that you're not feeling well, I can shorten the appointment if necessary, but I'll be there at 12 o'clock as we agreed.

# Compliments

Focus on competencies that help master the challenges they face.

### Submissive attitude

Rose of Leary; behavior provokes behavior. The student takes the lead.



# Fixed approach

A confident trainer boosts the student's confidence too.
Training with a fixed structure.
Fixed period with a set start and end.

Decision moments "Is this approach right for you?"