

PRE-FRAMING

Pre-framing is a technique used to get someone to see a situation from a specific viewpoint. It is very instrumental in influencing people.

Examples of two different ways to pre-frame a class:

- **Negative Pre-frame:** “You guys are going to have a hard time with this next move. It’s hard to do and frustrating to teach.”
- **Positive Pre-frame:** “I’m going to challenge your skill with this next move. You are going to love it.”

Whether you know it or not, you unconsciously pre-frame everything you teach. So consciously pre-framing what you do will help you be the best teacher possible.

What to pre-frame? Everything!!! At the beginning of class... “I have an exciting class planned for you today!”

When doing push-ups. . . “All right, we **GET to** (not have to) do push-ups. You guys are going to get stronger if you do them correctly.”

In teaching a new self-discipline technique. . . “You are going to love this next move. It develops your ability to . . .”