

**1. What is a “State” and why is it important?** *(for a full definition see the glossary on my website)*

**2. What is an Anchor?**

**3. Describe how to anchor someone conversationally**

**4. What is “chaining” or “stacking” anchors? And when do you use it?**

**5. Describe the process of collapsing anchors. When would you use this?**

**6. Explain the concept of the “Ring of Power” & why you would use it.**

**7. Into what kind of objects can you anchor in a resource anchor?**