

Understanding The Three Mental States

(How to meet anyone where they are)

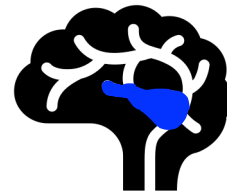
Executive State

Optimal Learning State
Problem Solving
Creative
Feedback, input



Emotional State

Needs:
Connection, Understanding



Survival (Triggered) State

Needs: Safety

