



# META DYNAMICS™ FOUNDATIONS

T.R.U.S.T.M.E. Model



META  
DYNAMICS™  
FOUNDATIONS

**I DON'T LOOK UP  
TO PEOPLE, I SEE THEIR  
BRILLIANCE AND  
ACCEPT IT WITHIN  
ME.**

*Matt Lavaris*

## T.R.U.S.T.M.E. MODEL

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**T.R.U.S.T.M.E. MODEL** was developed from the Meta Dynamics™ methodology – the only research-based coaching methodology founded by Sharon Pearson in 2013 based on decades of her research and experience in the coaching industry.

When coaching, you can **use T.R.U.S.T.M.E. Model** to find out:

- ✓ Why are people different
- ✓ Why do some people change, whereas others don't
- ✓ How people respond to the world around them in a given situation with the resources available to them at that particular time

Each “Level” in the model talks about where your client is currently at.

That said, at any point in time, your client can be centred at a particular level and they may decide to settle there for any number of reasons and develop within that level. That doesn't make them smarter or better than others at a level “above” them because levels represent complexity, not intelligence or smartness.

Mapping T.R.U.S.T.M.E. Model with Spiral Dynamics, we have:

**Trust** – Survival (Person is in survival mode, very instinctive)

**Relatability** – Tribe (Person values tribes and a sense of belongingness)

**Uniqueness** – Power (Person is egocentric or rebellious)

**Structure** – Systems (Person is purposeful or obedient)

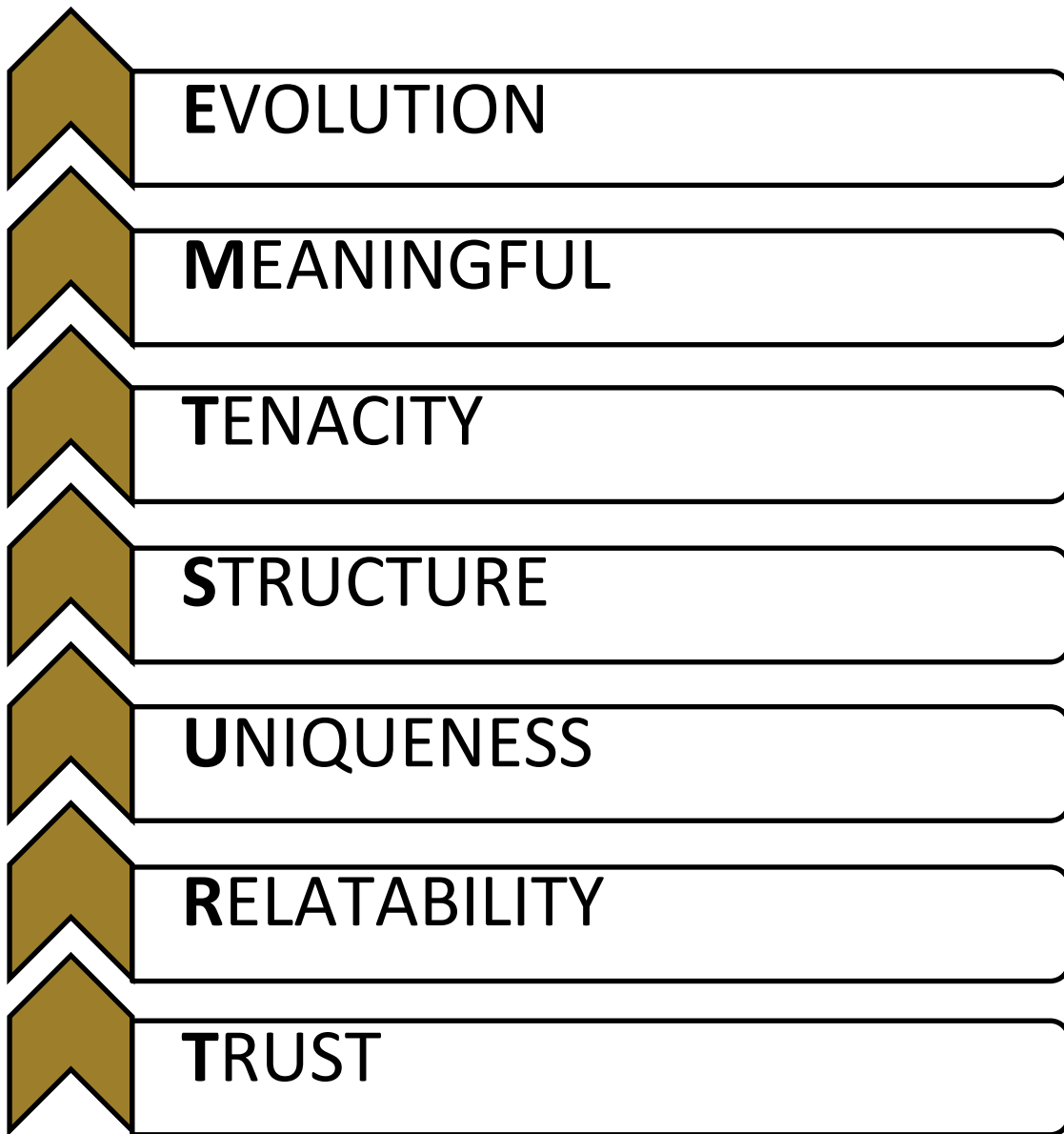
**Tenacity** – Results (Person values striving for results and is ambitious)

**Meaningfulness** – Contribution (Person values community and approval)

**Evolution** – Flow (Person values compassion, harmony and integration)

T.R.U.S.T.M.E. DIAGRAM

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META DYNAMICS™ FOUNDATIONS  
Feeling Inventory

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to get advice on your coaching journey.**

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# HOW FAR ARE YOU GOING IN YOUR META DYNAMICS™ JOURNEY?

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Connect with the crew at the back of the  
room to make sure you have what you  
need to become a Professional Meta  
Dynamics™ Coach!



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