

NLP For Wizardry

The User Manual For Your Mind



*The Certification Training Manual
for
Neuro-Linguistic Programming (NLP)
Humanistic Neuro-Linguistic Psychology (HNLP)
HNLP Coaching
by
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Jevon Dangelì - August, 2012

Liability

Using any of the information and skills provided in this manual is the responsibility of those who use it.

While this content is intended to only be of positive, empowering and healing value, Jevon Dangelì cannot be held responsible for any negative consequences that may result from reading or using any of the contents included in this manual.

By reading or applying any part of this manual, you agree to use this material ethically and responsibly.

INTRODUCTION



'In oneself lies the whole world,
and if you know how to look and learn,
then the door is there and the key is in your hand.
Nobody on earth can give you either that key or the door to open,
except yourself.'
- J. Krishnamurti -

Preface

These days any gadget comes with a comprehensive user manual in multiple languages, so here is your personal user manual for optimal functioning in this day and age.

In these high-tech and fast pace times, humans have become more complex than ever before. Greater complexity is probably useful in order to survive and to thrive in the modern world, but therein lies the challenge for many people today. More complex lifestyles have given rise to more complex challenges, resulting in more complications in life.

The solutions to yesterday's complications are not as useful today.

People need a way of lifting themselves above the smoke clouds that have been caused by their own mental exhaust fumes. The thinking that created our brain smog is not the kind of thought process that can be used to clear it. A new paradigm of thought is required. Skills to transcend our normal thought patterns are necessary if we want to uplift ourselves to new levels of joy, creativity and productivity.

If we don't take control of our minds now, then there's no telling where we might land up, and the result may be a life lived like a child in a dark room - clumsy and fearful. Showing that child where the light switch is, how to switch it on, as well as how to enjoy things more both inside and outside that room is what this manual is about.

NLP For Wizardry - The User Manual For Your Mind provides you with the knowledge of how your mind works, the skills to take control of your mental and emotional processes, and the ability to perform the kinds of actions that lead with greater ease to the results that you want.

This resource is for anyone who wants to learn Neuro-Linguistic Programming (NLP) & Humanistic Neuro-Linguistic Psychology™ (HNLP) for the purpose of enhancing their personal and professional effectiveness. It includes simple and clear explanations (in article form) of how a large variety of NLP & HNLP processes can be applied to everyday life.

The articles are written in such a way that they teach how the NLP & HNLP methodologies can be used to overcome typical challenges in life. These articles serve as examples of how the different techniques and processes can be applied in practical ways. The articles are placed throughout the manual in the various sections that are relevant to their content. These comprehensive explanations can be easily found as they are referenced with (A) alongside their titles in this manual's table of contents.

This manual also includes the full NLP & HNLP Practitioner training syllabus that participants on our NLP & HNLP certification courses use as one of their primary theoretical references. The NLP & HNLP techniques which appear in point form only are explained in detail with demonstrations and supervised practice at our live certification courses, some of which are covered in our [NLP Training video series](#).

Whether you're using NLP For Wizardry - The User Manual For Your Mind for personal growth or as part of your formal NLP & HNLP training, you'll discover a broad range of practical and powerful methodologies to maximize you potential in all areas of your life.

It's my passion and purpose to share these resources with you. I know they will enable you to get more out of yourself and more out of life. Like any skill, their application proves their effectiveness, so use them, and discover the difference that makes the difference all for yourself.

Jevon Dängeli - Certified NLP & HNLP Trainer

NLP Training Videos

- The perfect companion to this manual -

Jevon Dangeli and Jana Allmrodt have created a unique, comprehensive, module by module, professionally edited with diagrams and notes – NLP & HNLP Practitioner training video series.

Each video is followed by review questions to help you master the subject.

See Jevon live in action from the comfort of your own home.

Watch him demonstrate the power of NLP & HNLP, as well as provide explanations and examples that you won't get from this manual. You will hear Jevon answer common questions that his students ask.

These NLP & HNLP Practitioner training videos are filmed at Jevon's live courses. You can watch, learn and benefit from Jevon's training as if you were in the room with him.

Using NLP For Wizardry - The User Manual For Your Mind along with watching the training videos will provide you with a rich understanding of NLP & HNLP and an ability to use these skills effectively.

And...THE VIDEOS ARE FREE !!!

Register for this free video series here:

<http://jevondangeli.com/training-videos-landing/>

Introducing Neuro-Linguistic Programming (NLP)

"The study of subjective experience."

"NLP is an **Attitude** and a **Methodology** that leaves behind a trail of techniques."
- Richard Bandler

The Attitude:

Curiosity

Wanton Experimentation

The Methodology:

Modeling – the extrication and replication of elegance

The Question:

How is it possible? – Possible in the world, possible for me only a question of
"how"

Neuro-Linguistic Programming (NLP) is a practical model of human behaviour that has, at its core, specific interest in the patterns of behaviour that distinguish excellent performance from average performance. The three letters in the acronym NLP refer to:

Neuro relates to our nervous system where our behaviour, our thoughts, our feelings and the state of our bodies reside.

Linguistic implies that it is mainly language that enables us to both internally store our inner experiences as well as share them with the outer world. It is through language that we create our map of reality.

Programming is the ability to change behaviour patterns and feelings in such a way that they become useful and constructive to our personality as a whole, thus fostering our growth and health.

NLP is widely known as "the fastest and most powerful vehicle for personal change in existence!" (Psychology Today Magazine)

NLP was originated by Dr. John Grinder (whose background was in linguistics) and Dr. Richard Bandler (whose background was in mathematics and gestalt therapy) for the purpose of making explicit models of human excellence. I.E what skills and techniques would help a person overcome a problem.

They identified the verbal and behavioral patterns of therapists Fritz Perls (the creator of gestalt therapy) and Virginia Satir (internationally renowned family therapist) and later modelled Milton Erickson, founder of the American Society of Clinical Hypnosis and one of the most widely acknowledged and clinically successful psychiatrists of our time. They

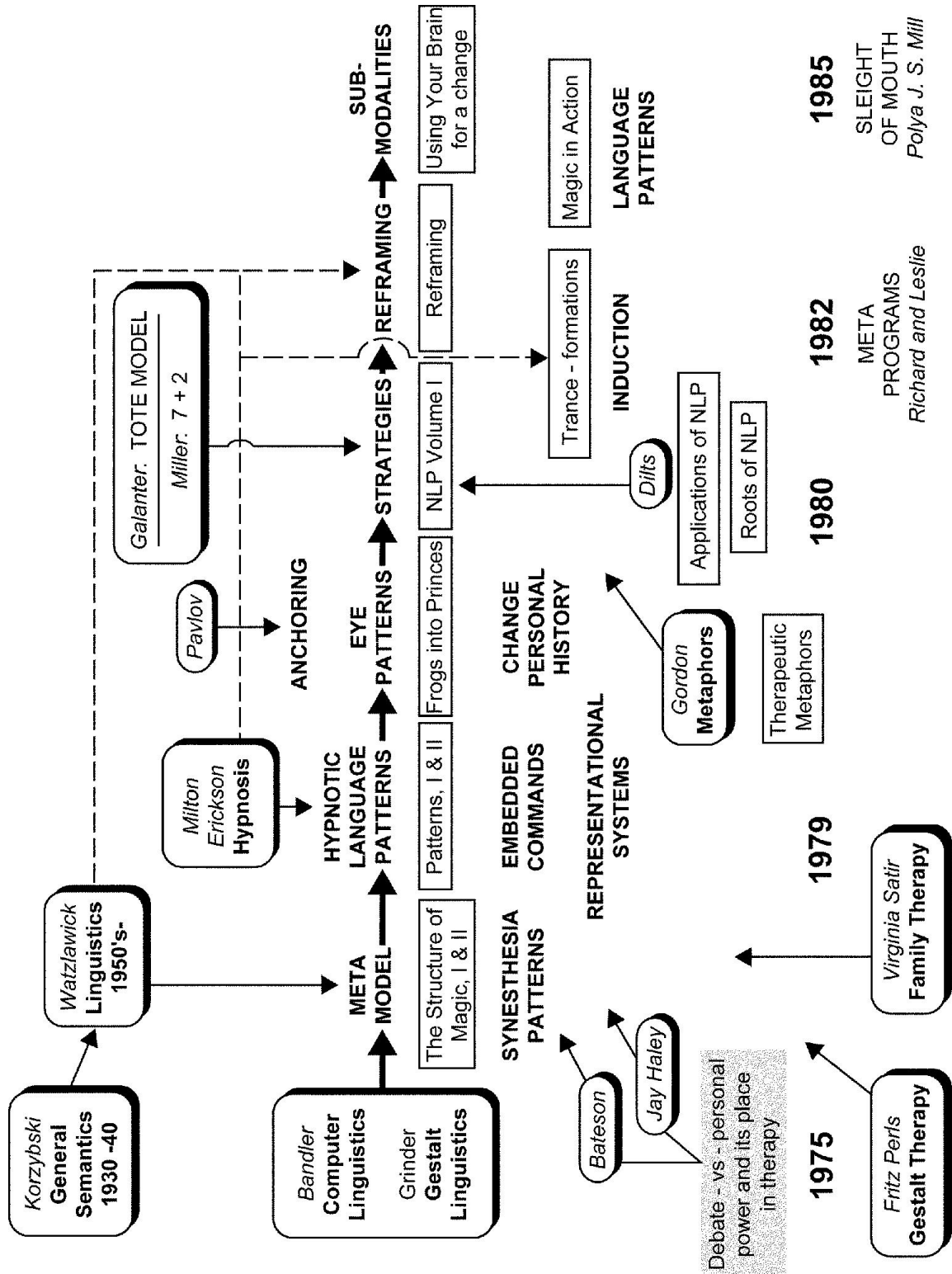
studied Erickson's ways to use metaphor and stories to induce trance as well as to help his clients overcome their challenges.

Grinder and Bandler formalized their modeling techniques and their own individual contributions under the name "Neuro-Linguistic Programming" to symbolize the relationship between the brain, language and the body.

Through the years, NLP has developed some very powerful techniques and processes that are used widely today in various fields to enhance performance, overcome negative emotions and limiting beliefs, facilitate healing and improve relationships.

"NLP could be the most important synthesis of knowledge about human communication to emerge since the explosion of Humanistic Psychology in the sixties" -Science Digest-

HISTORY OF NLP



Revised January 1990 © Tad James & Advanced Neuro Dynamics
 History of NLP Revised © 1997 Neuro Energetics

The Presuppositions of NLP

NLP Presuppositions form the basic beliefs and attitudes that effective NLP Practitioners work and live by. The 14 presuppositions below are the central principles of NLP. They form a set of ethical principles for life.

1. The map is not the territory.

People represent the world internally to create their own personal and subjective realities. We respond mainly to our internal experience (map of reality), not to the external reality itself (see NLP Communication Model diagram - six pages ahead).

How we represent things in our mind are our interpretations. Interpretations may or may not be accurate. In any case, these interpretations determine how we experience each moment, and therefore lay the foundation for our experience of reality in the future too.

Having choices about how to interpret your reality now, changes your experience of it. And having more choices available to you begins by choosing to interpret each experience in a way that frees your thinking to explore different points of view. So, how else can you look at your situation, and how else, and how else?... In this way your map of reality expands.

2. We respect each person's model of the world.

We could sum it as "we respect each other". Just because someone else has a different point of view (map of reality), it doesn't mean that they are wrong and you are right.

3. Aim to increase choice.

By aiming to increase choice, you're choosing to expand your map of reality. Expand your map to one that gives you the widest and richest number of choices. The more choices you have, the freer you are and the more influence you have over yourself and others.

Greater choice comes from being able to change your perceptual position. The 3 main perceptual positions in [NLP](#) are:

1. Associated to self. In your body, looking at the situation from your point of view.

2. Associated to other. Taking the other person's frame of reference.
3. Associated to the "observer" or "witness". Taking the the meta or objective perspective. Being the "fly on the wall".

Familiarising yourself with being in all 3 perceptual positions and becoming comfortable doing so in all contexts broadens your scope of choice.

With practice one can assume multiple perceptual positions simultaneously. With that comes the freedom to more consciously choose your thoughts, feelings and actions in all types of situations.

4. People make the best choice they can at the time.

A person always makes the best choice they can, given their map of reality at the time. The choice may be self-defeating, bizarre or evil, but for them, it seems the best way forward. Give them a better choice in their map of reality and they will take it. Even better – help them upgrade their map to one with more choices in it.

Another way of putting this is: We all act according to the level of awareness that's available to us in that moment. The reason why people regret certain past actions is because they have greater awareness now, and because of this phenomena, they eventually overcome their current regret too.

Based on the premise of this presupposition, whoever caused us pain in the past, did so based on their level of awareness at that time. They were trying to fulfil a certain value in their old map of reality and never knew how else to go about it back then. Looking back on that past hurt from a broader and resourceful perspective in the present can enable healing and release of stuck emotions.

Therefore, the broader our perspectives now, the more choices we have – in the past, present and future...

5. People work perfectly.

No one is wrong or broken. People function perfectly even if what they are doing is ruining their life. All behaviour has a structure. When you understand the structure, you can change the behaviour into something more desirable.

People carry out their behavioural strategies perfectly, but the strategies may be poorly designed and ineffective. Finding out how you or others do what you or they do, enables you or them to change the ineffective strategy to one that is more suited to achieving useful and desirable results.

6. All actions have a purpose.

Our actions are not random; we are always trying to achieve something, although we may not be aware of what that is.

Behind each behaviour there is a positive intention. This may be the anticipation of pleasure or avoidance of pain. People want to achieve something that they value and which benefits them.

NLP separates the intention or purpose behind an action from the action itself. A person is not their behaviour. When a person has a better choice of behaviour that also achieves their positive intention, they will take it.

When the behaviour is undesired, find alternate ways to achieve the behaviour's positive intent. Seek to add choices and resources. When you take away choices, other compensating behaviours can occur.

Internal conflicts, indecision, procrastination and lack of motivation are often the result of conflicting values in our unconscious awareness. Establishing the highest intention or purpose of each conflicting value enables integration and inner alignment which results in greater choice and freedom.

To change unwanted behaviours, start by eliciting the highest positive intention which drives that behaviour, then seek to satisfy that intention through more appropriate means.

In order to be more understanding and compassionate towards others, seek to establish what their highest positive intentions are.

We act according to our current level of awareness. By bringing the underlying purpose of particular actions into awareness, we create more possibilities for ourselves and our clients.

7. The meaning of your communication is not simply what you intend, but also the response you get.

Resistance in others indicates a lack of rapport, or that the other person doesn't get your meaning. We all resist when we don't understand. Your intended communication is not always what is perceived.

You cannot not communicate. We are always communicating either verbally or non-verbally. Even the absence of a response is information. Each person deletes, distorts and generalizes pure sensory information (input through the senses). Our nervous system is conditioned to filter information in this way. These filters are triggered by both verbal and non-verbal behaviours in others.

Which is more important: What you intend to communicate, or what you actually communicate? Flexible communicators change what they're saying (and how they're saying it, as well as their body language) until their desired results are obtained.

8. We already have all the resources we need, or we can create them.

You already have it in you. Everything a person needs to effect a positive change is already in them. They may, however, not be consciously aware of it. Often people have resources that they haven't considered or are available in other contexts. Resources mean the internal responses and external behaviours needed to get desired results. Our most basic resource is our ability to learn.

There are no unresourceful people, only unresourceful states of mind. As responsible people, we can run our own mind and therefore move toward getting the results that we want. The key to achieving this is through knowing how to change your state, as specific resources are accessed only through being in the appropriate state. States are the keys that either open or lock the door to the infinite reservoir of resources inside you.

Appropriate states are those that match the kind of resources that you would like to gain access to. For example, to be in a confident state shift your body posture, breath and internal dialogue to that which matches confidence. You will immediately begin to feel more confident.

In the above way you can, through changing your body posture, breath and internal dialogue, assume any state. Through assuming appropriate states, your thinking becomes clear, new creative choices arise into awareness, and empowered actions are the result.

Conversely, we've all had the experience of being in a miserable state, and you know how resourceful you felt then!

The hypnotic state is highly versatile state, since it's often referred to as the "master key" to your inner resources. Hypnosis enables people to have direct contact with the level of their awareness that's usually unconscious. [Hypnotherapy](#) leverages the hypnotic state for the purpose of healing.

So, whichever way you choose to go about it, states are the way in which you tap your inner wisdom and productive levels of thought to deal effectively with any situation.

9. Mind and Body are connected, and form a system.

It's clear how the mind-and-body affect each other: Prolonged stress or heavy emotional spells often result in physical sickness. Likewise, positive attitudes, joy and laughter are not only healing for the body, but also help prevent sickness.

NLP eye patterns reveal our internal sensory processing. Some of the other physiological cues that indicate our mental processes are posture, speech and breathing rate. Since physiological cues reflect the functioning of your mind, by changing particular physiological cues you can affect the functioning of your mind. For example, slumping in your chair can make you feel tired, or taking a walk can uplift your thoughts.

Mind and body interact and mutually influence each other. It is not possible to make a change in one without the other being affected. When we think differently, our bodies change. When we act differently we change our thoughts and feelings.

Treating only mental/emotional or physical symptoms without taking responsibility for the underlying reasons why such symptoms have manifested, may disrupt the mind/body system. Ignoring the subtle causes of unwanted symptoms can result in more complex complications later. For example, regularly taking sleeping tablets to get enough sleep at night, without addressing the mental/emotional causes (like stress or dissatisfaction) of not being able to sleep, may lead to burn out and/or disease.

Consciousness expresses itself through the system of your mind and body. Mind and body are therefore intimately linked, and ultimately, they're two aspects of the same source. Any healing program must aim to optimize the flow and balance of consciousness in both the mind and body in order for healing to be effective and complete.

10. There is no such thing as failure, there is only feedback.

Legend has it that prior to Thomas Edison inventing the light bulb, he was interrogated by a probing journalist who demanded to know why Edison had failed something like 200 times to invent the light bulb that Edison claimed was an imminent reality. Edison's reply went along the lines that he hadn't failed to invent the light bulb 200 times, instead, he'd discovered 200 ways not to invent it.

With that kind of attitude, Edison was quite likely able to maintain a resourceful state and be positively motivated to persevere until his goal was reached.

The attitude that we bring to a situation determines our response to that situation.

Every result gives you feedback, maybe information about how to do something differently next time. Feedback is helpful and sets direction. This kind of attitude toward “failure” produces results that allow you to improve. Results are the means by which you measure your progress and adjust your behaviour in order to achieve your desired outcomes.

Every experience offers a positive learning, one from which we can grow intellectually or in terms of emotional intelligence. Living is learning, even if you loose, you don't loose the learning.

11. The person or element with the most flexibility in a group or system will have the most influence.

This is the Law of requisite variety from systems theory. It means the person with the most options and behavioural choices will control the system. In any field, the top people in that field are those who have the most variety in their behaviour. They have choices of behaviour that their colleagues don't. Any time you limit your behavioural choices you give others the competitive edge. If you're able to respond to any situation in a variety of ways, you are more likely to get your outcome.

12. Modeling successful performance leads to excellence.

No matter how you define success, many successful people have got to where they are through modelling the successful performance of others.

Modeling is not copying. Copying how someone became successful in the 80s is unlikely going to make you successful today. Modelling in NLP is the process of identifying and replicating both the conscious and unconscious competence in another, which results in that person's excellence.

Unconscious competence (what we do effortlessly, without conscious awareness) can be identified through careful observation, questioning and strategy elicitation. Once you know the thoughts, beliefs, values and behaviours that result in excellence, you can test the model and refine it to fit with you. Once you're able to replicate the same degree of success in a specific context, you've got that model.

If it's possible for someone else, it's possible for you, and teachable to others (provided they don't have severe physiological or neurological damage). In this way most people can learn to get better results in their own way, you do not become a clone of the model – you learn from them.

Find a model of excellence in a field that you're interested in. Identify the sequence of components (thoughts, beliefs, values and behaviours) that are necessary to achieve

the desired result. Apply that model in a way that enables you to get the same kinds of results, and success is yours.

13. All processes should lead to integration and wholeness.

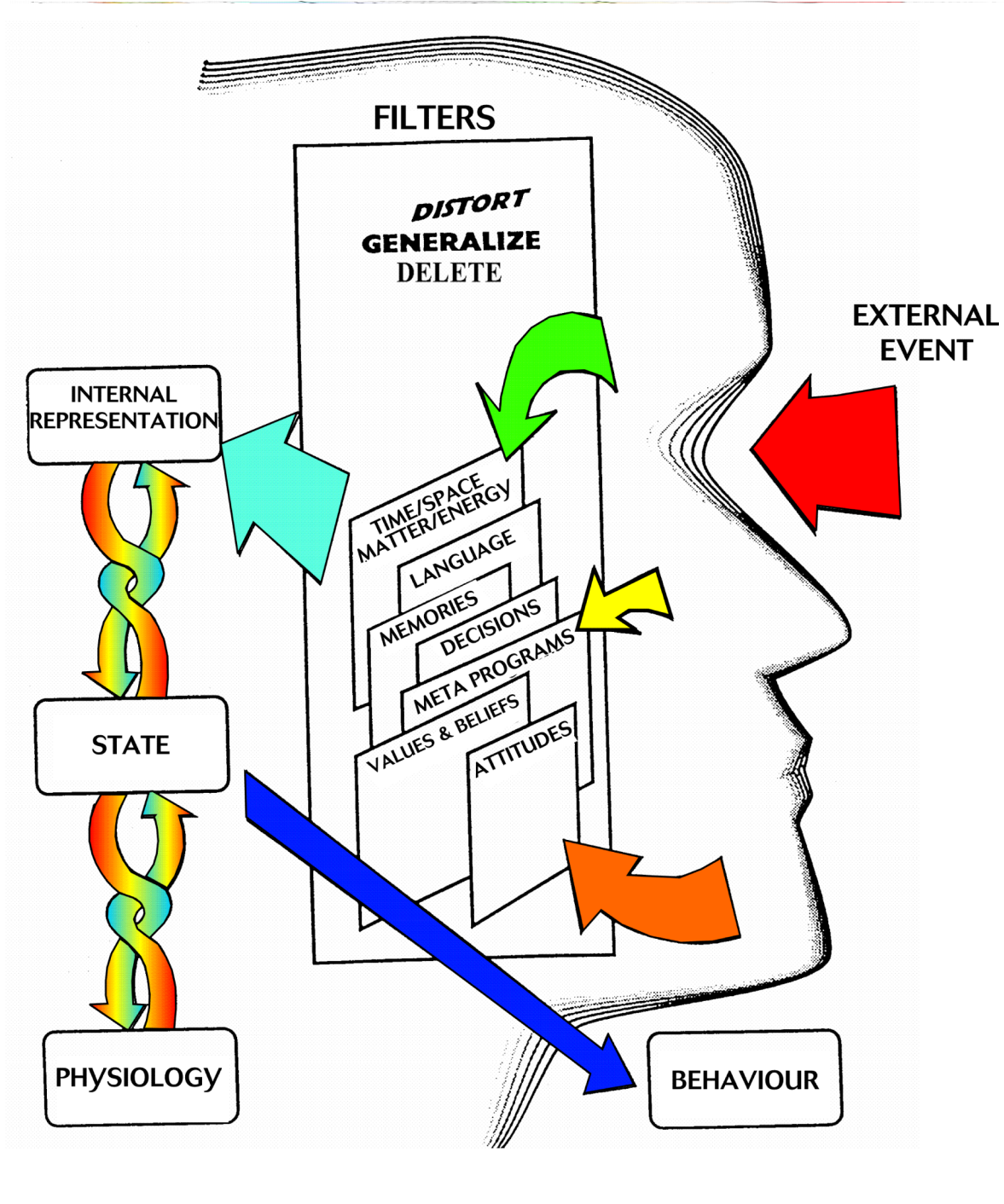
Many of our personal issues and challenges in life are the result of parts of our unconscious mind becoming dissociated from the flow of neural information that's available to our whole Self. This essentially leads to the formation of sub-personalities in our unconscious awareness, each one essentially with its own values system. All unwanted behaviours that we have little or no conscious control over are driven by parts. Conflicting parts are also the cause of indecision and procrastination. Integrating parts is therefore an important part of most coaching and therapy sessions.

In NLP, a variety of methods have been developed to integrate parts, including finding new solutions for a parts using the Six Step Reframing technique, and creating oneness between two or more parts using the Parts Integration or Visual Squash technique.

14. If you want to understand – Act

Real learning is in the doing. Through application you will soon discover what works and what doesn't work. Keep doing (and refining) the things that get you the results that you want. Remember, there is no failure, only feedback.

NLP COMMUNICATION MODEL



NLP Communication Model © 1992 Neuro-Energetics & Advanced Neuro Dynamics

ANATOMY OF THE MIND

THE CONSCIOUS MIND & UNCONSCIOUS MIND

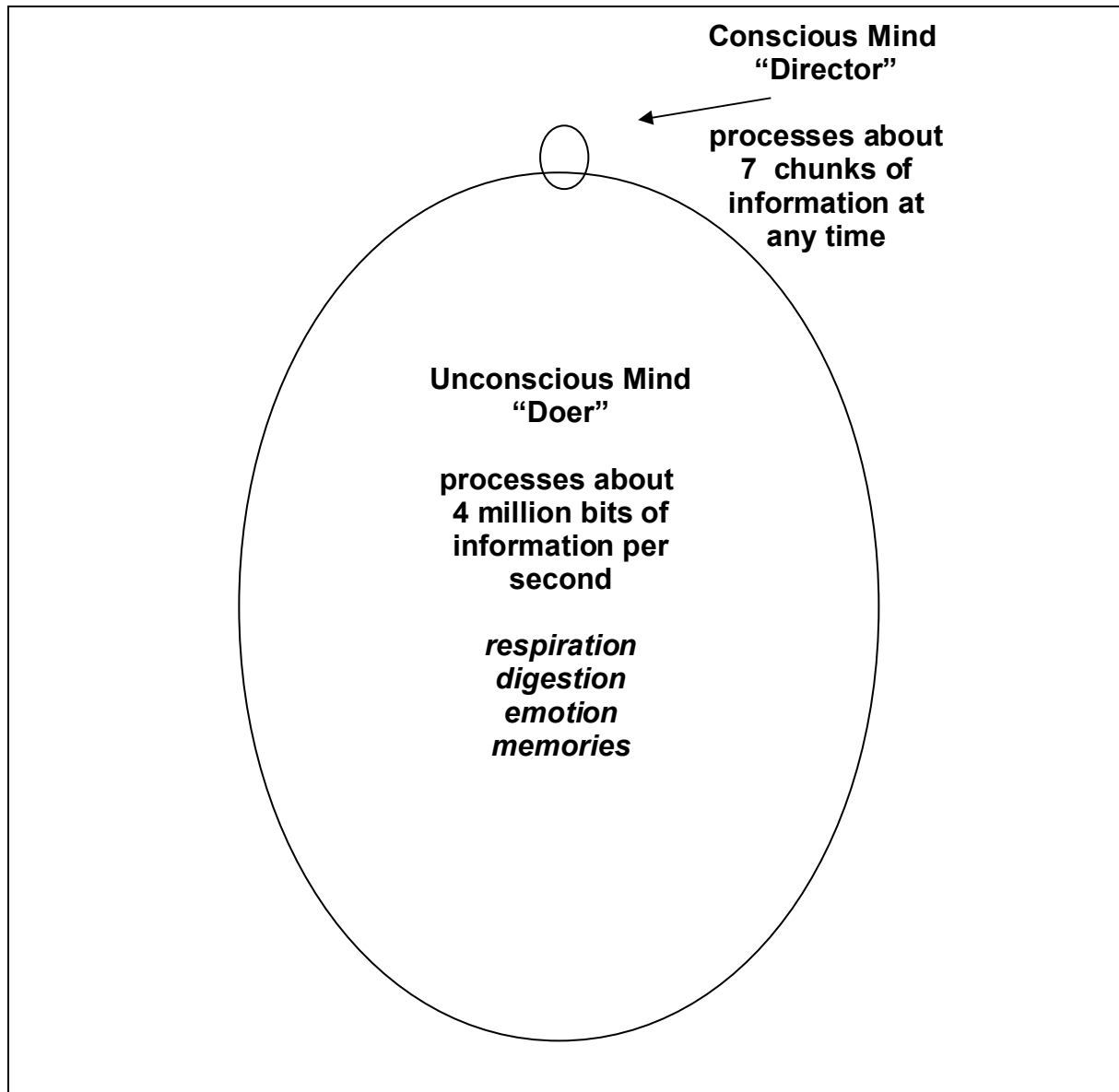
You only have one mind, but there are two main faculties or realms of consciousness that make up your personal mind. These are referred to as the "conscious mind" and the "unconscious or subconscious mind".

One of the keys to living life the way you want is understanding how your mind really works. Let's start with the basics:

Your conscious mind is that of which you are currently aware. For example, you are probably aware of listening to my voice, hearing my words. You might be aware of certain thoughts that you are having right now. Perhaps you are aware of background sounds in the area where you're sitting. Perhaps you are aware of the feeling of your body against the surface on which you're sitting.

Whatever it is that you are noticing right now, you are observing with your conscious mind because your conscious mind is your current awareness. The conscious mind can only hold a limited amount of information. Psychological research suggests that we can only consciously pay attention to 7 ± 2 chunks of information at any given time.

What does this mean? It means that it is a lot easier to consciously think about 3 or 4 things than it is 10 or 12 things. After about 5 chunks of information most people start feeling challenged. If you've ever had to learn something new that involved a lot of details, you may have felt overwhelmed at times. Remember when you learned to drive a car? There was the steering wheel, the brake, the accelerator, the rear view mirror, the driver's side mirror (that's 5 things so far), and perhaps a clutch and a gear shift, not to mention the road or other cars! If you remember feeling overwhelmed, that is because you had reached the limits of information which you could process consciously.



If your conscious mind is your present awareness, your unconscious mind is everything else in the background of your awareness. Every second of your life your nervous system is receiving and processing over 4 million bits of information! Everything you've ever seen, heard, felt, smelled, tasted, and thought is recorded in some way in your unconscious mind. Your unconscious mind is the storehouse of all of your memories, beliefs, and values. It is like a faithful video recorder which automatically records information 24 hours a day.

Your unconscious mind is also the storehouse of your autonomic nervous system. Your autonomic nervous system is what keeps everything running smoothly when you are on automatic pilot. It handles all of the activities that you don't have to think about in order for them to be done. It controls your breathing, digestion, the pumping of your heart and blood, and your immune and hormonal systems. Just think if you

had to pay attention to all of these things in order for them to work? In fact, just pick one, like breathing. If you didn't have an unconscious mind then every breath you took would have to be taken consciously. What if you got so busy with something else and you forgot to breathe - oops!

Your unconscious mind is also in charge of your emotions. For the most part, you don't go through life consciously choosing what you are going to feel from moment to moment. Most people believe that feelings are outside of their control. Feelings just happen. The reason it seems this way is because feelings are generated by the unconscious mind. Yes, you are creating them, but you are doing so through your unconscious mind. You do it so automatically that at times, it may seem like it's not you who is doing it.

Why should I learn to use my unconscious mind?

Believe it or not, everything that you do, you do unconsciously first. This has been proven experimentally in 1979 when neuroscientists conducted a series of experiments that demonstrated that conscious awareness actually occurs about a half-second after the body registers a particular stimulus. This means that the unconscious registers the stimulus about a half-second before you even realize it has! Because of a phenomenon known as "subjective referral" the conscious mind "refers" back in time and acts like it knew about the stimulus at the same time the body registered it! The conscious mind thinks that now is now - when in fact by the time you realize it, now has already passed.

Everything that you learn, you learn unconsciously before you consciously know and understand it.

One excellent example is walking. How did you learn to walk? You didn't consciously decide to walk. You didn't think to yourself, "Okay, now I'm going to put pressure on my right foot while shifting my weight onto my right leg, while I swing my left arm to counter balance my body to compensate for gravity..." You had people around you who gave you encouragement and through trial and error, you learned to walk unconsciously.

Yet, now as an adult, you sometimes forget that your most important and basic skills like walking, talking, reading, and eating occurred before you had the ability to even comprehend what they really were! What if you learned unconsciously first as you did then and let the conscious mind simply have the awareness of what it is that you're learning? Learning to trust and use your unconscious mind again will make your life much easier. Many of the NLP & HNLN processes teach you how to have more direct contact with your unconscious mind so that this is possible for you.

Is my mind the same thing as my brain?

Many people naturally believe that the mind is the same as the brain. Which is, of course, in the head. When I refer to your mind, it's all of you that's being referred to, including your brain and all of your body. This is not yet common knowledge in society, but this has been known by a large part of the scientific community for some time. Your body is as much a part of mind as your brain is. In fact, your brain is just an organ of the body. Your mind is much more than that - it is the comprehensive, organizing intelligence that runs your entire system. It's not just your nervous system, it's all of the communication that takes place inside you, and to some extent, even outside of you.

Over the past 20 years researchers have been studying the vast internal communication network inside the human being. What they have found would make Google jealous.

Every cell in your body is communicating with every other cell through "neuropeptides." Neuropeptides are chemical messengers that each nerve cell uses to communicate with all the other nerve cells. Brain cells communicate with every other cell in the body. Because of this every thought that you think is "heard" by your heart, liver, stomach, your immune system, and every other part of your body.

The fiber optics of your internal communication system are nerve cells or neurons. Each neuron is like a standard light switch you have on the wall of your house. It is either on or off. Another way to think about it is each neuron is one choice that your nervous system has: either a "yes" or a "no."

Neural physicists have estimated that the number of possible "choices" we have in our nervous system is 10 to the 10th to the 11th. This number is so large that it's beyond conception. It is more than all of the grains of sand on the planet. It is more than all the stars in the night sky. It is more than all of the atoms in the known universe!

Since your conscious mind is designed for making decisions, and your unconscious mind is designed to follow through on the conscious mind's decisions, as well as maintain your body's autonomic functions, then what is it that gives energy to the whole interplay between the conscious and unconscious minds? That will be covered at your HNLP Master Practitioner Training!

CREATING EXCELLENCE IN YOUR LIFE

1. Know Your Outcome

People respond best when they know what they want as opposed to what they don't want.

“Problems are only outcomes.”

2. Be Flexible

The person with the most flexibility will be the controlling element in the system. When you haven't got the outcome you want, change your behaviour, not your outcome.

“Limitations point to possibilities.”

3. Use Your Senses With Precision

To reach your outcome you've got to know whether you're getting closer to it or further away. Learn to read feedback.

“Failure is only feedback.”

4. TAKE ACTION, NOW

This is personal power.

Ask: “how” not “why”

Creating Excellence © 1990 Neuro-Energetics

MODELING

NLP, is famous for its powerful techniques, and Modeling is the origin of the NLP Techniques.

Modeling is replicating excellence. In other words being able to decode how outstanding achievers do what they do, and being able to install that level of competence in your mind, so that you can replicate the behaviour with similar (and sometimes even better) results.

Given a specific behaviour, ability or skill, tangible outcome that an individual can perform, then one can replicate that behaviour, ability or skill in half the time it took to teach the skill originally. Begin with the assumption that all people are equal in terms of physical and mental capabilities, then sort for the differences that make experts expert.

THE SKILLS:

1. **Calibration** — Ability to notice distinctions.
2. **Elicitation** — Meta Model.
3. **Chunking** — Hierarchy of ideas.
4. **Sequencing** — Strategies.

THE CONTENT:

MODELING of -

1. **Physiology** — Key to rapid state elicitation. Breathing, then posture etc.
2. **Filter Patterns** — Provides the Values, Meta-Programs, and Beliefs. Answers “Why?”
3. **Strategies** — Sequence of Internal representations defined by outcome. Eye accessing, predicates, etc.

THE STEPS OF MODELING:

1. **Find a model of REAL excellence** (otherwise, you will only be modeling mediocrity).
2. **Elicitation** - Physiology, Filters, Strategies.
3. **Install in self** - See if you get same results.

TWO WAYS TO DO MODELING:

1. Imitation

Do it (replicate the model's behaviour), then model yourself to see how you did it.

Separate what is essential from what is idiosyncratic — the difference which makes the difference.

Consciously drop-out pieces to find what's essential until you have only the "bare bones."

2. Cognitive Approach

1. Analyze into components — using interviewing, audio- visual recording, etc.
Elicit - Physiology, Filters, Strategies (including motivation direction)
2. Contrastive Analysis — separate what is essential from idiosyncratic — the difference which makes the difference. Then consciously start dropping pieces to find what's essential.
3. Sensitivity Analysis — determine what's critical. Start changing things to find out if they make any difference.
4. Strategies — a lot of patient pushing to find out what they are doing in their heads while they do it.
5. Install in self — the test is when you can get the same results as the experts do.
6. Training design.
7. Train trainers.

SENSORY ACUITY

All ...

Learning

Behaviour

Change

is unconscious

BMIRS

BEHAVIOURAL MANIFESTATION OF INTERNAL REPRESENTATIONS

These are “minimal” nonverbal and verbal accessing cues which correspond to internal 4-tuples (V, A, K, O/G).

ACCESSING CUES

Visual

facial muscle tonus

skin colour

lower lip size

eye movements

pupil size

head tilt

breathing

posture

angle of spine

hand and finger gestures

Auditory

tone

tempo

locus

pitch

volume

rhythm

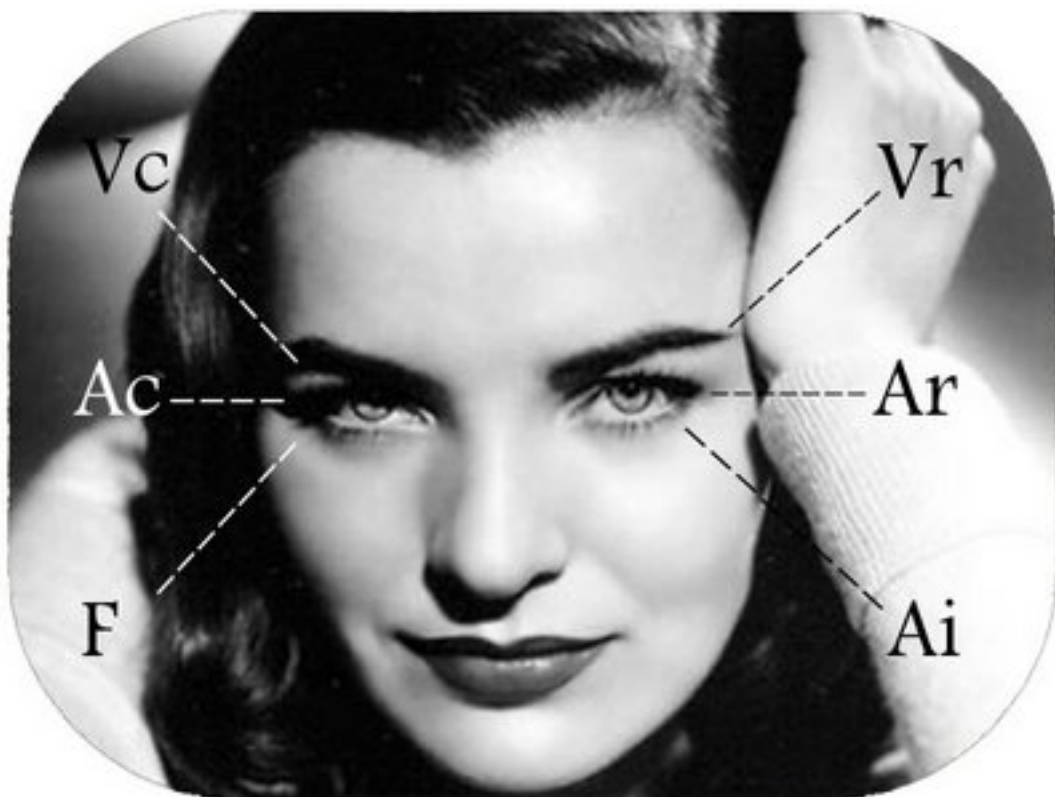
pauses

predicates

Detecting these cues is the basis of **CALIBRATION**. The basis of calibration is making distinctions. To make distinctions you need to observe at least two states.

EYE ACCESSING

EYE ACCESSING MOVEMENTS FOR MOST RIGHT-HANDED PEOPLE



EYE ACCESSING ELICITATION

Visual Remembered:

What was the colour of your first car?
What was the brightest colour of clothing you wore recently?
Is there a mirror in your house that is round?
Which is the largest door in your home?

Visual Constructed:

What would a giraffe with purple hair look like?
What colour hair will you have 20 years from now?
What would an elephant with pink polka dots look like?
What are you going to be doing tomorrow?

Auditory Tonal Remembered:

Listen in your mind to your favourite song.
Tune into the sound of the ocean.
Which is louder, a car door slamming or your office door slamming?
Sing your favourite song to yourself.

Auditory Tonal Constructed:

What would an elephant sound like in a wind tunnel?
What would a whistle sound like in space?

Auditory Digital:

Recite your current address to yourself.
What do you say to motivate yourself?

Kinaesthetic:

Feel the warmth of the sun on your face.
What does it feel like to float in water?
How did you feel the last time you were deeply relaxed?

If the person you are observing does not access, then ask more detailed questions until you can detect eye-accessing movements. Use questions that require comparison and contrast:

Which is _____, _____, or _____?

Eye Accessing Elicitation © 1990 Neuro-Energetics

PRIMARY REPRESENTATION SYSTEM

LEAD REPRESENTATION SYSTEM

SYNESTHESIA

Primary Representation System

- Visual, Auditory, Kinesthetic, Olfactory, Gustatory (VAKOG)
- Predicates - Words that describe which Representation System is most in use.
- Physiology - Each Representation System typically has a matching physiology.

Lead Representation System

- Has to access one system to gain access to others. Seen in a person's Eye Accessing Cues.

Synaesthesia

- Simultaneous overlapping of two Representation Systems. For example: Smelling something that immediately brings up a memory, or seeing/hearing something that gives you an instantaneous feeling.

REPRESENTATIONAL SYSTEMS – PREDICATES

VISUAL



clear
dim
foggy
hazy
view
focus
picture
clarify
inspect
gaze
glow
visible
imagine
foresee
outlook
watch
envision
appear
glance
notice
look

AUDITORY



listen
hear
tune
remark
hear
pronounce
inquire
voice
chatter
discuss
shout
amplify
talk
whine
call
articulate
silence
cry
resounding
rings a bell
mention

KINAESTHETIC



touch
feel
grasp
handle
pressure
cling
numb
soft
solid
tremble
rough
warm
shiver
glow
shake
hold
relaxed
move
absorb
flow
rush

PREDICATE SENTENCE STRUCTURES

VISUAL

“That’s not clear to me.”
“I’m drawing a blank.”
“You need another viewpoint.”
“I see light at the end of the tunnel.”
“Make a picture of your last client.”
“I take a dim view on that.”
“There isn’t a shadow of a doubt.”
“I’m foggy when it comes to his name.”
“I have a bright future.”

AUDITORY

“That doesn’t sound right to me.”
“I just can’t hear it.”
“You need to listen to another opinion.”
“I’m tuning in to a solution.”
“Listen to the sound of your last client’s voice.”
“I don’t like the sound of that.”
“I can’t hear any other possibilities.”
“I’m deaf when it comes to his name.”
“My future is as clear as a bell.”

KINAESTHETIC

“I don’t feel complete about that.”
“I don’t have a handle on that.”
“You need to touch base with someone else on this.”
“The solution is almost within reach.”
“Get in touch with the feelings you grasped from your client.”
“I can’t hold onto his name.”
“I’m in the flow of life.”

REPRESENTATIONAL SYSTEM CHARACTERISTICS

- 1.** Each representational system can best represent the aspect of the world that it responds to directly. Efficiency is increased when the representational system used corresponds directly with the task involved. Creativity is enhanced when a different representational system is used relative to the task. Many people get into trouble by representing experience with the wrong representational system.
- 2.** Digital descriptions are always a secondary experience so they contain less information than the primary experience which they describe.
- 3.** Auditory digital is valuable as a filing system:
 - To keep track of experience.
 - To categorize experience.
 - To set direction.
 - To plan.
 - To summarize.
 - To make a running commentary on raw data.
 - To draw conclusions.
 - To make sense of things.
- 4.** Auditory tonal can add emphasis and help flesh out raw data.
- 5.** Visual can represent an enormous amount of data simultaneously and instantaneously.
- 6.** Auditory processing is sequential and takes longer than visual processing which is simultaneous.
- 7.** The kinaesthetic system has more inertia and duration than the other two systems.
- 8.** When making decisions it is difficult to fully represent possibilities using only sounds, words or feelings. The visual system is helpful, because it enables one to simultaneously picture different options and make comparisons between them.
- 9.** Kinaesthetic tactile and proprioceptive help provide raw data.
- 10.** Kinaesthetic meta is the primary way people evaluate experience.
- 11.** Congruent feelings are perceptual feelings of events, involving direct tactile and proprioceptive sensations. They are purely perceptual or sensory experiences without evaluations.
- 12.** Meta-feelings are evaluative feelings about events in response to criteria, and usually have a positive or negative value. They are what we usually call emotions or feeling states. Meta-feelings may be created through past anchoring of experiences and/or beliefs.

Representational System Characteristics © 1987 Wyatt Woodsmall

RAPPORT

When people are like each other, they like each other.

Rapport is a process of responsiveness, not necessarily “liking.”

Communication is:

7% words
38% tonality
55% physiology

Rapport is created and established through:

Mirroring

Matching

Cross-Over Mirroring

and the key elements of the individual's:

Physiology

Posture
Significant gestures
Facial expression and eye blink
Breathing

Tonality

Voice
Tone
Tempo
Timbre
Volume
Pitch
Pauses

Words

Predicates
Key words
Common experiences & associations
Content chunks

Rapport © 1992 Neuro-Energetics

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Perceptual Positions

There are three perceptual positions in NLP, with HNLN introducing the fourth perceptual position. These are appropriately named 1st, 2nd, 3rd & 4th Position.

1st Position - Refers to when you are being yourself. It is the 'associated' position. When you stand up for yourself, see things from your perspective, hear things for yourself and get in touch with your own feelings.

2nd Position - Is when you are imagining experiencing the world from the subjective position of the other person. A second position shift is when you move from being yourself to modeling or pretending to be the other person. So 2nd position is when you stand in someone else's shoes, see things from their perspective, hear what they say and empathise with their feelings.

3rd Position - Also known as "meta" position, is the dissociated or "objective" position – the position from which you look back onto yourself and others to gather information. It is when you are a fly on the wall, watching things from a meta perspective, hearing all sides and remaining emotionally detached.

4th Position - Also known as "OMNI" position is the Observer or Witness perspective from where you can view the overall "system". In this context the word "system" means The Big Picture in which all relationships are operating. From this perspective one can also pay attention to the energy that moves between the subjects in 1st, 2nd, and 3rd position. OMNI is the acronym for Open Mind New Ideas. OMNI, or 4th position transcends any definable perceptual position. The experience of OMNI position is associated with the Beyond Words state, which is also known as being in the Void.

Learn how to change your perceptions

“One of the greatest discoveries of our time is that a people can alter the state of their life by altering the state of their mind.” - William James -

You can only choose thoughts, feelings and behaviours according to your current perceptions. Yes, we do choose our thoughts, feelings and behaviours, although mostly unconsciously. The more conscious we become of our inner maps of reality, the less we are controlled by them and the freer we become.

Changing your perceptions about yourself and others while maintaining a flexible point of view affords you the freedom to make empowered choices in all situations.

Problems occur in our personal and professional relationships when we get stuck in our point of view. I believe that all human beings are in some way interconnected. It's the perception of separateness that causes us to project our internal perceptions about ourselves onto others and this results in suffering.

When we at least try to perceive all people as part of us and remain open to what we see in the living mirror – which is ourself reflected through that person, then we can begin to shine a light in the darkest parts of our mind.

The best a person can ever be in our presence is a match to our internal representation of them. The picture in our mind that we hold of another determines our attitude and behaviour toward them. Therefore we experience their response to our mental picture of them. When we can change our perceptions of people and things, we will begin to see changes in them. In other words when we make a change within ourselves the world outside us changes accordingly.

In a conflict situation first interrupt any tendency to react. Peripheral Vision and/or taking a couple deep breaths are useful ways to interrupt behavioral patterns. Then aim to see the situation as much as possible from not only your point of view but from the other person's point of view as well as from an observer's (or fly on the wall) point of view. Your ability to shift awareness between all 3 of these perceptual positions is the key to overcoming conflicts with people.

Adjusting your thoughts and feelings by means of allowing yourself greater perceptual awareness enables you to become more accepting, forgiving and flexible in your relationships. This doesn't mean that you stick around in an unwanted or abusive relationship. It means that you become empowered to act from a broader perspective. You are able to choose more wisely what is in your best interest and move in that direction without resentment, negativity or any sense of loss.

If the “Law of Attraction” states: you get what you focus on, then the “Super Law of Attraction” states: what you've got depends on HOW you're focusing on it.

Keep shifting HOW you place your attention on what you've got until it's seen as what you want. In so doing you can also release what no longer serves you. This frees your mind to relate to everything in your life as valuable and meaningful.

When in doubt, go META!

You know the agony of not knowing what to do, or the frustration of scattered thoughts, or the regret that follows unreasonable reactions? Well, what if that was never an issue for you ever again? Here's how:

Going META is the process of becoming aware of your thought stream, without being washed away by it, and in that 'special' awareness finding clarity, focus and choice.

Going META in NLP means 'stepping outside of yourself' and gaining a fresh perspective. It's the process of detaching from your current point of view and expanding your perception to that of a dissociated observer. It's like becoming a fly on the wall who sees the big picture and doesn't mind what it sees.

Going META is simple and natural when you're already disciplined in not taking yourself too seriously. When you know that your thoughts about yourself, another, or any situation are only a story that your mind tells you, and not necessarily the whole truth, then not being affected by those disempowering thoughts is easy.

So the first trick to successfully going META is to accept that any point of view is never the final answer. The map is not the territory. Our internal representations (maps) are always subjective, and it's our internal representations that determine our thoughts, feelings and behaviours. Accepting this fact means gaining greater freedom over how you respond to people and situations.

So the next time you don't know what to do, or you have scattered thoughts, or you sense the tendency to want to react in a harmful way, go META. This means snapping out of your thought stream, and observing it flooding your head. It's only your head, don't worry, thoughts are harmless unless you believe them. Believing thoughts is when they affect your body.

Just through observing thoughts for a moment or two, they lose their intensity and you are less affected by them. Simply watch those thought bubbles come and go. As soon as unresourceful thoughts pass, you spontaneously connect with thoughts that are more useful or productive. Through observing thoughts, as opposed to believing them to be true, you may even find yourself in a thoughtless, yet resourceful state from where your wise inner guidance has the opportunity to bring any necessary solution to mind.

Going META, as explained above, might be the 'no brainer' that seems obvious, yet the application of it tends to have much further reaching benefits when actually used, instead of taken for granted.

OUTCOMES

“Of all the creatures of earth, only human beings can change their patterns. Man alone is the architect of his destiny..... Human beings, by changing the inner attitudes of their minds, can change the outer aspects of the lives.”

- William James -

“We are what we think. All that we are arises with our thoughts. With our thoughts we make the world.”

- Buddha -

The Goal of Outcomes is to establish your Purpose

In football you want to score goals in order to...win the game! The outcome is to win!

Your goal should always be in alignment with a meaningful purpose, as this enables you to be motivated and productive in the short and long run.

The reason why people fail to follow through with their set goals is because they focus on the acquisition of something, or the stopping of something, instead of the actual feeling that such a result would provide them with.

What we really desire (*our internal goal*), is not the accomplishment of an external goal, but the way in which we'll experience ourselves when the external goal is accomplished.

When your goals are not in alignment with with a meaningful purpose, then your actions do not result in the feelings that you'd like to have. For example, some people smoke to relax, but smoking doesn't relax them. Some people eat (or refuse to eat) as a way of dealing with heavy emotions, but this doesn't work. Some people say things to hurt others so that they can feel empowered, but this just causes themselves pain down the line.

Good news is that the feeling associated with any goal's accomplishment is not something that's reserved for only after you accomplish the goal. You can experience that state right now! In fact, through associating into the state that you expect to experience at that moment when you achieve your goal, and doing so regularly, you become inspired and motivated to take the necessary actions that lead you toward achieving your external goals, as well as sustaining those results.

For example:

If your goal is to lose weight for the purpose of feeling good about yourself, then start by connecting with the experience of feeling good about yourself first. In this track I'll provide you with 2 processes that enable you to achieve this. This way you will have already achieved the state associated with the outcome of your goal, and you may find losing weight much easier, or decide that to lose weight in order to feel good about yourself is no longer so important.

Believing that you'll only experience what you really desire by acquiring something is a great source of suffering because it affirms that you don't already have it now – and therefore sets up a negative self fulfilling prophecy.

Often the goals we set up for ourselves are distractions from what we fear most in our lives. So we keep trying to move away from what we don't want, and continue setting new goals to avoid experiencing negative emotions, which we therefore drag along with us anyway.

What if your unwanted experience is just the experience which you require in order to get the lessons which lead you to your desired outcome? Watch out that you're not setting any goals to avoid the experience that could provide you with valuable lessons.

Goals don't work when what you're attempting to accomplish by setting goals is not something that can be accomplished by goals; which is - to avoid negative emotions and uncertainty.

The answer to this is:

FIRST DEAL WITH ANY NEGATIVE EMOTIONS, THEN ONCE YOU'RE IN A RESOURCEFUL STATE (AND ONLY THEN), DECIDE WHAT YOU'D LIKE TO DO ABOUT YOUR SITUATION.

KEEP FOCUSING ON WHAT YOU WANT AND MOVING IN THAT DIRECTION

In life, THE UNKNOWN will always reign over THE KNOWN.

That's why certainty will never be more than a little island in the vast ocean of uncertainty.

So, make friends with uncertainty!

Consider the significant breakthroughs, achievements and/or discoveries of your life...

What state were you in just prior to these experiences?

Honest enquiry into the above question usually reveals states of confusion, overwhelm, anxiety, stress and other forms of fear that arise from not being able to control the prevailing circumstances. In other words, we're resisting the natural flow of events because we fear the potential uncertainties that they may result in. Yet these "negative" states give rise to important experiences or insights. And those serendipitous moments are usually when we surrender or give up trying to control something or someone.

That moment of giving up is not giving in -- it's a sign of strength! It means that you recognise that your thoughts are not in harmonious alignment with what's happening around you, and therefore you consciously choose to allow things to unfold without attachment to the ego's wishes.

In such moments when one embraces the unknown, anything seems possible and you feel truly alive. You're standing tall on the edge of your comfort zone, perfectly satisfied and admiring the view.

Then you realise that out of uncertainty - possibility and creativity arise. Once you've made friends with uncertainty, life takes on new meaning, you become empowered and you choose your goals wisely.

Claude Bernard said: "Man can learn nothing except by going from the known to the unknown."

Be curious about the gifts awaiting you on the other side of uncertainty. Accept the uncertainty - accept the gift.

This attitude and behaviour is a recipe for success. What follows are the ingredients and method -

Start by establishing your purpose in a specific context, and then initiate the fulfilment of that purpose through taking the action that leads toward its accomplishment.

Here's how:

Goal elicitation - Process One:

Quiet your mind using the Mindful Power Self Talk Elimination Technique, then ask yourself -

6. **What do I ultimately want in this situation?** (This question elicits your purpose)

7. **What will I do now toward achieving this?** (This question elicits your goal)

It helps to envisage the fulfilment of your purpose as as vividly as possible. Step into it. See, hear and feel what it's like to be the person who's experiencing this. Then while you're in this state, ask yourself question 2. And go for it!

This simple 2 step process is useful for both long term goal setting as well as for dealing with immediate challenges, including when "temptations" test your commitment to the goal. Your goal can change as often as it needs to, as long as you stay focussed in your purpose.

Taking action on your purpose driven goals is how you can positively co-create your experience of life, each step of the way!

Ego driven goals that are not in alignment with your purpose may be compelling, but rarely provide you with satisfying results in the long term. The pursuit of goals that seek only to inflate your persona might be compelling, but this leads to a state of

attachment or addiction to the goal, and blinds you from other possible realities that life may have in store for you.

Goals that seek to satisfy only ego desires tend to come at a high price. Striving for such goals could be damaging to your health, relationship, or spiritual growth - for example.

Trying to imagine what you will want in the future - given your current level of awareness and resources, is futile, because you won't be the same person by the time you reach that possible future reality. By that time life would have dealt you a whole new deck of cards and the game would have long changed.

You are not the same person you were at the start of this sentence. You are changing all the time! The only constant in life is change! So make sure that your goals are inspired in the present and that they inspire you now.

Think of a goal as a road sign, rather than the destination you are trying to get to. The goal is only the sign or map. It is NOT the territory. Beware of driving into the sign!

The essential ingredient in effective goal setting is the **STATE** (which is the energy or emotion) associated with your desired goal.

Goal elicitation - Process Two:

Bring to mind any goal that you'd like to achieve, then ask yourself the following -

1. What is the **state** associated with the successful achievement of my goal? Or: How will I experience myself when I have achieved my goal?
2. When and where have I experienced this state before? Totally associate into that memory as vividly as you can, while shifting your body posture to mimic this state. See, hear, smell, taste and feel what it's like to fully experience having just accomplished your goal. Be in this state completely now.
3. While in your goal state, ask yourself: "Is my goal still desirable"? If it's not desirable, leave it, if it lights you up, go to the next step.
4. What is the next smallest step I need to take in order to move towards my goal?

Like the two step purpose and goal elicitation process that you got earlier, this four step process also elicits your purpose in a particular context. Your purpose is to experience the state that's associated with your goal's accomplishment. Step 3 includes a check to make sure if this goal is worth pursuing. Step 4 elicits a clear and achievable action step toward fully accomplishing your goal.

Goal elicitation - Process Two also provides you with a strategy to stay on track toward your important goals. You will know that you are on the right track to the extent that you feel your resourceful (purpose driven) state each step of the way. Should you not feel this state at any stage, that's a sign that you've gone off track, and that it's time to run this simple four step process on yourself again.

You will note that unlike traditional goal setting techniques that rely on analytical processing and benchmarking, the two goal elicitation processes that you now have, enable you to tap your inner wisdom through means of accessing the appropriate state for the transfer of information via insight or intuition.

What about Business?

1, 3, 5, 10... year plans for businesses are certainly not a bad idea. Businesses need to benchmark and plan accordingly to succeed in the corporate world. Yet even in a business environment it is worth considering that the people in that business and their values change all the time. It is important that any business plan is aligned with that business's present highest values, and that there is alignment between the values of the business and the individuals working in it.

Success is reached by staying committed to the destination and flexible as to the journey. When the destination is primarily the fulfilment of a purpose driven goal, then success is achievable for both businesses and the people who work in them.

SUCCESSFULLY SETTING OUTCOMES

Ask yourself:

“If I knew I couldn’t fail, and I could only succeed, what would I do?”

To successfully set outcomes, the following conditions are necessary:

1. State your outcome positively.

Know what you want, not what you don’t want.

2. Be as specific as possible.

Insure that you can see, hear, feel, etc., the outcome. It should be behavioural and/or tangible.

3. Have an evidence procedure.

You need to have a way to let your know when to reward yourself.

4. Be at cause.

Your outcome must be initiated and maintained by you.

5. Verify that the outcome is ecologically sound and desirable.

Know when and where you want it as well as when and where you don’t want it. You want your outcome to benefit both yourself and other people. Consider what consequences your outcome will have for you.

Successfully Setting Outcomes © 1990 Neuro-Energetics

THE CONDITIONS OF A WELL-FORMED OUTCOME

1. Stated in positives.

Is described in terms of what is wanted not what isn't wanted.

2. Sensory based.

Can be seen, heard, tasted, smelled, etc.

3. Initiated and maintained by the individual.

The desired state is under control of the individual and is not dependent on someone else or something else.

4. Ecological.

Fits with the person's personality, family system, overall values and goals.

5. Preserves positive by-product of present state.

Adds to the existing choice, rather than eliminating aspects of present state that may be useful.

6. Specific and contextualized.

Identifies when and how the desired state is wanted.

7. Includes internal process, internal state, external behaviour.

Imagery, cognitions, submodalities, strategies, behaviours.

The Conditions Of A Well-formed Outcome © 1992 HIP

OUTCOME QUESTIONS

1. What do you want?
2. How would you know you've got it?
3. When and where do you want it?
4. What will happen once you've got it?
5. What resources do you have available to achieve this outcome?
6. What are you going to do to begin now to get what you want?

Outcome Questions © 1992 HIP

OUTCOME QUESTIONS REVISED

1. What do you want?
2. How will you know you have it?
3. When and where do you want it?
4. What will happen when you have it?
5. What will happen if you don't have it?
6. What won't happen when you have it?
7. What won't happen if you don't have it?
8. What resources do you have available to achieve this outcome?
9. What are you going to do to begin now to get what you want?

Outcome Questions Revised © 1992 HIP

STATE VS. OUTCOMES

STATE

Stated Ambiguously

Write Affirmations

You Can Have it Now

No Steps

Infinite

**Stated For Self and / or
Others**

OUTCOME

Stated Specifically

Write Goals / Outcomes

Time is Involved

Steps Needed to Arrive

Measurable

Stated For Self Only

State Vs. Outcomes © 1990 Advanced Neuro Dynamics

SUBMODALITIES

“You have within you right now, everything you need to deal with whatever the world can throw at you.”

-Brian Tracy-

“What lies behind us and what lies before us are small matters to what lies within us”.

- Ralph Waldo Emerson -

“Who looks outside, dreams; who looks inside, awakes”.

- Carl Jung -

MODALITIES – SUBMODALITIES – DRIVERS

Modalities

Primary Representation:

Visual,
Auditory,
Kinaesthetic,
Olfactory,
Gustatory

Submodalities

Distinctions in each modality:

For example -

size
shape
location
colour
brightness

Drivers

The one submodality which when you change it, the others change

These are often -

size
shape
location
colour
brightness

Modalities, Submodalities, Drivers © 1992 Neuro-Energetics

SUBMODALITIES CHECK LIST

Visual

Location				
Associated/Dissoc.				
Bright or Dim				
Framed/Panoramic				
Colour /B&W				
Size of picture				
Still or Motion				
Size of Objects				
3D or flat				
Intensity of colour				
Degree of Contrast				
Fast or Slow				
Focus (all or parts)				
Intermitt. or steady Focus				
Angle viewed from				
Number of pictures				

Auditory

Location				
Tonality				
Volume				
Tempo				
Pitch				
Cadence Interruptions/ grouping				
Rythm regular/irregul.				
Inflections (words marked out)				
Pauses				
Timbre (Quality)				
Uniqueness of sound				
Direction				
Duration				
Internal or external				
Other				

See Kinaesthetic submodality list on next page...

Kinaesthetic

Location				
Shape				
Size				
Temperature				
Movement				
Vibration				
Texture				
Pressure				
Duration				
Steady/Intermittent				
Intensity				
Weight				
Internal/External				

Submodalities © 1990 Tad James & Advanced Neuro Dynamics © 1992 Revised,
Neuro-Energetics

How to feel less intimidated or annoyed by someone

Thoughts and feelings about things we like have typical distinctions (submodalities); so do thoughts and feelings about things we don't like have typical distinctions (submodalities). To gain control over your thoughts and feelings all you need to do is elicit their submodalities and then change those submodalities into those of the thoughts and feelings that you would like to have.

Here's how this works:

1. Think of someone who intimidates or annoys you. Bring a picture of that person to mind in whatever way they look when they are irritating or annoying you. Hear them say what they say in that situation. Pay attention to how this makes you feel.
2. Now change the submodalities of your internal representation: Imagine the picture becoming very small, distant and blurry. Add a cartoon feature to their face, like big nose or ears.
3. Hear them say what they say, but give them Donald Duck's, Mickey Mouse's, or Goofy's voice.
4. Pay attention to how you feel differently.
5. That's it. Now do something else for a few seconds and then think of that person again and notice how you feel different about them.

Any child can do this, so can you. Realise that trying to change others so that we can feel more comfortable around them is mostly futile. When you change your internal representation of a person, the way you feel about them changes and so does the way you respond to them.

How to have more fun doing the things that aren't fun

How would it be if what you have to do, regardless of what it is, seemed like fun?

People have various motivation strategies when it comes to getting things done. Some of us are more motivated by the positive results associated with getting something done, and some of us are more motivated by avoiding the negative consequences of not getting something done. We all, however, have to do things from time to time that are less fun than other things.

The good news is that even unpleasant or mundane tasks can become fun.

Here's how it works:

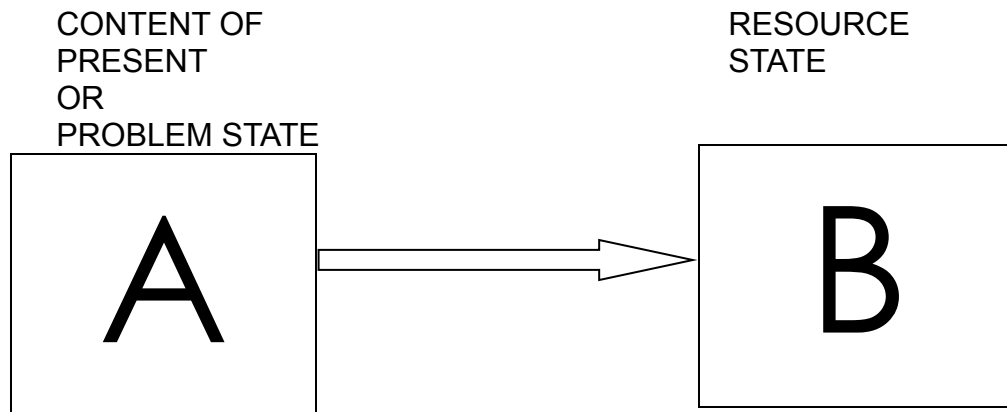
1. Bring to mind something that you really enjoy doing – your most fun activity.
2. Now pay attention to the qualities (submodalities) of the pictures, sounds and feelings, which are associated with that activity. Are the pictures big, bright and colourful (or otherwise)? How are the sounds? How and where do you feel those fun feelings?
3. Identify and adjust those qualities so that the experience intensifies. For example: Imagining the picture bigger and brighter may intensify the experience. Imagining the feeling enlarging and speeding up may intensify the experience.
4. Play with it until you have really intensified your fun experience in the moment, and then while you continue doing so, think about a task that you would like to enjoy more.

It should be easy for you to imagine having more fun with that task now, isn't it?

You can even use this skill when you catch yourself not enjoying a task, and bring the fun right back into it. And remember not to take yourself too seriously.

Isn't it nice to know that you can have fun playing with having fun and thereby enjoy what you're doing more?

MAP ACROSS



Move the Content of A (present state)
into the
Submodalities of B (resource state)

Map Across © 1996 Neuro-Energetics & 4Rapport Graphics

THE NLP SWISH PATTERN

(explanation)

NLP's Swish Pattern is a powerful technique to overcome unwanted habits and reactions.

The Swish Pattern exchanges 'negative' programming in the unconscious mind with a new 'positive' and resourceful way of responding to what was a challenging context or situation.

Coaches, Hypnotherapists and NLP Practitioners will appreciate this simple yet effective way of enabling their clients to experience rapid and sustainable change. This technique facilitates a "Map Across" and includes a constructive way of installing the new internal representation.

A successful Swish Pattern can be the turning point in any addiction cessation or weight loss programme. The technique in and of itself is useful to help people stop unwanted behaviors.

Conquering Your Craving

If you have a craving for something that you would prefer to not crave, then the following skill is for you. The steps below form one of the NLP “Swish Patterns” which are valuable parts of any addiction cessation program. By using this skill on a regular basis you may be able to reduce or even eliminate cravings for substances like sugar, caffeine, tobacco, alcohol and certain drugs.

1. Bring to mind the trigger which causes you to crave something that you want to quit. Make sure to elicit a picture – the very first mental image that begins your craving.
2. Take that image and white it out so that you’re looking at a blank screen.
3. Now imagine on that screen an image of you engaging in a desired activity, looking pleased and feeling good.
4. Repeat steps 1-3 (more rapidly each time, adding a deep breath in and out between each repetition) until you become aware that you feel differently about that old craving which you used to have.

Since that past behaviour is behind you now, you can look forward to being pleasantly surprised at how easy and natural it will become to enjoy a new way of experiencing yourself.

There’s no harm in using this skill to conquer any kind of craving and you may be delighted at the results if you persist. NLP Swish Patterns can stand alone for the cessation of minor unwanted habits, like over reacting, nail biting, and nervous behaviours in certain contexts. This technique is also a useful and valuable part of addiction cessation programmes that are designed to help people overcome serious addictions like drug and alcohol abuse.

SWISH PATTERN

(original format)

1. Identify the Context.

2. Identify the Cue Picture.

3. Create the outcome picture.

How you would be seeing yourself if you had already accomplished the desired change

4. “SWISSHHHH!”

5. Test.

Swish Pattern © 1990 Neuro-Energetics

SWISH PATTERN - REVISED

Slingshot version:

Uses size, distance, brightness, & location as a function of distance.

1. Identify the trigger of the unwanted behaviour and/or state.

- “When and where does this happen?”
- “What do you see, hear immediately before you get the feeling you don’t want?”

2. Make a still picture of trigger.

• **BREAK STATE** •

3. Create the outcome picture.

- “What do you want?”
- “What qualities, abilities, feelings will you have when you are the person for whom this is no longer a problem?”
- “What will you be thinking about when you’re no longer thinking about the problem?”
- “Make it bigger and brighter until you are feeling great!”

4. Set up the change.

- “Temporarily shrink the outcome picture until it is a little dot.”
- “Place the dot in the middle of the trigger picture and see it in the middle of the trigger picture.”

5. “SWISSHHHH!”

- “Now move the trigger picture, with the dot in it, away from you.”
- “As it moves away notice that the trigger picture gets smaller and smaller until all you see is a little dot way out on the horizon.”
- “Now notice that dot can begin to move toward you.”
- “As it gets closer all you see is the picture of how you want to be getting bigger and brighter until all you see is you having achieved your outcome..... SWISSHHHH! ”

6. Condition (3 to 5 times).

- “We’re going to do this a number of times and you may notice how much faster your brain does this each time.”
- “See the trigger picture with the dot that represents your outcome.”
- “Move it all away..... and..... SWISSHHH! ”

7. Test and Future Pace.

- “Now, try to get the old picture back and notice what happens.”

Swish Pattern Revised © 1995 Neuro-Energetics

BELIEF CHANGE THROUGH SUBMODALITY SHIFTS

1. Identify limiting belief.
2. Elicit submodalities of limiting belief.
3. Elicit the submodalities of “was true but is no longer true.”
4. Shift content of limiting belief into the submodalities of “was true but is no longer true.”
5. Identify desired belief, check ecology & well-formedness.
6. Elicit submodalities of total certainty.
7. Shift desired belief content into submodalities of total certainty.
8. Test and future pace.

Belief Change © 1990 Neuro-Energetics

PHOBIA MODEL USING SUBMODALITY SHIFTS

This model assumes a well-formed outcome, ecology check and any bail-out procedures have been completed.

1. Identify phobic or traumatic response and calibrate.

2. Dissociate.

Have the person see younger self, while he/she is safe, in the first frame of a black and white movie before the actual traumatic episode.

3. Run the movie at super fast forward.

A. Reach the most intense point of the movie & white it out and/or black it out.

B. Run the movie to the end.

4. Associate.

Then run the movie backwards, very rapidly in colour.

Do the above procedure as many times as needed to delete the emotion by saying *“we’re going to run this until all of the feelings have disappeared.”*

You may want to run a swish pattern using what is left of the phobic image as the cue picture and how they would want to have responded as the outcome picture.

Phobia Model Using Submodality Shifts © 1996 Neuro-Energetics

Overcoming mental obstacles (part 1)

What would you attempt to do if a successful outcome was inevitable, knowing that you could not fail?

Think about all the possibilities... What do you want to bring into your life? How would you like to be?

As long as you're in the resourceful state associated with the achievement of your dream, you'll find ways of manifesting it. As soon as that internal dialog begins which tries to talk you out of going for it and keeps reminding you of all the difficulties and dangers involved, then you've stumbled upon a mental obstacle. This is the kind of thing that prevents people from living the life they could be living.

Now of course life experience cautions us in the presence of threat, but most people stop themselves from getting ahead or making a necessary change in their life because of a limiting belief that makes itself known through negative self talk.

In the following parts of this series of articles I'll share various [NLP & HNLN](#) ways of overcoming mental obstacles. In this article let's deal with that nagging little voice in your head:

As you think about a goal that you'd like to achieve, pay attention to the auditory qualities of thoughts that try sabotage your success. Is there a negative voice in your head, or one that speaks to you predominantly through one ear or does it come from somewhere else? What does that voice sound like? Is it loud? Deep? Irritating? Demanding? Whose voice is it? Never mind what it says, just pay attention to how it sounds.

Now it's time to make the change... I'll give you the example of what one of my client's achieved in her HNLN coaching session and then you can have a go at doing something similar and suitable for yourself.

My client used to have panic attacks that were triggered by a threatening voice that "spoke to her" through her left ear. I got her to pay attention to the voice and acknowledge it. Then she was to direct the voice down to her right little toe and change it to sound like Minnie Mouse. The voice could continue saying what it wanted to, but as a squeaky little sound from her little toe. She rehearsed directing the voice to its new location and sound quality in various situations where she used to have panic attacks, and found that she could no longer have a panic attack.

The idea is to first identify the location and quality of your negative internal dialog. Then acknowledge it by identifying what the positive reason is for the voice to be saying what it is saying (this is usually to protect you in some way). Next, don't try to change what the voice is saying, just change where it's coming from and how it

sounds. Have fun with this step and rehearse it many times in all contexts where that negative voice used to influence you.

Play with this skill until you're able to get on with what's important to you without being effected by that old self talk any more.

Overcoming Mental Obstacles (part 2)

What stops you from achieving your dreams are the night mares that you believe in.

A dream (as in aspiration) is a mental picture that makes you feel good. A night mare (as in something you dread) is a mental picture that makes you feel bad. In fact, the pictures inside your head (whether you're aware of them or not) determine the way you feel and behave far more than your external reality does.

Although our internal representations are triggered by things outside of us, they are seen in our mind through the filters of our past conditioning, therefore all our experiences are subjective. This means that we have the ability to update what's going on inside our heads and experience reality in the way that we choose to (essentially creating our own reality).

Each time you think "I can't do that", "I'm not good enough", "That's too risky", "I'll never achieve what I desire" and other limiting thoughts, your action or inaction is driven by who you used to be instead of who you can be.

Overcoming these types of mental obstacles means setting yourself free to experience more of your potential. In part 1 we tuned in on eliminating the effect of negative self talk, in part 3 we'll deal with negative feelings, in this article let's focus transforming negative mental pictures into resourceful ones. Here's how:

Think of something that you would like to achieve, but don't feel optimistic about, perhaps because previous attempts have failed or you think you don't have what it takes etc. As you think about this desire, what picture comes to mind regarding your inability to achieve it? This is your picture number 1.

Now think about a purple elephant being chased by a pink kangaroo...(This is called a Break State in NLP. It's to clear one state from your neurology so that you can focus on a new one).

If you woke up tomorrow morning and a miracle had happened so that you absolutely know with certainty that you can now achieve your desire (from above), what does the picture of your successful achievement look like? This is your picture number 2.

Has the pink kangaroo caught up to the purple elephant yet?

Now call up your picture 1 and then place a miniature version of picture 2 directly in the centre of it. You're going to zoom both pictures out over an imaginary horizon and what's going to come zooming back at you is only picture 2.

Ready, go... See picture 1 (with a miniature picture 2 inside it) becoming smaller and smaller as they zoom off into the distance, over that imaginary horizon and then zooming back at you now is only picture 2. See picture 2 big, bright and colourful in front of you.

What would the pink kangaroo do if the purple elephant suddenly climbed a Marula tree and threw Marula fruits at it?

Call up picture 1 again with a miniature picture 2 in the centre of it. Zoom them over that horizon and see picture 2 zooming fast towards you. Now view an even bigger, brighter and more colourful picture 2.

And if both the elephant and kangaroo were to forget about everything and sit together eating Marula fruits, what then?

For the last time call up picture 1 again, and you may see this differently now – hazy, dull or out of focus. Place a small picture 2 in the centre of it and zoom them over the horizon. And zooming fast back at you comes that even more compelling than before picture 2. Step into that picture now so that you're there experiencing your successful achievement first hand. See what's going on around you, hear the sounds and get that good feeling associated with achieving your desire.

And so the intoxicating effect of the Marula fruits got the purple elephant and pink kangaroo singing and they both lived happily ever after.

So about that thing you're going to achieve, take a proactive step towards it, stay focused on that picture and follow your bliss.

Overcoming Mental Obstacles (part 3)

The last 2 parts in this series of articles dealt with eliminating negative self talk and changing limiting mental pictures into useful ones. This article will show you how to transform unwanted feelings into resourceful states.

Here's how:

Get to the root of your stress, tension, negative emotions and limiting perceptions by enhancing your kinesthetic awareness (how you sense your body).

When you find yourself feeling distress, close your eyes, take a few deep breaths and feel the sensations in your body. Take your attention off your thought-stream and avoid labeling the feeling or emotion, just observe your direct experience of it.

Negative feelings are a sign that your thoughts are in resistance to your current reality. Know that there is purpose behind all your experiences, if at least something for you to learn about yourself. This doesn't mean trying to find the positive side to something, just look for how you can benefit from the situation, and its purpose will arise sooner or later. Then put your attention on how you feel and let it be. In this way you allow the energy to pass instead making it worse by trying not to have it.

As an example, here's how to turn fear into excitement:

The actual energy we feel in our bodies that we usually call "fear" is the same energy as we call "excitement!" What creates the difference in our experience of the feeling is our attitude toward the feeling, our approach to the emotion.

When we change the way we name "uncomfortable" states, the more approachable the condition is for us to feel, the easier it is for us to experience it – and therefore, the faster we move through the state to another condition that is more enjoyable.

Resistance is persistence, so if you want to rid yourself of unwanted feelings you need to welcome that experience and in so doing its energy subsides.

So, if we approach undesirable states like crisis, loss, grief or anger with neutral labels like situation, sensation, energy, – we will be more willing and able to fully experience those states and move through them quickly and gracefully.

Discipline yourself to only respond to a situation once any unwanted emotion has passed. That way you avoid dragging old feelings into your new experiences.

Unwanted feelings are a sign that your thoughts need to be investigated. Good feelings are a sign that you're on the right track.

Now you know how to get back on track when your thoughts derail you.

Overcoming Mental Obstacles (part 4)

Upgrade your thinking – Upgrade your performance

If you've read the former 3 parts to this series of articles, then you will know that all human behaviour is driven by our thoughts about situations far more than by situations themselves.

It's our thoughts and resulting feelings that motivate action or in-action / productivity or procrastination.

If your thoughts are in resistance to your current situation and you feel bad, then make sure that you're not at that point trying to find a solution. It's likely that your un-resourceful state will only lead to more unproductive thinking and poor performance.

Anyone knows that when you feel great, you're on top form, in the flow, thinking creatively and enjoying what you do etc. Therefore be sure to only decide what to do about a challenging situation when you're in a resourceful state (ie; once any bad feelings have passed).

I'm not an advocate of positive thinking, as most people who try thinking positive thoughts (including affirmations) are actually affirming that they have some deeper down negative thoughts. And it's their internal negativity that determines their reality more than their copied and pasted positive thoughts.

However, there are some effective ways of changing our internal state by using simple NLP skills like the following:

1. Identify a thought that causes you to feel bad (remember you're the only one responsible for your state, so don't put the blame on anyone else).
2. Imagine writing that thought on a flying disc with a black pen, then wizz it off into the distance.
3. Take 3 deep breaths and spin around 3 times.
4. Then see your flying disc coming back toward you – now with a new feel good thought on it in bright colours. Catch it and make the new thought yours.

Any child can do that, so can you! Play with your flying disc in creative ways and have fun with this skill until you're thinking, feeling and performing resourcefully.

LANGUAGING

“ ‘Reality’ is the only word in the English language that should always be used in quotes.”

- Unknown -

"If we can recognize that change and uncertainty are basic principles, we can greet the future and the transformation we are undergoing with the understanding that we do not know enough to be pessimistic."

- Hazel Henderson -

NLP language skills are what weave change and presentation techniques into an artful tapestry of effective communication

Language is how we create something out of nothing. The language that people use defines their map of reality.

When you know what to listen out for, you can identify how people are creating their internal experience in the present. Once you know what people are doing inside their minds, you can then apply NLP language skills to help those people update their maps of reality so that they can more easily achieve the results they want.

This section introduces you to Linguistic Presuppositions, The Milton Model, The Meta Model, and The Hierarchy of Ideas. It provides you with skills to be an elegant and persuasive communicator.

Your life can change in one sentence!

LINGUISTIC PRESUPPOSITIONS

SHORT FORM

1. Existence
2. Awareness
3. Possibility & Necessity
4. Temporal
5. Ordinal
6. Exclusive / Inclusive Or
7. Cause-Effect
8. Complex Equivalence

Linguistic Presuppositions Short Form © 1992 Neuro-Energetics

LINGUISTIC PRESUPPOSITIONS

Presuppositions are the linguistic equivalent of assumptions.
To determine presuppositions ask,

“What has to be true.....?”

Understanding presuppositions is the key to understanding how we construct our maps of realities.

1. Existence

“thinghood” - nouns - as soon as it is in language it has to exist on some level creates dualism and implies opposite

adjectives and adverbs verify the existence of what they modify—useful in suggestion construction

2. Awareness

directs attention - words like: aware, notice, sense, realize, consider, think, along with most sensory words

works whether you use negation or “not”

powerful pace and lead construction

3. Possibility and Necessity

are modal operators

neg. necessity———**necessity**

words like: should, have, must, need, supposed to, ought to

impossibility———**possibility**

words like: can, able to, will, want, choose, decide, intend

can = able to do the process of, or allowed to do the process of

4. Temporal

tenses, adverbs, adjectives, prepositions

past———present———future

5. Ordinal

implies order and syntax

prepositions, first, second, third, finally, lastly...

implies time also

6. Exclusive/Inclusive Or

creates dichotomies and binary choices

basis of double binds

7. Cause-Effect

transforming cause-effect and complex equivalence presuppositions are generally the focus of most effective therapy

can be direct or implied

words like: causes, make, because, if.... then; as.... then; since, so, and any other verb of causation

8. Complex Equivalence

is the linguistic glue which holds our realities together
creates identity- implies things or their meaning are synonymous

words like is, am, are and any variation of the verb "to be."

LINGUISTIC PRESUPPOSITIONS EXERCISE

In the following sentences, please distinguish between the presuppositions and the mind readings. Put a 'P' or an 'MR' next to each one:

1. "I'm not sure whether or not I should take my dog for a walk."

- _____ A. He has a dog
- _____ B. He loves his dog
- _____ C. The dog wants to take a walk
- _____ D. He's feeling lazy.

2. "I don't see why I can't do it. All my friends are doing it!"

- _____ A. This person feels that they're treated unfairly
- _____ B. He wants to be liked by his friends
- _____ C. This person's friends do something he doesn't do
- _____ D. All his friends are achieving great things!

3. "If I don't learn how to communicate with my boss, I won't get a raise."

- _____ A. This person feels powerless
- _____ B. This person doesn't know how to communicate with the boss
- _____ C. This person wants to learn new behaviours
- _____ D. Their salary is connected to their communication skills

4. "I have to set up unrealistic expectations."

- _____ A. This person can't stop making unrealistic expectations
- _____ B. This person feels trapped
- _____ C. He has expectations
- _____ D. This person knows when he's being unrealistic

5. "I'm feeling much better now! I can see how some of the things I was doing just made me unhappy."

- _____ A. Some behaviour they engaged in was related to some internal state
- _____ B. This person has feelings
- _____ C. This person has much more control of their life now
- _____ D. This person changed their behaviour so they shouldn't be punished

In the following sentences, please state what is presupposed:

1. "If the cat meows, again, I'll have to put him outside."
2. "It was her friendly smile that made me walk up and say 'Hi!'"
3. "If only he had come home on time, the party wouldn't have gotten out of control."
4. "People have always given me more to do than I can handle."
5. "His easy going personality is good PR for our company."
6. "Stop watching over your shoulder."
7. "Only you can learn this."
8. "Either she goes to the store or I do."
9. "First the winds came then the rain."
10. "Opera makes me want to cry."

Presuppositions © 1986 ProfitAbility Group

MILTON MODEL

SHORT FORM

1. Cause-Effect
2. Complex Equivalence
3. Mind Reading
4. Lost Performative
5. Modal Operators
6. Universal Quantifiers
7. Nominalizations
8. Unspecified Verbs
9. Comparative Deletions
10. Lack of Referential Index
11. Tag Questions
12. Pacing Current Experience
13. Double Binds
14. Conversational Postulate
15. Extended Quotes
16. Phonological Ambiguity
17. Punctuational Ambiguity
18. Syntactic Ambiguity
19. Scope Ambiguity

Milton Model Short Form © 1996 Neuro-Energetics

THE MILTON MODEL

The Hypnotic Language Patterns of
Milton H. Erickson, MD

The Milton Model is the inverse of the Meta Model. It creates “artfully vague” language that is ambiguous and abstract. This type of languaging results in the listener having to perform a trans-derivational search (TDS) in an attempt to assign meaning to what was said. Unknowingly, the listener will begin to associate his/her experiences to what was being said while at the same time accepting the direction and/or boundaries of the speaker. This trance state in NLP is known as “downtime.”

Mind Reading

“I know that you are learning...”

Claiming to know the internal process of another.

Lost Performative

“and it’s a good thing to learn...”

Value judgments where the performer of the judgment has been deleted.

Cause-Effect

“because”

Where it is implied or directly stated that one thing causes another:
“makes” “if...then” “as...then”.

Complex Equivalence

“that means...”

Where two things - or their meanings - are equated as synonymous
(verb: “to be”).

Universal Quantifiers

“everything you ever needed...”

Absolute generalizations lacking a referential: any, always, never, every, all, none, etc.

Modal Operators

“that you can learn to use is available...”

Words which dictate or imply what is possible and/or necessary in life.

Nominalizations

“in various creative combinations to produce new understandings and abilities that can stay with you for the rest of your life...”

A process (stated as a verb) which has been changed to an event (noun).

Unspecified verbs *“and you can learn...”*

Process words which lack a complete description.

Tag Questions *“haven’t you?”*

A question added at the end of a statement.

Lack of Referential Index *“and one can, you know,”*

A phrase which deletes who is doing the acting.

Comparative Deletions *“at the very least, understand even more...”*

Words which imply a comparison, but lack the object on which the comparison is based.

Pacing Current Experience *“as you are sitting here, looking at this paper and reading this...”*

Truisms about the listener's current, on-going sensory experience.

Double Binds *“with your conscious mind, your unconscious mind is learning something else and I don’t know whether you’ll discover just what you’ve learned... now, in a few moments from now, or sometime later...”*

Statements or questions, which engage one's attention on a consequence which presupposes something else, "an illusion of choice."

Conversational Postulate *“and could you just look up for a moment?”*

A yes/no question to which the listener will respond by way of actually doing what is implied.

Extended Quotes *“...and looking up reminds me of the time I was instructed to look up at Tony Robbin’s firewalk, right before he was telling us about a training he did with John Grinder when John said...”*

Linguistically chaining a series of contexts which tend to overload one's conscious attention and dissociate what is being said by the speaker.

Phonological Ambiguity *“Are you here (pointing to his ear)...”*

Homonyms which tend to create mild confusion.

Punctuational Ambiguity

“what I’m saying... just become aware of your head... right into trance now...”

Connecting two phrases with one word (e.g. "head") at the end of the first statement and with the first word of the second phrase.

Syntactic Ambiguity

“because hypnotizing hypnotists,”

Where the function of a word cannot be quickly known from the immediate context.

Scope Ambiguity

“...speaking to you as a master, you must realize that... by now reading Milton Model patterns can be taking a real... trance...”

Where the scope of the linguistic context cannot be determined.

Milton Model © 1990 Neuro-Energetics

META MODEL

SHORT FORM

DISTORTIONS:

1. Cause-Effect:

How do you do it?

2. Complex Equivalence: (Counter-example)

Have you ever ____ and not ____ed?

3. Mind Reading:

How do you know?

4. Lost Performative:

Who says?

GENERALIZATIONS:

1. Modal Operators:

Possibility — What prevents you?

Necessity — What would happen if you did?

What wouldn't happen if you didn't?

2. Universal Quantifiers:

Never? All? or Counter-example.

DELETIONS:

1. Nominalizations:

How are you _____ing now?

2. Unspecified Verbs:

How specifically?

3. Simple Deletions:

Who, specifically? What, specifically?

Compared to what or whom?

THE META MODEL

Developed by Richard Bandler and John Grinder

The Meta Model is a systematic way to increase choice in people's lives. Each person experiences "reality" and codes it with the use of language. Language exists on two levels: Deep Structure - the full linguistic representation of the experience within the person; and Surface Structure - the way the person represents the experience to others. If the surface structure and deep structure match they are said to be "synonymous"; if they do not match, they are "ambiguous." The purpose of the Meta Model is to retrieve information from the source of the ambiguity so that the Surface Structure and Deep Structure match one another.

DISTORTIONS

Cause-Effect

"You make me feel like I'm not perfect"

Where cause for one's behaviour or feelings is wrongly attributed to someone or something rather than to oneself.

Meta-Question: How does what _____ is doing cause you to choose to _____?

Meta-Effect: Recovers choice.

Complex Equivalence

"Turning away means, you don't think I'm good enough for you"

Two experiences are interpreted as being synonymous when they may not be. When a behaviour, etc., is said to mean _____.

Meta-Question: How does _____ mean _____?

Have you ever _____? (counter-example)

Meta-Effect: Provides counter-example and recovers deep structure complex equivalence.

Mind Reading

“He doesn’t think I’m good enough”

Claiming to know someone else’s internal process (thoughts and feelings) without identifying the process or sensory based data that was used to determine the information.

Meta-Question: How do you know _____?

Meta-Effect: Recovers source of information.

Lost Performative

“You’re not good enough unless you’re perfect”

Making a value judgment without stating who’s opinion it is and acting as if the statement is true.

Meta-Question: Who says _____? According to whom?

How do you know it’s _____?

Meta-Effect: Recovers source of belief, Belief Strategy.

GENERALIZATIONS

Modal Operators

A. Modal Operators of Necessity

“I must succeed”

Verbs which presuppose a need or requirement (should, must, got to, have to, need to, shouldn’t, must not).

Meta-Question: What would happen if you did?
What wouldn’t happen if you didn’t?

Meta-Effect: Recovers effects and outcomes.

B. Modal Operators of Possibility

“I can’t stay in a relationship”

Verbs which presuppose choice or possibility (can/can’t, will/won’t, may/may not, possible/impossible).

Meta-Question: What prevents you?

What would happen if you did?

Meta-Effect: Recovers cause.

Universal Quantifiers

“I never do it right”

Nouns, adjectives or adverbs which presuppose total inclusion or exclusion (all, every, everyone, nobody, never, etc.).

Meta-Question: Never? All? What would happen if you did? (find counter-example)

Meta-Effect: Recovers outcome, effects and counter-example.

DELETIONS

Nominalizations

“My decision created a limitation in my life”

Verbs, which are process words, which have been turned into nouns, resulting in a static condition.

Meta-Question: How are you deciding to limit yourself now?

What unlimited possibilities do you want to be deciding upon now?

Meta-Effect: Recovers process.

Unspecified Verbs

“I can’t learn”

Verbs which delete information about the process.

Meta-Question: How, specifically _____?

Meta-Effect: Recovers process information.

Simple Deletions

A. Simple deletions

“I’m not sure”

Meta-Question: About what, whom?

Meta-Effect: Recovers deletion.

B. Lack of referential index

“They aren’t sure”

Deletes the specific person or thing.

Meta-Question: Who, specifically?

Meta-Effect: Recovers referential index.

C. Comparative deletions

“She’s more sure”

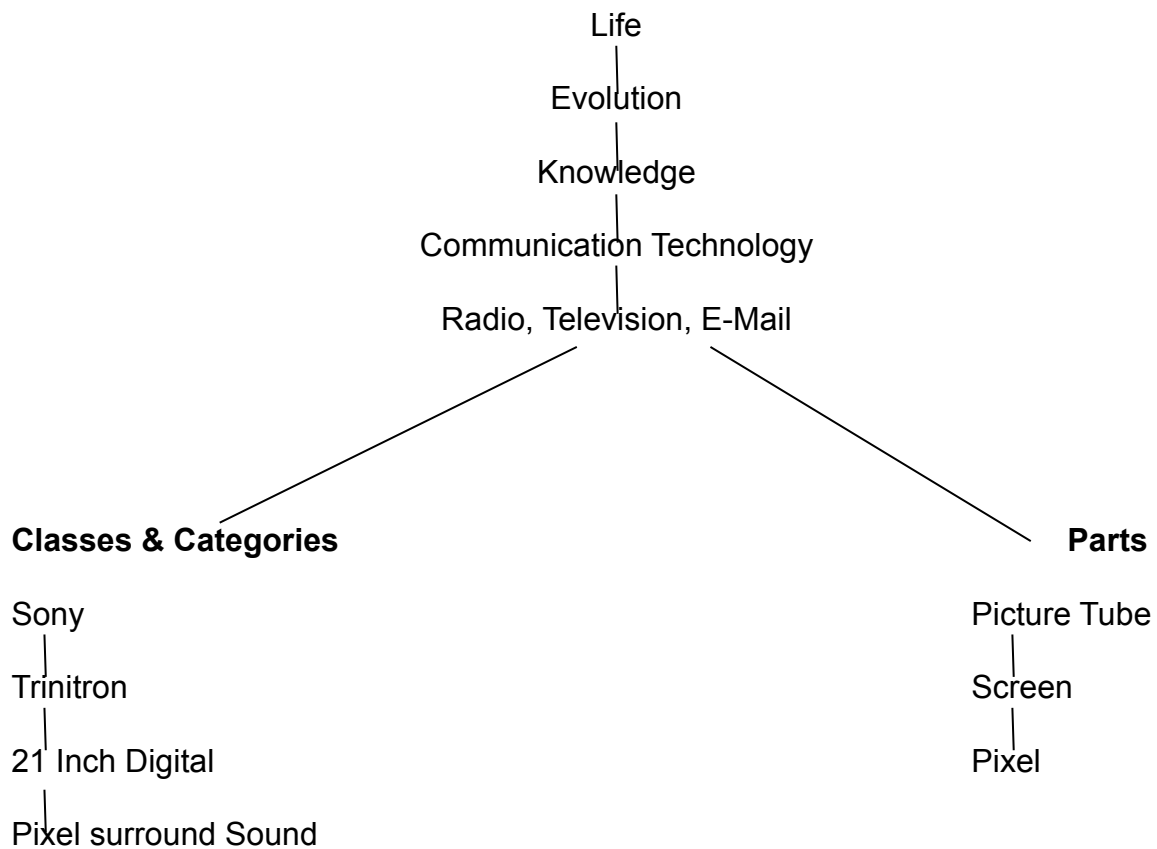
Making a comparison without stating what or who’s being compared.

Meta-Question: Compared to whom or what?

Meta-Effect: Recovers comparative deletion.

HIERARCHY OF IDEAS

LOGICAL LEVELS OF ABSTRACTION



Hierarchy of Ideas © 1996 Neuro-Energetics

CHUNKING QUESTIONS TO CHANGE LOGICAL LEVELS

BIG PICTURE

For what purpose?
What is your intention?
What will that do for you?
What is your outcome in doing that?
What is important to you about that?
Moving from details to abstraction

CHUNKING UP

.....

CHUNKING DOWN

Moving from abstraction to details
What, specifically?
With whom?
Where?
When?
How?

DETAILS

Remember! These questions are not foolproof.
Always know the form of the answer to any question, before you ask it.

How to let go of limiting beliefs (and unwanted behaviours)

If there is something that you do that you don't want to do, but you can't stop yourself from doing it or if there is something that you want to do (or achieve), but you're not, then what's stopping you is a limiting belief.

In order to let go of a limiting belief, you have to first identify that you have one. Limiting beliefs are often more identifiable in others. You can hear it in people's language and expression when they unconsciously cut themselves off from the resources that could be available to them. You'll hear them say things like: "I have to keep this unstimulating job, as it is difficult to find new and rewarding work these days." Or: "I can't leave this relationship because I will never find someone better." – as well as many other statements of perceived limitation. So ask those who know you best what they think your limiting beliefs might be.

You can also unveil your own limiting beliefs by paying attention to where in your life you may be achieving poor results or struggling to reach certain goals. Remember: What we achieve in life (or fail to achieve) is directly related to our beliefs.

Once an unconscious limiting belief is brought into conscious awareness and we address the belief's intention, then we can begin to release that belief from determining our results.

Start by asking yourself: What purpose has this belief been serving?

Every belief (and behaviour) has a positive intention. You developed it for a purpose. This means that it may even be a resource in certain contexts.

If you try to change a belief without acknowledging its intention, you may trigger defensiveness, which can embed the belief more deeply. So first unveil the belief's intended value in order to release it as a hindrance in your life. By seeking to fulfil the belief's intention, it will loosen its grip on you.

Examples of positive intentions behind limiting beliefs:

Belief: "I can't leave this relationship because I will never find someone better."

Intention: "This keeps me loyal and empathetic in my current relationship."

Belief: "I have to keep this unstimulating job, as it is difficult to find new and rewarding work these days."

Intention: "This keeps me attentive and disciplined at work."

Belief: "I am a bad public speaker."

Intention: “This prevents me from having to face uncertainty and potential embarrassment.”

Begin implementing a more appropriate way to satisfy the old belief’s intention and then start focussing on some new resourceful beliefs that support you in achieving the results that you want.

Sometimes our perception of significant emotional events leads to limiting beliefs being “programmed” into our minds. As young children we are also more prone to adopting the limiting beliefs of our caregivers. Deep limiting beliefs may need to be addressed at the causal level. For this there are certain forms of NLP, Hypnotherapy and Psychotherapy that may be useful. Another powerful resource to help you transform deep limiting beliefs is our [Drop the Habit recording](#).

OUTFRAMING

Useful for quick, highly contextualized state changes.

1. Pace problem

Use “yes” set, get agreement

2. Lead and elicit outcome

“What do you want?” or

“How do you want to be different?”

Look for Vc access.

Change your voice and your physiology.

3. “As if” frame

“If you were feeling (answer to #2), how would you be feeling?”

4. Change tense to present and begin overlap of representational systems.

“As you’re feeling _____, what do you say to yourself?” and then ... “What are you saying to yourself?”

5. Overlap the representational systems and condition by feeding back what was said.

6. Out frame the problem

“As you’re (state the new resource), look back and notice how it seems now..... notice how you’re feeling, **now.**”

Outframing © 1994 Neuro-Energetics

STRATEGIES

“The kind of thinking that got you to where you are,
is not the kind of thinking that will get you to where you want to go.”

- Albert Einstein –

“We are what we repeatedly do. Excellence then is not an act, but a habit.”

- Aristotle –

NLP NOTATION

REPRESENTATIONAL SYSTEMS

V - Visual

A - Auditory

K - Kinaesthetic

O/G - Olfactory/Gustatory

Superscripts

r - remembered

c - constructed

i - internal

e - external

Subscripts

t - tonal

d - digital

Syntactic Symbols

— — → leads to

/ comparison

↘ synaesthesia

— — →
m meta response

— — →
p polarity response

————→ simultaneous, but not interfering

NLP Notation © 1990 Neuro-Energetics

STRATEGIES

A strategy is a sequence of representations which leads to a specific outcome. A strategy is akin to the combination of a safe. Once you have it, it unlocks valuable secrets that underlie excellence. Since life is really an endless series of representations, it is useful to punctuate this series in terms of outcomes. Some major categories of strategies are decision, learning, motivation, convincer and reality. NLP has adopted the T.O.T.E. Computer Model, first published in *Plans and the Structure of Behaviour* in 1960 by George Miller, Eugene Galanter and Karl Pribram.

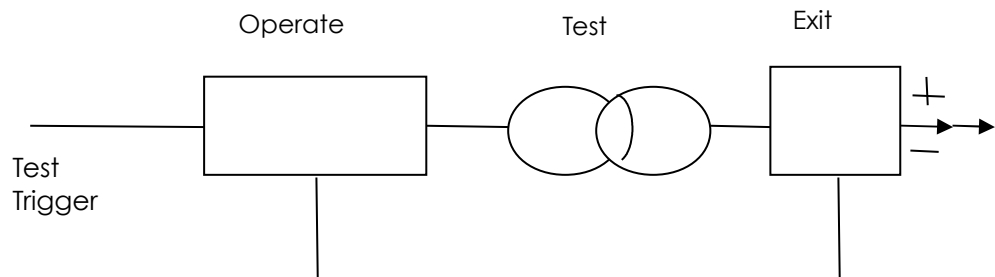
T.O.T.E. stands for:

Test / trigger

Operate

Test

Exit



1. The first **Test** is the stimulus, cue or trigger that begins the strategy. It establishes the criteria “fed forward” and is used as the standard for the second test.

2. The **Operation** accesses the data by remembering, creating or gathering information from the internal or external world.

3. The second **Test** is a comparison between some aspect of the accessed data and the criteria established by the first test. The two things being compared must be represented in the same representational system.

4. The **Exit** or Decision Point is a representation of the results of the test. If there is a match then the strategy exits. If there is a mismatch, the strategy recycles, to the first Test/Trigger phase, or to the Operation phase.

5. The strategy may recycle by:

- a. changing the outcome or redirecting the strategy
- b. adjusting the outcome or chunking laterally
- c. refining or further specifying the outcome
- d. accessing more data

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STRUCTURAL WELL–FORMEDNESS CONDITIONS

1. Well-defined representation of outcome.
2. Includes all three major representational systems.
3. More than two points in any loop.
4. Eventually goes external after a specified number of steps or a specified period of time.
5. Uses the least number of steps to achieve outcome.
6. Every loop has an exit point.
7. Has a logical sequence.
8. Follows TOTE model.
9. Ecological.

Structural Well–Formedness Conditions © 1990 Neuro-Energetics

TIPS FOR EFFECTIVE STRATEGY ELICITATION

1. Be in uptime
2. Establish rapport
3. Set the frame
4. Identify the context
5. Associate (follow anchoring guidelines)
6. Anchor the state
7. Speak in present tense
8. Use all accessing cues
9. Ask basic questions:
 - How do you know?
 - What happens first?
 - What happens next?
 - What happens right before?
 - How do you know that you've finished?
10. Backtrack frame if necessary
11. Be aware of loops
12. Make sure you have the main functional pieces
13. Be particularly aware of analogue markings
14. Elicit — use unspecified predicates
 - multiple choice
 - contrast frame
15. Feedback the sequence and calibrate
16. Elicit submodalities for added emphasis
17. Get only as much info as you need to get the outcome
18. Test your work, the strategy should produce the state and/or behaviour associated with the outcome

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FORMAL STRATEGY ELICITATION

Can you think of a time when you were totally _____?

Calibrate to the client thinking about a time ---TDS
... **A specific time** ...

Calibrate to the strategy

As you go be there NOW. . .

What is the very first thing that causes you to be totally _____?

Is it something you see, something you hear or something you feel?

Calibrate to eye accessing, grosser physiological shifts and verbal report. Give emphasis to eye accessing cues. Feedback response you get from above and elicit the next step in the strategy.

As you (see, hear, feel) the trigger, what is the very next thing that causes you to be totally _____?

Continue this form of questioning until the client produces the outcome of the strategy. If the client does not produce the outcome of the strategy, then:

1. They are not fully associated to a context where they ran the strategy.
2. You haven't elicited the correct strategy.

To check, run them through the sequence that you have elicited and notice if it produces the outcome of the strategy.

ELICITATION QUESTIONS

Test:

How do you know when to _____?

When did you begin _____?

Operate:

How do you do it?

How do you generate alternative(s)?

Test:

How do you evaluate the alternative(s)?

Do you compare what you have with what you wanted?

Exit:

How do you know you've got what you want?

How do you know that you've decided?

INSTALLATION METHODS:

1. Rehearsal
2. Anchoring
3. Dissociated state rehearsal
4. Reframing
5. Metaphor

Elicitation Questions © 1994 Neuro-Energetics

TYPICAL PROBLEMS WITH DECISION STRATEGIES

1. Problems with generating options.

- a. No visual construct.
- b. Not enough options.
Only one choice.
Either/Or.
- c. Person keeps generating choices with no way to exit.

2. Problems with representing options.

- a. Options are not represented in all representations systems which makes it difficult to evaluate them.
- b. Person needs to go external to get necessary data.
- c. Options and criteria are not revised according to circumstances.

3. Problems with evaluating options.

- a. Criteria for selection are inappropriate.
- b. Criteria are not prioritized.
- c. Criteria are considered sequentially and separately rather than simultaneously. Polarity response is an example.
- d. Person does not get an overall evaluation of each criteria.

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MOTIVATION STRATEGIES

People either move toward or away. People who move toward too strongly may never get around to doing unpleasant things which are necessary. People who move away may never move until things get worse rather than better. The key to motivation is to be able easily and effortlessly to do things that are unpleasant. Most people do not need help in doing things that are pleasant.

TYPICAL MOTIVATIONAL STRATEGIES:

- Visual construct of task accomplished leading to positive K.
- Visual construct of negative consequence of not doing task leading to negative K.

Motivation strategies are related to procrastination strategies. They are the flip sides of the same phenomenon.

Typical Components Of An Effective Motivation Strategy:

1. Voice (if present) has good tonality.
2. Voice uses modal operators of possibility,
3. Includes a representation of what is desirable about the task (the completion or consequences) rather than a representation of the process of doing the task
4. The task is chunked appropriately.
5. Toward strategies are more enjoyable and result in less stress than away strategies.
6. Both toward, away and mixed strategies work and mixed is the most general.
7. If mixed, think of negative first and then positive.
8. Try to replace away from with toward strategy. Set frame that "if you do not learn a new strategy you will have to feel bad over and over again in the future" which uses their current strategy of moving away.
9. Association and dissociation are critical elements.
10. Good strategies work across contexts.
11. Always check ecology before removing negative feelings or anxiety.
12. It may be necessary to adjust the submodalities of the representation of the task being done in order to get a strong motivated response.
13. If representing the task as completed does not produce strong motivation, then focus on the consequences.
14. Procrastinators are often good planners.

Example Of A Good Motivational Strategy:

Ad in pleasant voice: "It will be so good when it is done," leading to visual construct of completed task of positive consequences, leading to a positive K, leading to beginning the task or future pacing appropriately.

Typical Problems With Motivation Strategies:

1. Person begins with feeling of overwhelm and needs to chunk down.
2. The person only moves away from; either this is not enough to motivate them or the person experiences too much stress, anxiety and unpleasantness.
3. Person uses modal operators of necessity with harsh tonality resulting in bad feelings.
4. CAUTION: There are some things that one should move away from. Be careful about removing away from strategies entirely. It is better to design a strategy with both elements.

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SPELLING STRATEGIES

STEPS

1. ELICITATION

Finding out what strategy someone is being using.

2. DESIGNING

Streamlining what is there to make it more effective or designing a new strategy from scratch.

3. INSTALLATION

Automating the new sequence so that it becomes part of the person's unconscious process.

Spelling Elicitation:

1. Start at the beginning.
2. Backtrack and go on. "So first you...and then what?"
3. Make sure that you get a step(s) that has to do with how to spell the word. "So how do you know how to spell...?"
4. "When you see, hear or feel that how do you know that it is right?"
5. Get only as much detail as you need.

Bad Spelling Strategies:

- **Negative K** - Begin with a bad feeling.
- **Phonetic** - sound it out - only 50% accuracy.
- **Visual construct** - creative spelling - piece by piece.

Bad spellers are made, not born. Bad spellers are not learning disabled; they were teacher disabled

Good Spelling Strategy:

- Asked to spell the word - may repeat it internally.
- See the word - visual remembered - may defocus rapidly - ask to spell backwards - rapid.
- Feeling of familiarity or not - look for shift in breathing or gestures.
- How good a speller they are depends on what they read.
- If no feeling of familiarity do a visual construct until get feeling.
- Secondary strategy for words for which no memory image exists.
- Final K is a motivator for continual improvement.

Installation:

- “Do you have any objections to being a good speller?”
- New strategy is only for the context of spelling.
- New strategy will not result in instantly being an expert speller but will result in rapid improvement.
- Check for reverse wiring.
- “Can you think of a good friend?”
- Simplest method is rehearsal.
- Reframe only if necessary.
- “I am going to give you a word. As soon as I do, look up here (Vr), allow an image of the word to appear, and as soon as it does look down here (K) to get a feeling of familiarity or not.”
- Use simple words initially.
- Have them spell words in reverse.

Common Problems With Spelling Strategies:

1. People try to create the word while looking in visual remembered.
2. If people draw a blank, write out the word and hold it up in visual remembered.
3. Hold the word up for a short period. If too long some people will try to describe it rather than see it.
4. Have them visualize the word on something that they can remember easily.
5. A person keeps going back to their old strategy rather than using the new one. Reframe the persistent voice.

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WELL-FORMEDNESS CONDITIONS FOR LEARNING STRATEGIES

SHORT FORM

1. Begin in a positive state.
2. Chunk appropriately.
3. Get appropriate feedback relative to the task being learned.
4. Make appropriate comparisons that give one a feeling of accomplishment.
5. Exit. Avoid exiting too soon or never exiting.
6. Expect to not understand some things.
7. Know your submodality equivalents of understanding.
8. Future pace.

Well-formedness Conditions For Learning Strategies Short Form
© 1996 Neuro-Energetics

WELL-FORMEDNESS CONDITIONS FOR LEARNING STRATEGIES

1. Begin in a positive state. Think of a time when you succeeded and felt good rather than failed and felt bad. Access and anchor appropriate resources.
2. Chunk appropriately. Chunk down the task to avoid overwhelm. Recycle or go external until you can represent the smaller chunks so as to sequence and prioritize them.
3. Get appropriate feedback relative to the task being learned.
4. Make appropriate comparisons that give one a feeling of accomplishment. Do not make comparisons to expert or to an ideal self but to your ability in the past.
5. Exit. Avoid the dangers of exiting too soon or never exiting. When have you learned enough for right now and when have you learned something well enough for your outcome? Avoid the trap of chasing clarity. All important decisions are made on the basis of insufficient information.
6. Expect to not understand some things. Set them aside and come back to them later. Do not get trapped in bad feelings about not understanding. Remember that understanding is a feeling.
7. Know your submodality equivalents of understanding and use them to get information in the necessary form.
8. Future pace learning to the time and place where they will be needed.

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WELL-FORMEDNESS CONDITIONS ELICITATION QUESTIONS FOR LEARNING STRATEGIES

CONTEXT:

- Think of a time when you were able to learn something easily and rapidly.

INITIAL TEST/TRIGGER:

- How do you know it is time to begin learning?

OPERATION:

- What do you do in order to learn?

SECOND TEST:

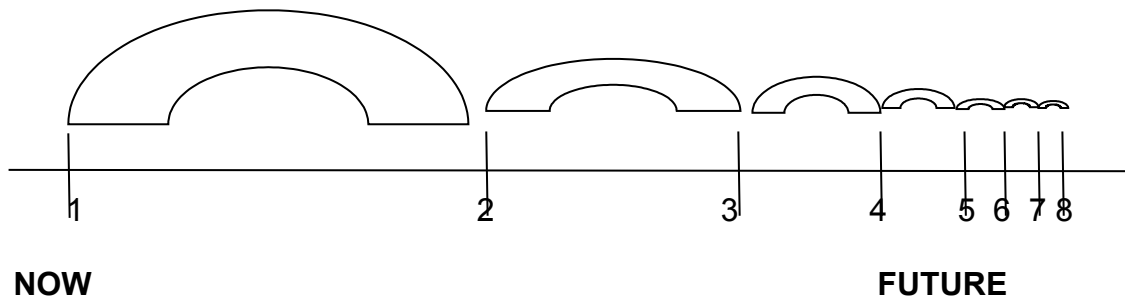
- How do you know if you have learned something?

EXIT:

- What lets you know that you have learned something fully?

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RECOVERY STRATEGY FUTURE PACING TO BUILD RECURSION



1. Install a strategy that is triggered by the stimulus that produced the limitation.
2. Each successive future pace of the stimulus gets closer to the next.
3. This creates a double bind:
The more one begins to “fail,” the more one succeeds.
4. This installs a “meta-strategy” of HOW to create recovery.

Recovery Strategy © 1990 Neuro-Energetics

ANCHORING

Life isn't about finding yourself. Life is about creating yourself.

- George Bernard Shaw -

“If you don't decide what you want, then rest assured somebody else will decide for you.”

- Unknown -

ANCHORING

Anchoring is basic Pavlovian conditioning of the nervous system. It is the pairing of a particular stimulus to a response to create a stimulus — response program. An anchor is any cue which will evoke a particular state in an individual. They are naturally occurring. Almost everything recognizable in our experience is an anchor. Anchors can occur in all representational systems. In the therapeutic context they are most often:

- 1. Visual** – gestures, facial expressions, signs, images
- 2. Auditory** – words, phrase, nonverbal analogue (tonality, locus), sound
- 3. Kinaesthetic** – touch

Four Keys To A Well-Formed Anchor

- 1. Pure access state** – all components or four-tuples of the experience are accessed (v, a, k, o/g) - the person is fully associated.
- 2. Well-timed application** – the trigger is applied at the peak of the emotional state.
- 3. Well-defined, unique stimulus** – the trigger must be something which does not occur frequently or haphazardly. In general, as a beginner, the kinaesthetic anchor is the easiest and the most irresistible.
- 4. Easily duplicated or replicated** – the more representational systems involved in the anchor the more difficult it is to replace. When these conditions are met you will observe a consistent BMIR of the client. A BMIR is the Behavioural Manifestation of an Internal Response.

Anchoring © 1996 Neuro-Energetics

WHEN TO USE ANCHORING

Anchoring is probably the most powerful set of tools in the therapeutic repertoire. They are “handles” that allow one to capture, stabilize and reproduce a particular state. They are merely expediciencies in the therapeutic process. Anchors enable the therapist to work in the here and now, as opposed to talking about experiences, which may lead to insight, but not actual change. In general, anchors are used to restructure the internal experience of the client. More specifically anchors are used to:

1. Change an internal state.
2. Stabilize a state.
3. Change a behaviour.
4. Transfer elements from one experience to another.
5. Differentiate space-time coordinates.

If this was the primary tool you had as a therapist, there is not much you couldn't do as long as you were flexible and know how to use anchoring masterfully. Almost all of the advanced techniques in Ericksonian and NLP work are predicated on effective use of anchoring

Some general points to keep in mind:

1. Duration depends on reinforcement.
2. Ecology determines length of time anchor exists.
3. Therapeutic anchors are only temporary. Wire the resource state to a naturally occurring anchor or stimulus in the person's environment.
4. When installed properly, the client will respond to the anchor whether s/he is conscious of it or not.

When to Use Anchoring © 1992 Neuro-Energetics

How to ANCHOR Resourceful States

The following Anchoring technique is one where you will be able get yourself into a feel good or high performance state anywhere, anytime:

1. Think about which state you'd like to experience (in a specific context).
2. Shift your body posture and breathing rate to match that desired state.
3. Remember a time when you felt that desired state before.
4. Associate into that memory. See, hear, smell, taste and feel what it's like to be there now.
5. At the peak of that state grab you thumb in a unique way, and hold it for two seconds - while experiencing the peak of that state.
6. Repeat steps 3-5 three times, using a different memory of the desired state each time.
7. Then, whenever you want to feel that desired state, grab your thumb - in precisely the same way as you did in step five, and you should feel that desired state arise.

Through using the above 7 steps, you can establish a confidence Anchor for when you need to perform a challenging task, or a good mood Anchor for when you feel down, or a relaxation Anchor to counter stress, etc.

It's important to recharge your resource state Anchor if you use it often, otherwise it runs flat like a battery. Recharging Anchors works well when you find yourself spontaneously in an appropriate resource state. All you do is grab your thumb (or replicate whichever stimulus you've set up) in precisely the same way as you did before, and only while experiencing the peak of that spontaneously accessed resource state.

The more precise you are with Anchoring, the better it works.

And Anchoring works wonders, so have fun with it.

ESTABLISHING A KINAESTHETIC ANCHOR

1. Calibrate to the present state the person is in.
2. Elicit the state you want to anchor.
 - a. context
 - b. stimulus
 - c. internal sensations - denominalize emotions into sensations
 - d. internal process - self talk and internal imagery
 - e. external behaviour

(It is quite alright to invite the person to re-experience the state several times. This is called refractionation and is actually a hypnotic deepening technique. It will assist them in experiencing the state more fully. Further, it provides you with a number of times to observe and calibrate to the BMIR.)

3. Calibrate to the desired state which you want to anchor as the person accesses it.
4. Touch the person, (make sure you have permission to do this), apply the anchor just as the state is beginning to peak and release as peak levels off.
5. Reorient the person and use a separator state.

BREAK STATE

6. Fire the kinaesthetic anchor and hold it while calibrating to the person's BMIR. If you observe the same BMIR as in step 4, then you're done. If not, cycle back to step 2 and assist the person in revivifying the experience. If it is not working, check ecology.

Anchoring © 1992 HIP

BASIC OPTIONS FOR THE USE OF ANCHORING

SHORT FORM

- A. Stacking Anchors** — to intensify anchors

- B. Collapsing Anchors** — replace (-) emotions with (+) resources

- C. Chaining Anchors** — to bridge extremely dissimilar states

- D. Self Anchoring** — for instant resource state

Basic Options for the Use of Anchoring © 1992 Neuro-Energetics

BASIC OPTIONS FOR THE USE OF ANCHORING

A. Stacking Anchors — To reinforce, to intensify or broaden the scope of anchors, you can stack multiple experiences (feelings) on the same anchor.

Stacking Anchors Outline:

1. Follow "Establishing a Kinaesthetic Anchor" outline for the initial resource state.
2. Repeat the above procedure using the same anchor.
3. Test the stacked anchor by firing it and calibrating.
4. Repeat until a sufficiently intense and ecological resource state has been created.

B. Collapsing Anchors — This is one of the most powerful and versa-tile techniques in your repertoire. This procedure is used to depotentiate or eliminate unwanted experiences — that can be past or future memories — that prevent the client from experiencing the desired state. (See separate pages.) Note: The HNLP Coaching Model incorporates a conversational Collapsing Anchors technique.

C. Chaining Anchors — This technique is used when "the jump" from the present state to the desired state may be so large that a collapse anchor may not work. It creates an alternate pathway in the individual's neurology and internal experience. (See separate pages.)

D. Self Anchoring — This is a way to have an instant burst of whatever you need in the way of a resource state. The only limitation to using self anchors is that when you're in a stuck state, it's often difficult to remember to use the self anchor.

Self Anchoring Outline:

1. Follow the establishment of an anchor outline.
2. Choose a discrete movement and/or location that will be the self anchor.
3. Continue to stack experiences as you go through life, using the same anchor.
4. Fire it when you need it.

Anchoring © 1992 HIP

COLLAPSE ANCHOR OUTLINE

SHORT FORM

1. Elicit, calibrate to, and anchor the unwanted state.
2. Break state.
3. Identify what resources are necessary.
4. Elicit and stack.
5. Test the resource anchor and calibrate.
6. Break state.
7. Collapse the anchors:
 - a. Instruct the client to go to the context of the problem state.
 - b. Fire the problem state anchor.
 - c. Observe the problem state anchor emerge.
 - d. Immediately fire the resource state anchor, while continuing to hold the problem state anchor.
8. Hold both of the anchors and observe the integration.
9. Repeat this process five times.
10. Test. Fire the original problem state, check for integration.
11. Future pace or rehearsal.
12. Calibrate to the future pace, making sure the desired state (integration) BMIR emerges.

Collapse Anchoring Outline © 1992 Neuro-Energetics

COLLAPSE ANCHOR OUTLINE

1. Elicit, calibrate to, and anchor the unwanted state.
2. Separator state. This is to dissociate the client from the unwanted state. Without this s/he will be unable to identify what resource state is needed to change the experience.
3. Identify what resources (past experiences) the client needs to move from the problem state to the desired state.
4. Elicit and stack, if necessary, the resource state(s) and anchor. (Make sure this anchor is different from the problem state anchor!)
5. Test the resource anchor and calibrate.
6. Separator state.
7. Collapse the anchors:
 - a. Instruct the client to go to the context of the problem state.
 - b. Fire the problem state anchor.
 - c. Observe the problem state anchor emerge.
 - d. Immediately fire the resource state anchor, while continuing to hold the problem state anchor.
8. Hold both of the anchors and observe the integration. You will first notice bilateral asymmetry in the BMIR which should evolve into a symmetrical BMIR that closely resembles the resource state BMIR. Hold the anchors until you notice that the person's physiology has stabilized.
9. Repeat this process five times. The integration should occur with increasing speed on each subsequent trial.
10. Fire the original problem state anchor (this can be either the kino anchor or preferably the external stimulus in the individual's environment) and make sure the integration BMIR emerges.
11. Future pace or rehearsal. This is actually a separate technique itself, but it is generally used to transfer the new response to a naturally occurring stimulus in the person's environment (usually the original stimulus in the problem context) which will occur some time in the future. **In the future pace, you do not kinaesthetically fire the anchor.** This is your acid test to know whether the change has become automatic and unconscious.
12. Calibrate to the future pace, making sure the desired state (integration) BMIR emerges.

CHAINING ANCHORS

CHAIN DESIGN

1. Elicit the present state and the outcome state.
2. Decide number of intermediate states to bridge the present state to the outcome state.

Present > intermediate > intermediate > intermediate > outcome
- > ± > + > + > ++

To determine how appropriate the states are, consider:

- a. Motivation direction —Toward or Away from motivation
- b. Tempo —How much relative movement is occurring inside each of the states?
 - for sympathetic states —slow to faster
 - for parasympathetic states —fast to slower

3. To elicit the intermediate states ask:

WHAT STATE IS HALFWAY BETWEEN . . . (state) . . . and . . .(state) . . . THAT WOULD CAUSE YOU TO MOVE TOWARD . . . (outcome) . . .?

- a. Identify and elicit state 3.

“What state is halfway between the present state and the outcome state that would cause you to move toward the outcome?”

- b. Identify and elicit state 4.

“What state is halfway between state 3 and the outcome state that would cause you to move toward the outcome?”

- c. Identify and elicit state 5.

“What state is halfway between the present state and the state 3 that would cause you to move toward the outcome?”

4. Write down the chain and check ecology.

Chaining Anchoring, Chain Design © 1994 Neuro-Energetics

CHAINING ANCHORS

CHAIN INSTALLATION

Assumes you have completed the identification and elicitation of states and that the chain design is ecological.

1. Elicit and anchor the first intermediate state.

BREAK STATE

2. Elicit and anchor the second intermediate state.

BREAK STATE

3. Elicit and anchor the third intermediate state.

BREAK STATE

4. Elicit and anchor the outcome state.

BREAK STATE

5. Elicit and anchor the present state.

BREAK STATE

6. Fire the present state, followed by each of the intermediate states, ending with the outcome state. Condition, once or twice, if necessary.

BREAK STATE at the end of each chain.

7. Fire the present state (as client associates to the state, release the anchor) and say... "and run the rest of the chain."

8. Test and Future Pace.

Chaining Anchoring, Chain Installation © 1994 Neuro-Energetics

VISUAL-KINAESTHETIC DISSOCIATION

SHORT FORM

When to use: for overpowering negative kinaesthetic responses such as phobias and trauma.

1. Establish a security anchor

Anchor

2. Have the client see his/her younger self, while they are still safe, just before the negative experience. Have them freeze this frame on a movie screen far in front and down below them.

Anchor (This is the first level of dissociation.)

3. Have client float up and out of his/her body into the projection booth.

Anchor (This is the double dissociation.)

4. Have client watch the movie of his/her younger self going through the negative experience until the younger self reaches a safe place — or after the trauma has ended. Have client freeze that frame.

5. Have client float back down into his/her body,

Releasing the double dissociation anchor.

6. Have client walk up to younger self on the screen

Release the dissociation anchor.

and comfort his/her younger self.

7. Have client reintegrate younger self with present self.

Release the security anchor.

8. Reorient to present context.

Visual-Kinaesthetic Dissociation © 1990 Neuro-Energetics

VISUAL-KINAESTHETIC DISSOCIATION

(R. Bandler & J. Grinder)

When to use: for overpowering negative kinaesthetic responses such as phobias and trauma.

The following outline assumes that a congruent outcome has been elicited and a baseline of the problem BMIR has been calibrated. In cases of phobias and/or extreme trauma, it may be counter productive to ask the client to associate with the experience, i.e. an abreaction may occur. In these cases, calibrate to the problem BMIR while client discusses the problem conversationally.

1. Establish a security **Anchor** (also a bail out procedure).

Calibrate to security BMIR.

2. Have the client see the younger self just before the negative experience in the first frame of a movie which is on a screen far in front and down below them.

Anchor. (This is the first level of dissociation.) Calibrate.

3. Have client float up and out of body. **Anchor.** (This is the second level of dissociation - or double dissociation.) Calibrate.

4. Have client watch the movie of their younger self going through the negative experience until the younger self reaches a safe place - or after the trauma has ended. Have client freeze that frame.

5. Have client float back down into their body, **releasing** the double dissociation **Anchor.** Calibrate to integration.

6. Have client walk up to younger self on the screen (**release** the dissociation **Anchor**) and ask them to comfort their younger self. This is an opportunity for lots of indirect and direct suggestions for acceptance, comfort, learning, security, etc. Be sure to use pace and lead statements while watching BMIR for feedback.

7. Have client re-integrate younger self with present self.

(Release the security Anchor).

8. Re-orient to present context.

(Modified) Visual-Kinaesthetic Dissociation © 1990 Neuro-Energetics

How to Change Your Personal History

With an understanding of NLP, the idea that “it’s never too late to have a happy childhood” becomes real. No matter what you experienced in your past, you have the ability to change your perceptions and beliefs regarding the past so that you can feel better about it right now.

There is more to us as humans than merely the sum of our past experiences. How we usually react to situations is largely determined by our past conditioning, however, we can choose how we want to feel and how to respond differently than our past habitual tendencies. You can change your personal history by taking your current level of awareness (and life experience) and integrating it at those times of your life when you were less resourceful and being negatively influenced. You can easily imagine doing this and in so doing you’ll be re-coding the meaning which you give those past events. When negative past experiences take on a new resourceful meaning in your life, then your beliefs change and you become a more whole YOU.

Here’s how this works:

The following steps include revisiting a memory of a past event where you were treated unfairly, or verbally abused, or scolded by a ‘superior’. Don’t use the following steps to heal a past traumatic experience (for that there is a different approach). Here you’re going to provide your younger self with the appropriate awareness and knowledge that was missing to her or him at the time.

Changing Your Personal History

1. Bring to mind a limiting belief that you would like to change. This could be, “I’m not good enough”, “I’ll never attract a soul mate”, “It’s hard making enough money doing what I enjoy”, “I’ll never be successful” etc.
2. Think about what you want to believe instead. Make sure this is positive and compelling.
3. Make yourself comfortable and take a few relaxing breaths.
4. Let your mind go back to the very first experience that you had where your interpretation of that past experience led you to form your current limiting belief.
5. Imagine being there now as your younger self inside that situation, but with your new resourceful belief in awareness and in light of your current level of life experience.

6. Notice how you perceive that past experience differently now. Then imagine yourself moving through your life toward your current age with your new resourceful belief colouring all significant past events up to present time.
7. Now with your new belief integrated, you can look back on your past with new eyes and feel good about your brighter future in the days, months and years to come.

You never know how far a change will go... You are changing more than you think, so you may as well choose to change in the way that you want to...

CHANGE PERSONAL HISTORY

(original format)

1. Anchor the unwanted feeling.
2. Use this anchor to find other times when the client felt this way (backtrack anchor).
3. Calibrate. As exaggerations of the calibration occur, have client see the full experience & note age. Anchor separately (auditory or kinaesthetic).
4. Identify 3 to 4 experiences, release the anchor and bring them back to now.

BREAK STATE

5. Ask them what specific resources they needed to have in the past in those situations to feel okay about themselves. Anchor each separately.
6. Go to each of the past experiences (beginning with the most recent) and collapse anchors using resource anchors from step 5.
7. Test and Future Pace.

RE-IMPRINT METHOD

1. Identify a recent experience with a negative feeling which is pervasive across contexts. **Anchor this experience.**
2. Assist the client to go to the earliest memory with this negative feeling.
3. **Dissociate** from the early scene.
4. Identify the major figures in the scene and
 - a. identify the intention of each.
 - b. identify the resources needed by each to be congruent with the intentions.
5. **Anchor in the resources** to the **child** then run through dissociated and then associated.
6. **Anchor in resources** with **parents** and run through dissociated and then associated.
7. Do all combinations ending with associated experience from child's point of view.
8. Check recent experience in Step 1. **Do this without anchors.**
9. Future pace.

REFRAMING

"The greatest discovery of my generation is that a human being can alter his life by altering his attitudes."
- William James -

CONTEXT and MEANING REFRAMING

Basic presupposition:

- Every experience in the world and every behaviour is appropriate given some context, some frame.
- Reframing changes the individual's internal context.
- The behaviours which are the most challenging to work with occur when the majority of the client's context is internal.

Two types of reframing:

1. Context — “too,” “more,” “less,”
(comparative deletion or generalization)

To reframe:

Hold behaviour constant and change context.

“In what context would this particular behaviour have value?”

2. Meaning — verbs of causation, “is” “means”

A causes B — cause-effect

A means B — complex equivalence

To reframe:

Hold context constant and change meaning of behaviour.

“What other positive value or meaning could this behaviour have?”

- Always pace - calibrate - and then lead with the reframe.
- Same words = same neural networks.
- Use idioms to appeal to both hemispheres.
- The names of the two types of reframing describe the point of intervention. They both ultimately change the meaning.

Reframing © 1993 Neuro-Energetics

SIX-STEP REFRAME

When to use:

Ecological concerns, or with behaviours, feelings, or physical symptoms which occur across contexts.

1. Identify unwanted behaviour.

2. Establish communication with the "part" which is responsible for the unwanted behaviour.

"Will the part of me that is responsible for "X" express itself to me consciously?"

- a. intensify the response to signify a "yes" response.
- b. diminish the response for a "no" response.

3. Discover what the positive intention is that drives the behaviour and create a clear distinction between intention and behaviour.

"Is that part willing to communicate what its intention is?"
"Have it communicate its intention to you."

(**Note:** This is the critical manoeuvre. It is important to be sure the client has an appreciation of the "part's" usefulness.)

4. Generate alternative behaviours which satisfy the intentions.

"Ask your creative part to go through all of your experiences and generate three alternatives which will satisfy that part's intention. Have it give you a 'yes' response once it has found the alternatives."

5. Future pace.

"Is this part willing to take responsibility for implementing these alternatives?"

6. Ecology check.

"Is there any part of you that objects to this change?"

Reframing © 1990 Neuro-Energetics

SIX-STEP REFRAME REVISED

Important distinctions:

- The original Six-Step Reframe addresses the “part.”
- The Six-Step Reframe Revised addresses the Unconscious Mind to avoid creation of “parts.”

1. Identify unwanted behaviour or feeling.

2. Establish communication with the unconscious mind.

“Is the unconscious mind willing to communicate consciously?”

- a. calibrate to response.
- b. intensify the response to signify a “yes” response.
- c. diminish the response to signify a “no” response.

3. Discover the positive intention of the behaviour which drives the unwanted behaviour or feeling and create a clear distinction between intention and behaviour.

“Is the unconscious mind willing to communicate its intention?”

“Have it communicate its intention.”

(This is the most critical step in this format. It is important that the client has an appreciation of the unconscious intention.)

4. Generate alternative behaviours which satisfy the intention.

“There have been times when you’ve been creative whether you knew it or not..... (calibrate to yes)..... Your unconscious mind has within it everything you’ve ever experienced... (elaborate as appropriate).” “Ask your unconscious mind to search through all of your memories and generate at least five alternatives which will completely satisfy the intention.”

5. Future pace.

“Is the unconscious mind willing to take responsibility for implementing these alternatives?”

6. Ecology check.

*“Does the unconscious mind need to make any other adjustments to insure the success of this change and that **you’re totally integrated?**”*

Six-Step Reframe Revised © 1991 Neuro-Energetics

AGREEMENT FRAME

An agreement frame is critical as it establishes an outcome in negotiations.
This allows for relevancy challenges later in the negotiations.

1. Ask A, "What do you want, specifically?"
2. Ask B, "What do you want, specifically?"
3. Ask A, "What will your outcome do for you?"
4. Ask B, "What will your outcome do for you?"
5. Continue to chunk-up until A and B reach a common outcome.
(Chunk up until you get at least to the level of nominalization, e.g. always chunk higher than money.)
6. Chunk down into details only to the extent the common outcome is maintained.

If parties are deadlocked in a negotiation:

1. Separate them.
2. Re-establish a general outcome frame.
3. Have both parties publically commit to outcome.
4. Use relevancy challenge as a tool to dismiss certain points as counterproductive.

PARTS INTEGRATION

Emotional experiences throughout life, and especially during the early imprint years can result in the creation of Parts at the unconscious mind. These Parts generate their own values and beliefs, and are responsible for certain behaviours.

Overwhelming feelings and reactions, as well as out of control behaviours are the result of 'Conflicting Parts'.

The NLP Parts Integration technique creates harmony between Parts of the unconscious mind, so that their values are in alignment. A person with 'Integrated Parts' is more congruent, empowered and clear in their decisions and actions.

In addition to the technique below, you can watch Jevon Dängeli teach and demonstrate Parts Integration at a live NLP training in [this video](#).

The NLP Parts Integration technique (applied to self)

Establish the unwanted behaviour or indecision. Then identify at least two opposing Parts – the 'Good Part' and 'Bad Part', or the Part that wants to change and the Part that keeps doing the problem.

1. Create an image of both Parts, one in each palm of your hands. Any metaphoric representation that symbolizes each Part is appropriate. .
2. (a) Fixate your attention on one of the Parts first. Then ask that Part what its intention is for doing what it's doing. Keep repeating that question on whatever 'answer' you get, until you arrive at a positive value like love, freedom, joy etc.

(b) Fixate your attention on the other Part next. Then ask that Part what its intention is for doing what it's doing. Keep repeating that question on whatever 'answer' you get, until you arrive at a positive value like love, freedom, joy etc.

(c) Notice that what both Parts want (their highest intention) is either identical or compatible.
3. Identify which resources each Part has, that would be useful to the other Part in achieving their highest intention. Imagine both Parts now sharing these resources.. .
4. Have the hands turn towards each other and see the two internal images begin to merge as the hands progressively move closer together. ..
5. As the hands come together, create a third image that symbolizes the integration of the two former Parts.

6. Bring the new integrated image into your body through placing both hands on your heart, breathing it in and absorbing this whole new experience. .
7. Relax for a few minutes and then think about that old issue in light of being a more integrated person now. .
8. Consider how you're going to approach your situation differently in the future, now that you're fully integrated.

Should you not yet feel fully confident about sustaining the change that the above process facilitates, then perhaps there is another Part that wants to have its 'say' on the matter. In such a case you simply repeat this process until all Parts are 'playing for the same team'.

Should you get stuck, then seek the help of a qualified NLP Practitioner to help you achieve the results that you want.

aPart from that, remember – you're more than the sum of your Parts.

VISUAL SQUASH

(A Parts Integration Technique)

1. Identify the conflict and the "parts" involved.
2. Create a visual image of each part and place one in each hand.
3. Separate intention from behaviour.
 - a. Reframe each part through chunking-up until a common intention is realized.
 - b. Identify what resources each side has that would be useful to the other part in achieving their highest intention.
4. Have hands come together while the two images come together through a series of images that create a third image that is an integration of the two.
5. Bring the integrated representation inside.
6. Check ecology.
7. Test and Future Pace.

Visual Squash © 1990 Neuro-Energetics

METAPHOR

Metaphor Construction

1. Gather information

- a. Present state and outcome state
- b. Resources: "What are you good at?"

2. Structure the metaphors

- a. Chunk-up and/or laterally on information elicited in #1
- b. Develop story or analogy

3. Induction techniques

- a. Milton Model patterns
- b. Nonverbal pacing and leading

4. Activate resources elicited in #1

5. Use dramatic conventions when appropriate

- a. Suspense
- b. Open loops

Conscious / Unconscious
dissociation



Pacing metaphor



Resources
association



Re-orient, future pace



Finish pacing metaphor



Link resources to future



Direct work

Metaphor © 1992 Neuro-Energetics

HUMANISTIC NEURO-LINGUISTIC PSYCHOLOGY™ (HNL P)

Man can learn nothing except by going from the known to the unknown.
- Claude Bernard -

Beyond your physical self, beyond your thoughts and emotions, there lies a realm within you that is pure potential; from this place anything is possible. Even miracles. Especially miracles. This part of you is interwoven with everything else that exists, and everything yet to come.
- Deepak Chopra -

No matter what you think you are...
You are always more than that!

Humanistic Neuro-Linguistic Psychology™ (HNLP)

HNLP creatively integrates quantum physics, modern neuro science, hypnosis, accelerated learning, spirituality, and common sense with classic NLP. In a nut shell - HNLP is the study of how our Mind creates our reality through language and behaviour.

Both NLP & HNLP methodologies offer a positive, proactive, goal-oriented and sustainable approach to enhancing performance. HNLP, however, includes a more Humanistic, Holistic and “organic” methodology than classic NLP, which is more technique driven.

HNLP is the study of how Mind creates reality through language and behaviour. One of the basic premises from which we work is that everyone and everything is interconnected.

It is presupposed in HNLP that as people we are capable of far more than we think we are, because we are more than we think we are. This idea is based on the knowledge that our current perceptions are limited to how our neurology filters information. It's our internal representations and states that determine our behaviour much more than the world outside of us.

HNLP is the art and science of being your best. It's a powerful methodology and philosophy that helps you overcome the obstacles and habits that prevent you from performing optimally.

HNLP enables you to get the edge and stay at the top of your game. And beyond games, it's designed to equip you with practical strategies to enhance your abilities in any area of your life.

It enables you to identify how the language of others, whether verbal or non-verbal as well as their behaviour has influenced you and formed your map of reality. It helps you to resolve your own limiting beliefs, unwanted habits, negative reactions and destructive behaviours.

HNLP enables you to easily and naturally enhance performance in your personal life (in terms of growth and healing) as well as professionally (at work and in sport). HNLP also provides the skills to attract fulfilling personal and/or professional relationships as well as constructive ways to improve challenged relationships.

The Methodology & Philosophy for Change, Healing & Self Empowerment:

All behaviours are motivated by unconscious impulses which are known as neurological triggers. These triggers are the catalysts which are responsible for everything that we do. Whether good, bad, resourceful or destructive, this way, that way and anything in-between; all our behaviours are based on certain beliefs that are acted upon when triggered by precise stimuli. Once you know what they are, these triggers can be transformed into catalysts for positive results. The [HNLP Coaching model](#) enables you to identify the triggers that cause you to think, feel and behave unresourcefully. It empowers you to change each trigger's neurological effect, so that you have more choices available to you.

One of the major premises of HNLP is that you are capable of far more than you think you are, because you are more than you think you are. This idea is based on the knowledge that your current perceptions are limited to how your neurology filters information. It's your internal representations and states that determine your behaviour much more than the world outside of you.

Beyond your limited perceptions is your [Authentic Self](#) and immense potential. HNLP shows us how to heighten awareness, use multi-level communication and have behavioural flexibility in order to achieve fulfilling results.

The difference between NLP & HNLP:

HNLP is a relatively new methodology that has evolved from classic [NLP](#), the acronym for Neuro-Linguistic Programming. Both NLP & HNLP methodologies offer a positive, proactive, goal-oriented and sustainable approach to enhancing performance. HNLP, however, includes a more Humanistic, Holistic and “organic” methodology than classic NLP which is more technique driven. In a nut shell HNLP is the study of how our Mind creates our reality through language and behaviour.

HNLP integrates quantum physics, modern neuro science, hypnosis, accelerated learning, spirituality, and common sense with classic [NLP](#) . One of the basic premises from which we work is that everyone and everything is interconnected. We are not alone; quantum physics and all major spiritual systems support this. In the past, some people have criticized Neuro-Linguistic Programming for lacking a sense of connection and being too oriented toward techniques and “programming.”

While [NLP](#) techniques are effective, they are not the final answer. People and their interconnectedness are the answer. HNLP recognises that we are all on the path to Self-Actualization, whether we know it or not!

HNLP values the interconnection between people and life at large. It recognizes that as humans there is more to us than what we are aware of, and that we are more controlled by what we don't know than by what we do know. HNLP focuses on becoming comfortable with the unknown and teaches how to use the realm beyond our conscious awareness to lead a more productive and fulfilling life.

HNLP was developed in the early 90s by NLP Master Trainers & Psychologists – John Overdurf and Julie Silverthorn, who founded the International Network for Humanistic Neuro-Linguistic Psychology (INHNLP). [Jevon](#) is trained by John and Julie, and accredited as a Trainer of NLP, HNLP and Hypnotherapy by the INHNLP.

Since its inception, HNLP has continued to expand to include up to date developments in consciousness research and pioneering coaching processes. With input from HNLP Trainers around the world, this dynamic field is rising to meet the personal, relational and social challenges of our time.

QUANTUM THEORY IN NLP

by John Overdurf, C.A.C. and Julie Silverthorn, M.S.

What originally inspired us when we began studying NLP years ago is summed up in one word: possibility. As therapists, we soon realized that the beliefs and patterns of NLP provided us with an incredible range of choices. We actually remember stopping in sessions because we had too many patterns from which to choose! NLP rapidly assisted us in realizing that it was no longer a question of whether we and the client could get the job done; the only question was what would create the richest experience for the client. Prior to studying Erickson's work and NLP, our experience was very different. Then the only times we stopped in a session was when we didn't know what to do! Suffice it to say NLP has had a profoundly positive effect on our personal and professional lives. Having been in NLP for quite some time now we discovered, as John Grinder and Richard Bandler had promised, that when we became facile with the "technology" we would find its limits and those would point to future possibilities. We found this to be true.

In the past, one of the "raps" against NLP was that it was too mechanistic. It was initially created as a "bare bones," practical system that had as little to do with humanism and spirituality as possible. In fact, spirituality and the human connection were considered unnecessary elements in a "technology" that centered around "getting results." This "no fluff" approach appealed to many practitioners in the helping professions, because they were tired of approaches that were heavy on theory and light on application and results. As time has passed, the field of NLP has evolved and many of the top trainers have recognized that NLP is only part of a much larger picture. In fact, many of our NLP students began asking us, "What's beyond NLP?" as they grew in their understanding of it. Our answer to this question is **Humanistic Neuro-Linguistic Psychology**.

What is Humanistic Neuro-Linguistic Psychology?

Humanistic Neuro-Linguistic Psychology is the study of how Mind creates reality though language and behaviour. We are using the word Mind with a capital M on purpose. Many scientists want us to believe that our mind is our brain. Much of what is taught in traditional treatment approaches and even in "alternative healing methods," such as **NLP**, is based upon premises about reality which physicists abandoned roughly 30 years ago. Recent research and advances in quantum physics support what ancient wisdom has taught for thousands of years: **we are more than our bodies, we are more than our brains, we are part of an interconnected whole.**

Humanistic: We've always believed that **NLP** was about people, their interconnectedness, and the possibilities they create for their own transformation. Change occurs within and among people. The "techniques" are just pointers, they give us a way to organize our conscious and unconscious minds, but they are not the "magic." When change occurs in a person or relationship, there is a lot more going on than what traditional science can currently measure or explain. For our field to grow we need to think bigger. We are all here for a

purpose, to actualize our true Self. Everyone is on the road to Self-actualization, whether they know it or not! We are all connected at the deepest level. If you doubt this, you might be surprised to know that science has proven it!

Neuro: We view the nervous system as the instrument through which we interpret what is represented as reality. It is the instrument through which consciousness, or Spirit, flows. The bodymind is the instrument that consciousness plays, and it can only be played as precisely as the instrument is tuned.

Linguistics: Language is one of the fundamental building blocks for creating material reality. As Deepak Chopra says, “Language is how we create something from nothing.” If consciousness is the creator of reality, then language is the creating of reality. Language points to the limitations we impose on ourselves in order to make meaning of the world and to communicate that meaning to others.

Psychology (instead of Programming): We believe that psychology broadens the scope of possibilities which will make **NLP** more readily accessible to the general public. People are dynamic organisms growing and transforming their lives, not machines waiting to be programmed.

The Three Basic Presuppositions (Beliefs) of Humanistic Neuro-Linguistic Psychology

1. No matter what you think you are, you are always more than that. In many ways, we believe that this is the most important presupposition. It is not only important to believe this about ourselves, but also about our clients. It is so easy to think that all we are, is what we think we are. In traditional NLP, we explain that everyone has a conscious mind and an unconscious mind. The conscious mind is that small band of information to which we are aware at any given moment. It is an established fact that we can only hold 7+/- 2 chunks of information in our awareness at any one time, yet the rest of us (the unconscious) is receiving an estimated 2.3 billion bits of information per second. Our conscious mind is like a laser beam in a dimly lit room — it only lights the area where we shine it — and our unconscious mind is the rest of the room. Thinking that we are only our conscious mind would be like saying the rest of the room does not exist. We are more than our conscious minds. Much more!

Most people credit Milton Erickson with the NLP presupposition: We all have the resources we need to change. Erickson strongly believed that our unconscious was a storehouse of resources, memories, experiential learnings: as well as the seat of emotions and all of our autonomic functions like breathing, digestion, and the regulation of all other vital functions. While we agree with this, we are proposing that we are even more than this. We are more than our unconscious minds.

Consider the often quoted research of Wilder Penfield. He’s the Canadian neuroscientist that NLP trainers love to quote to substantiate the archival model of the brain, that everything we have ever experienced is stored as memory. He found that when he would electrically stimulate a specific point on a patient’s cerebral cortex he/she would begin to relive a memory. Penfield was looking for the “engram” or memory trace — the idea that each

memory has a specific location in the brain. As he would touch different areas of the brain, the patient would experience different memories in vivid detail. After repeating this procedure with numerous patients he formed a number of conclusions, three which are relevant to this article. One was wrong. One was plausible but virtually unprovable. One was beyond anything science could handle!

His first conclusion was that each memory had a specific location. Current research would suggest this is not the case. The brain seems to be organized along functional lines rather than site specific lines. Memories appear to be a product of networks of bioelectrical waves that resonate throughout the mind-body, not specific sites.

The second conclusion was that everything we have ever experienced is recorded in our brain — and this is the one to which most of us in NLP allude. This is a useful belief to have, but hard to prove. And in most cases, easier to disprove.

The third conclusion is the least well known and perhaps the most significant: we are more than our memories, our brain and body. During the experiments Penfield would ask the patients about their memories and they would describe the experience in full detail. While they were experiencing the memory, they also had a simultaneous awareness of being in the operating room. Here's the twister. Penfield would ask them if they could be fully in the memory or be fully in the operating room and found that they could easily shift between the two. When he asked them who was doing this, the person in the operating room or the one in memory, they answered that it was neither. It was what some call "the choice maker." They experienced themselves as a witness or observer, a consciousness that operates through pure intention. In other words, someone else was playing the instrument!

2. Reality is a construction. This notion gets to the heart of the matter (no pun intended). It all started around the turn of the 20th century when the field of (Newtonian) physics thought it had explained almost everything. Newtonian physics was based on the premise that everything (reality) could be reduced to little particles called atoms which had protons, neutrons and electrons. These were the basic building blocks of reality. It was logical, linear, organized, and it worked very well. This model created the foundation of all modern science, including medicine and psychology. A hundred years ago the only two things which they had to explain before physics would become a closed science was gravity and light. When they studied light, the neat and tidy world of Newtonian physics was rocketed into hyperspace. There was a big problem. When physicists studied light in its most elementary form called photons they discovered that sometimes light behaved as a particle (which they expected) and sometimes it behaved as a wave. To make matters worse, while an electron sometimes behaved as an object, physicists discovered it had no *dimension!*

Whether the electron "was" a wave or a particle all depended upon the context in which it was observed and how it was observed. *In other words, reality at the deepest level is observer created.* Quantum physics had dissolved the difference between "field and matter" or, for our purposes, thought and matter. **They are one and the same.**

The quantum “field” is unlimited potentiality. It is pure information and creativity. It has no form as we know it. It only exists as probabilities. The quantum field is referred to in many spiritual systems as the Void in Buddhism, the Akasha in Hinduism, the I’o in Hawaiian, to name a few which we have studied. It is everything that is, was, and will be *simultaneously*. In other words it is beyond time, space, matter and energy. **Just think if you could learn to tap into this? You can.** There are systematic ways to do this and they are easier than you might think!

How does creation occur? Physicists say that what turns the quantum field into matter is measurement. Our observation is a measurement. In fact the words “matter” and “measurement” come from the same Greek root “metra” which meant “uterus.” Thought gives birth to matter through measurement. Our thoughts behave as wave forms until we identify with them. Before we have thoughts, pure potentiality exists. Once we have a thought and we put it into language (symbols, sounds and words), we are well on the way to creating a reality. This is when we begin to make something out of nothing. Language is how we do it. Our language then becomes, in large part, our map for reality and it dictates how we perceive our reality. Look around. Everything that you can sense wherever you are right now, started with a thought (including you!). The fact that you can sense it means that sufficient energy accompanied it, and as the thought developed its reality became more and more material. We create our own reality.

3. Everything and everyone is interconnected. If you’ve studied any spiritual systems, you’ve probably heard or read: “We are all one.” Many of us in NLP have believed this for a long time, yet it was never really included as a basic belief or understanding. Again we can use quantum physics to bridge traditional NLP and spirituality. About 20 years ago, quantum physicists proved that **reality is non-local**. What does this mean? It means that in the world beyond the quantum level, cause-effect does not exist. There is no space. There is no time. This is not quantum theory, this is quantum fact!

About 60 years ago physicists observed something that was unexplainable. They were watching two photons flying around and found that each one seemed to know what the other was doing instantaneously. Their movements co-varied exactly. This observation caused a real problem for physicists because in order for them to communicate instantaneously, the information passing “between” them would have to be moving faster than the speed of light. According to Einstein’s Special Theory of Relativity this was impossible. Taking this into account, they concluded and then proved that *there had to be a deeper level of existence, outside of our three dimensional universe where everything is connected*. The reason why the “two” particles knew where the other was going was because at a deeper level they were of the same holograph. It was only the scientists’ observations that made them appear separate. We are made of the same stuff as these particles. There is a deeper level of reality on which we are all connected. Mind (consciousness) is not rooted in any one place. It is omnipresent. This means we have access to all the information there is. It means that distance healing is possible and that the concept itself (distance) is a misnomer. It means we have a lot more to do with how the world is than what Newtonian physics led us to believe. We can heal each other by healing ourselves. We are all connected at the deepest level.

.....**So, What's Beyond NLP?** There certainly is a lot more going on than what we know — we know that for sure! We need to be willing to let go of certainty long enough to find out what is outside our map of reality. We need to go through a period of not knowing, to get to a new level of understanding. If we all have a map of reality, then that means there must be an edge to the map. For us, Humanistic Neuro-Linguistic Psychology is about finding out what is beyond this edge.

As published in ABNLP Journal – Copyright 1995 Neuro-Energetics

HNLP BASIC PRESUPPOSITIONS

1. No matter what you think you are, you are always more than that

We have all the resources we need.

2. Reality is a construction

The map is not the territory.

You get what you focus on.

3. Reality and meaning are created through relationships

Things exist by virtue of their mutually consistent relationships

4. Living is learning

We can't not learn. All behaviour is motivated by a positive, self-adaptive intention.

5. Perception is learned

Memory is an active, synthetic process.

6. Everything and everyone is interconnected.

The material universe is a dynamic web of interrelated events. None of the properties of the web are fundamental. They all follow from properties of the other parts and the overall consistency of their interrelations determines the structure of the entire web.

At the quantum level we are one, there are no local causes.

HNLP™ Presuppositions © 1994 Neuro-Energetics

The 4 HNLK Keys to Maintaining Empowered Performance

If you want to be a more conscious creator of your results, then read the following 4 HNLK Keys, try them out, and integrate them into your life.

Key 1. Focus on what you Want

Your current results are an indication of what you are expending the most energy on because you get what you focus on with the most energy. So decide what you want in any area of your life and discipline yourself to focus on this rather than what you don't want.

Remember, when you don't want a particular experience, that's what you're paying attention to, and this is why it keeps showing up in your life. For fulfilling results, it's important to keep your focus on the positive outcomes which you intend on achieving. To connect with the resource states that enable you to more easily achieve your desired outcomes, ask yourself: Who do I need to become in order to attract the circumstances that I want in my life? Be this person and you'll be well on your way to outstanding results.

Key 2. Be Agile

Now, as you're moving toward your desired outcomes and living them each step of the way, agility will be vital in order to get back on track should any obstacles throw you off course.

Being agile means having the behavioural flexibility that is required for you to navigate your way along the path of least resistance. And this means changing the way you perceive things and the way you do things, until you're getting the results that you want. A wise man once said: Success is reached by staying committed to the destination and flexible as to the journey.

Agility also means becoming comfortable with the unknown, as this is the field from where new possibilities arise. In order to learn and have new experiences in your life, you have to be brave enough to step out of your comfort zone and into the unknown.

Common sense and absolute fact may well be artifacts from an outdated paradigm, while becoming comfortable with uncertainty may be our path to a new one. Even Albert Einstein believed that the kind of thinking that got you to where you are, is not the kind of thinking that will get you to where you want to go.

Key 3. Use Your Senses with Precision

To achieve your desire you've got to know whether you're getting closer to it or further away. Expand your awareness and learn to identify feedback. Even perceived setbacks and failures are just feedback.

Your 5 senses and your intuition are the antennas that receive the signals which are there to guide you forwards. Tune into the world around you and the world within you in order to make each moment count. In this way you can be joyfully grounded in the present while maintaining a peak performance state.

Key 4. Take action, now

Right now you have all the necessary inner resources to deal with any challenge and to perform at your best. The way to access those resources is to get into the appropriate mental and physical state that unlocks them. Your present state determines your current experience and it's the key to tapping your potential.

It's useless trying to achieve the state that you desire in order to experience it. Experiencing your desired state now is how you will achieve it. And the way in which you can experience your desired state now is through assuming its matching physiology and breathing pattern. Doing so will cultivate the thoughts and feelings which also contribute toward the experience of your desired state in the present moment.

Once achieved, allow your desired state to inspire appropriate action. Being proactive and taking at least one small step at a time in the direction of your desire maintains your success momentum and develops your personal power.

Remember Aristotle's immortal words: "We are what we repeatedly do. Excellence, then, is not an act, but a habit."

Written by Jevon Dängeli – Certified NLP/HNLP Trainer and Coach

The **4 HNLP Keys to Maintaining Empowered Performance** is a transcript of Track 7 of Jevon's [Empowered Performance with HNLP recording](#).

THE HNLP QUANTUM PERCEPTUAL POSITIONS

The following is an expansion of the concept taught in traditional NLP which was based upon Gregory Bateson's work, and later John Grinder's work, on perceptual positions. Bateson was fond of saying that to truly know something you need to know it from three different points of view which is a notion based upon Newtonian thinking. Our understanding of quantum sciences (and "classic" metaphysics) suggests there is also a "fourth" perceptual position.

FIRST POSITION: Self "I"

- Associated to your body, experiencing the world through your own senses
- Structure of subjectivity, congruence, personal power and also selfishness.
- Strong distinction and boundaries between self and the rest of the environment.

SECOND POSITION: Other "You"

- Associated to another's experience.
- Structure of empathy, compassion, and also co-dependence.
- Temporary dissolving of distinctions between self and other, but still strong distinctions between self/other and the rest of the environment.

THIRD POSITION: Observer/Witness "She, He, They"

- Associated to a point of view outside of the relationship.
- Structure of objectivity, neutrality and dissociation, in a general sense.
- Temporary dissolving of boundaries/distinctions between self, and observer, but still strong distinction between self/observer and the rest of the environment.

OMNI POSITION: Oneness "I Am" in the Universal Sense

- Associated to the space between and within self, other and observer, and from a quantum physics point of view, the quantum field.
- Structure of equanimity, oneness, often a part of spiritual experiences.
- Temporary dissolving of boundaries/distinctions of self, other, witness and the rest of the environment.

The Quantum Perceptual Positions ©1997 Neuro-Energetics

HNLP PERCEPTUAL POSITION REFRAME

1. Identify problem. A situation with another person where you responded in a way you didn't like, or a future situation where you are anticipating that you may not respond well. (Keep this brief.)

- a. "Where were you?"
- b. "With whom?"
- c. "What did you feel, say, or do that you want to change?"

2. Elicit highest positive intention.

"What was your highest intention in doing that?"

(Keep asking until you reach a positive intention, a positive state or value that is above protection.)

3. Narrate the same situation framed by the highest positive intention from the three perceptual positions.

a. "Now tell me about this same situation in light of your highest positive intention . . . just like you are there now."

(first position - self) — **congruence**

b. "Now tell me about this same situation from the point of view of the other person, in light of your highest positive intention . . . just like you are there now."

(second position - other) — **empathy**

c. "Now tell me about this same situation from the point of view of a witness or observer, in light of your positive intention . . . just like you are there now."

(third position - observer) — **detachment/objectivity**

4. Test for integration.

"I'd like you to think about that situation where you reacted in a way you didn't want . . . (wait for the client to begin to review it mentally) . . . and notice now how you're feeling differently."

5. Future pace (rehearse the new behaviour).

"I'd like you to go out to a similar time in the future that would have been a problem in the past . . . and play it through with all of what you have now."

Perceptual Position Reframe Copyright©1994 Neuro-Energetics

CHANGING PERSPECTIVES WITH NEURO- DRIVERS

Submodalities are finer distinctions within each sensory modality.

Drivers are the primary submodalities which change groups of other submodalities.

Neuro-Drivers are submodality drivers that are directly hardwired to the nervous system.

Foveal

tunnel
detailed
sympathetic arousal
fight and flight

Vision Peripheral Vision

panoramic
contextual
parasympathetic arousal
relaxed alertness/flow

CHANGING PERSPECTIVES:

- 1. Identify problem:** context and/or object of reference (person or thing).
- 2. Install peripheral vision:**
 - a. focus gaze
 - b. expand awareness to periphery
 - c. loosen jaw
- 3. Anchor peripheral vision.**
- 4. Associate client to problem context and fire the peripheral vision anchor.**
- 5. Condition 3-5 times // break state each time.**
- 6. Perceptual positions** (ecology check):
 - a. second position (other) - reintegrate (delete for trauma)
 - b. third position (observer) – reintegrate
- 7. Future pace.**

Changing Perspectives with Neuro-drivers Copyright
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Get ahead of your past programming

Did you know that about 95% of your thoughts and behaviours are based on beliefs that have been programmed into your mind by other people?

The good news is that you can update the beliefs that have a negative effect on your health, relationships, finances and life.

Several HNLN and [Authentic Self Empowerment](#) processes entail becoming the observer of your thoughts and thereby less controlled by negative programming from others.

There's an HNLN technique called the De-Identification Pattern, which when applied to yourself can be simplified into a few self reflecting questions. These are questions worth asking yourself when you find that your thoughts cause you unwanted feelings, or as Byron Katie puts it, when your thoughts argue with your reality.

First of all, realize that it's only the way that you think about a situation that makes it a problem, hence the situation itself or others involved (even if it happened a long time ago) are not the cause of your mental/emotional state – only your thoughts are.

So when you catch yourself thinking thoughts that put the cause of your state outside you, like:

“My parents are to blame for my...”, “You make me feel insecure”, “He makes me angry”, “She causes me to be jealous”, “I don't have what it takes to...”, “I'll only be happy when...”, “It's hard to make enough money doing what I enjoy”, etc...

Stop your train of thoughts by taking a deep breath (or as many breaths as necessary to stop the steam engine). Notice the limiting perception that you're identifying with, and then ask yourself the following questions in this sequence:

1. Is that all I think I am?
2. Am I not more than that?
3. What am I that's not (the identification)?
4. And beyond (the identification from #3), what am I that's not that?
5. And beyond (the identification from #4), is that all that I think I am...how much more am I than that?
6. How do I know that I am more than (all previous identifications)?
7. Now what am I willing to think and do differently?

The more you actually take time to consider the depth of each of these questions, asked in the above sequence, the more you'll appreciate the value of this process.

We must be willing to let go of what WAS in order to experience what IS and claim what's TO COME.

THE HNLP RELATIONSHIP RESOLUTION PROCESS

The relationship resolution process was modeled from an ancient Hawaiian custom called Ho'oponopono. While the custom of Ho'oponopono is consistent throughout Hawaii, how it is practiced often varies. This pattern is our NLP adaptation. This process is designed to enhance and/or release any attachment or relationship at the unconscious and interpersonal level. The following outline is to familiarize you with the basic steps so you can do this yourself.

1. Identify the internal representation.

(person, object, habit, idea)

"When I think of _____, what is the first representation that I get?"

2. Dissociate the representation.

Imagine the representation way out in front of, and down below you.

3. Get agreement for resolution.

a. *"Is it okay for your unconscious to heal (forgive, release, etc.) the part of you that's, (name of person, object or idea)?"*

b. *"Is it okay for the part of you that's, (name of person, object or idea) to be healed?"*

(If you get a "no" response, find out the highest intention and ask the unconscious mind to heal it in light of its highest intention. Ask unconscious mind, "What is your highest purpose or intention in not wanting to heal?")

4. Begin the resolution.

"Imagine an infinite source of healing energy or resources that could flow down through the top of your head and out your heart right into the part of you that's _____."

(Begin to notice any changes in the internal representation.)

5. Honest dialogue for resolution.

a. What needs to be said so that you're complete?

b. Acknowledge the positive value of the relationship to yourself and the part. Thank the relationship. Consider how you can reinforce this value in other ways in your life.

6. Let the representation go and/or transform.

a. If the representation is not disappearing or positively transforming, consider what connections are still present that don't serve you, the other person, or the relationship.

b. Notice how your unconscious mind can symbolize these connections.

c. Ask your unconscious mind to cut these connections for the benefit of all concerned.

7. Integrate.

a. If this is an ongoing relationship bring the new representation inside you.

b. If you're ending a relationship, cut all of the connections, and create a symbol of the positive value and connect to that, while the old representation disappears.

The Problem Dissolver

Language is one of the fundamental building blocks for creating material reality. As Deepak Chopra says, “Language is how we create something from nothing.” If consciousness is the creator of reality, then language... is the creating of reality. Language points to the limitations we impose on ourselves in order to make meaning of the world and to communicate that meaning to others.

Prior to language (when we are babies and just before we fully awaken each morning, as well as in meditation or hypnosis) our thoughts are free and limitless. Before thoughts take form, they are merely waves of potential in the quantum field. Physicists say that what turns the quantum field into matter is measurement. Our observation is a measurement. In fact the words “matter” and “measurement” come from the same Greek root “metra” which means uterus. Thought gives birth to matter through measurement. Our thoughts behave as wave forms until we identify with them.

Before we have thoughts, pure potentiality exists. Once we have a thought and we put it into language (symbols, sounds and words), we begin to make something out of nothing. Language is how we do it. Our language then becomes, in large part, our map of reality and it dictates how we perceive our reality.

Any problem is only a problem because of the way in which we think about it. Therefore if we are able to explore the problem from new and less defined frames of reference, then accessing creative solutions becomes achievable.

The following “Problem Dissolver” is one of many HNLP language patterns that is designed to help people dissolve the boundaries that define the problem, back into the space from which it evolved originally.

This is useful when your thoughts about a situation are causing you unwanted feelings:

1. Identify a problem.
2. Ask yourself: “What will I be thinking immediately after the problem is gone?” And as you bring that to mind, what colour and/or sound can you associate with it?
3. Ask yourself: “What was I thinking before I did the problem?” And as you bring that to mind, what colour and/or sound can you associate with it?
4. Now begin to think about that problem, and then immediately bring to mind the colour and/or sound from # 2. And a moment later bring to mind the colour and/or sound from # 3.

5. Give yourself a few seconds to integrate your perceptual change, and then notice how you're thinking and feeling differently about that problem which you had.

If you think that you still have a problem, then as you consider that, ask yourself:

“What is it about that problem that I haven't yet realised and that I'm NOT thinking of ... right now!”

And as that peculiar question scrambles your mindset, consider your problem again, and allow a new order of resourceful thoughts to infiltrate your mind.

You never know how far a change will go, so keep it, and choose to enjoy life!

How to make BIG decisions small

Is it just me, or does it seem like life is presenting us with more situations than ever before where we're needing to make decisions that have a huge impact on our life? One of the predominant issues that my clients raise in their coaching sessions is their perceived inability to choose between opposing preferences.

They can't make their mind up. And that's understandable when the choice is between staying in the safe job (security) and starting their own business (uncertainty); or between staying in their relationship (familiarity) and separation (unknown); or between immigrating (adventure) and staying close to family (stability); etc.

We become terribly stuck in our thinking when we get caught up between only one thing and another, thereby deleting all the other possibilities that might also be present. There is a way out of the dilemma of "this or that". And it starts by becoming more aware of what's pulling us in seemingly opposite directions. In [NLP](#) we refer to this as a values conflict. The good news is that we can learn to utilize the state (feeling) associated with a core value to inspire the decision that serves our best interest.

Before I show you how to make BIG decisions small, it's worth bearing in mind that what stops us from always knowing what's best to do in any situation, or from having the courage to follow through with the right choice, is usually our FEAR (Fantasized Experiences Appearing Real) of a negative or painful outcome. In relation to decision making, it's only FEAR that limits our thinking. And FEAR is harmless, unless we believe it. You can transcend FEAR by broadening your perspective and connecting with your values. Then with the big picture in mind and good feeling in body, make the choice that's in alignment with this.

Here's how it works:

1. Think about the decision that you want to make. Are you wanting to decide between 2 or more things? Bring each to mind.
2. Now focus on one of the things. What is ultimately the most important reason for favouring this choice?
3. Now focus on the other thing. What is ultimately the most important reason for favouring this choice? (Do the same for each thing that is part of your decision)

4. Notice that both (all) your most important reasons for making each choice are the same or very similar. (If they're not, then they're not the ultimate reason for favouring that choice).
5. In realizing that you are trying to fulfil the same value by favouring one or the other, now place your attention on that core value; whether it's happiness, freedom, independence, love, etc.
6. Connect with the feeling associated with your core value. To achieve this, you can remember a time when you were completely immersed in that state, and be in that experience as vividly as possible. Also change your body position to resemble that state.
7. While in the state associated with your core value, imagine looking upon your life as a whole and seeing yourself now moving toward the future that is most in alignment with the fulfilment of this value in your life.
8. With that direction in awareness and good feeling in your body, ask yourself: "What is the next smallest step I can take that leads toward my desired future?"

And there you have it...the choice that serves your best interest. Now all you have to do is take that small step and feel wonderful knowing that it's the right one for you.

I have never experienced, nor have my clients ever reported that a decision driven by a core value has been the wrong one or caused harm to others. When your mind is [Authentically Self Empowered](#), as it will be when using the above process, then you are following your bliss, and you can rest assured that you'll be leading the life that's meant for you.

The Worry Buster

Worry is a sustained form of fear caused by indecision. Fear can be defined as Fantasized Experiences Appearing Real. Worrying about your fears only makes them worse.

Here's the good news - studies have proven that:

40% of what we worry about never happens

30% of worries are about things that have already happened

12% are needless health worries

10% are petty worries

Only 8% of worries are about anything substantial

And of that 8%:

50% are beyond the worrier's control

Which means that:

96% of what we worry about is irrelevant!

Here's how to bust your worries anyway:

1. Clearly define your worry or concern.
2. Get more specific by asking: How is this actually a problem right now?
3. Ask yourself: What is the worst possible outcome (should the worry manifest)?
4. Ask yourself: Even if things turned out as bad as the worst case scenario, what positive learning would I have gained through having had that experience?
5. Ask yourself: How will I experience myself (how will I be) once I've overcome my worry and everything turned out well.
6. Ask yourself: As this successful person (elicited in 5.) what step can I take now to resolve that which I used to worry about?
7. Take that important step and continue living worry free.

You never know how far a change will go, and it will go further than you think... So choose the change that's right for you starting today.

HNLP S.E.T. GOALS

**Future memories are often goals to the unconscious mind.
Goals are your values made physical.
You have goals whether you S.E.T. Them or not.
Goals that motivate you are aligned with your values.**

S – Simply stated in the now

- Succinct and in the present tense.
“I am now_____.”
- Specific
Important for goals that are more physical or concrete in nature

E – Evidence

- How will I know I have it?
- What will I be seeing, hearing, feeling, thinking, etc.?

Ecology

- What will happen when I have it?
- How will it effect my life?
 - Is it beneficial to me?
 - Is it beneficial to those around me?
 - Is it beneficial to the planet?

T – Toward what you really want

- Am I moving toward what I want, more than moving away from what I don't want?
- Is it stated in the positive?

Timed

- When specifically do I want to have this happen?
- Set a date then let it go.

S.E.T. Goals™ ©1998 Neuro-Energetics

HNLP DREAM INCUBATION PROCEDURE

from the book Dreaming Realities

1. Decide upon the purpose of the dream.

Create a positive internal representation of your purpose and state it as a suggestion which is **easy to remember** and to repeat.

Example: "**Unconscious mind, tonight while I sleep soundly and dream, please assist me in _____.**"

Follow this with the positive internal representation of your outcome. Make it as vivid and compelling as possible. It can be a picture or words (or both) as long as there is some positive feeling attached to it.

2. Go into peripheral vision and then close your eyes while maintaining the feeling of peripheral vision.

This state has certain parallels with the dream state which increase the likelihood that the suggestion will be "filed" in the same state where it will occur.

3. While in the closed-eye, peripheral-vision state, repeat the suggestion.

Do this several times during the day and just before you go to bed.

4. Thank your unconscious and higher conscious minds for helping you as soon as you awaken.

Do this even if you have received no obvious message or indication that your suggestion was carried out. **Act** as if the **suggestion** has been carried **out**.

Dream Incubation Procedure Copyright©1996 Neuro-Energetics

How to switch your brain into success mode

Everything in life is only a potential until we interact with it. What becomes our reality is determined by the quality of attention that we pay to our experiences. Success or failure are only possibilities until our brain fixates more onto one than the other and makes that our reality.

If circumstances in your life are not of your choosing (consciously), then you've attracted them unconsciously. Your external experience is a reflection of your internal points of view.

So how can you be more deliberate in taking control of your mind and therefore your results? By switching your brain into success mode! Here's how:

Firstly, accept your circumstance. Its only when we can be with our life exactly as it is that we have the choice to change its direction.

Secondly, if you're in a less than optimal situation, realize that this is a phase and like all other phases it will change, and in the end you'll be ok.

So you may as well look to the end and envisage yourself as the person who made it through. Imagine yourself in the future at that point in time when you've just accomplished your positive outcome. What will you see, hear and feel as you achieve this? Shift your body position to resemble that good feeling. Then, as your successful future self, you can look back on your current situation and notice how you got through and how you harnessed the opportunities that lead to your success.

In doing the above visualization and physiological shift you will notice how it changes your current perceptions. Then while you're enjoying the afterglow of your internal shift, consider what your next most important step is that leads toward the future success that awaits you... Take that step and you'll be on your way to achieving this.

In the end you'll be ok and now you know how to get there. So give up the struggle, say yes to your current experience, tune into your inner wisdom and your brain will be switched into success mode.

Finally, take some time each day to count your blessings. Feel sincere gratitude for what you've got, as this is a powerful way of attracting more of the good stuff.

If you'd like to be guided through the above process in a more structured way and learn how to apply it in the various areas of your life, that's covered in the [Mind over Matter recording](#).

Getting Motivated & Staying Motivated

People feel motivated when they have a goal in mind with a clear picture of a positive end result and a sense of excitement about achieving it. People are not motivated when what they're (supposed to be) doing is perceived as having little (or no) relevance to their personal goals.

No matter where you are or what you're doing, you can motivate yourself into action by connecting the task at hand with your long-term goal. Even if you think you have to do something because you don't want to suffer the consequences of not doing it, there is a positive long term goal that completing your current task brings you one step closer to.

Eliciting your long-term goal and bringing to mind a clear picture of what you will look like and how you will feel when you achieve it enables you to bring that energy into the present. With your end result energy inspiring your current thoughts and actions, things begin to flow and you become more productive.

We all have our "on" days and "off" days. Should you lose your motivation, all you need to do is get back in touch with your end result energy and let it drive you ahead.

Here's how it works:

1. Think of a context where you would like to be more motivated (health, fitness, work etc.)
2. If you were to excel to a surprisingly high level in that context, a year to ten years from now, how would you look and feel?
3. Get in touch with that successful feeling inside your body. Notice the natural posture and breathing rate associated with this feeling. Pay attention to the resulting thoughts of having accessed this state.
4. Now, feeling and thinking as the successful person that you are becoming, turn your attention to your most important next step.
5. Let your end result energy appropriate action, one step at a time, and building success momentum as you go.

While your long-term goal might be considered your destination, remember, life is a journey, and your desired end result is a feeling that you can have right now to make your journey more enjoyable in the present.

Your Reality Check

The quality of your life right now is determined by HOW you are placing your attention.

Where is your attention mostly, inside you or outside you?

When your attention is inside you, it's focussed on your thoughts and feelings and when it's outside you, it's focussed on what's going on in your external reality. Most people have a tendency to be either more inwardly focussed or more externally focussed.

You know those people who regularly interrupt you, perhaps even finish what they think you want to say (but it's not what you wanted to say)? How about those disinterested people who don't seem to listen when you speak? Anyone come to mind? These are "inside people". They're inside their heads, responding to their own internal representations much more than to what's going on out there.

Those whom you feel heard by and those who are not overcome by stress or emotion each time a challenge arises, as well as those who always seem to have an objective approach toward people and circumstances are "outside people".

"Inside people" who rarely check on things outside, can get quite trapped in their little worlds. "Outside people" who rarely check on things inside, can become like football fans who have never kicked a ball. The trick is to become aware of where you are placing your attention, and then shift it inside or outside, in order to deal most effectively with your situation.

We train our Coaches, Therapists & [ASE Facilitators](#) to sharpen their calibration skills (accurate observations and comparisons), and then check in on their kinaesthetic impulses. This is the structure of intuition. To get good at it, follow a loop of checking out and checking in:

Start by checking out with your 5 senses for all the necessary external information, then check in for your Unconscious Mind's guidance, then check out to take action while gathering feedback as you do. Integrating the feedback from your external environment begins the next loop.

With some practice, this natural process becomes easy and automatic. It's an integral part of achieving high levels of success in life, and is the difference that makes the difference in effective coaching and therapy.

So do a Reality Check from time to time and begin to notice where your attention most frequently gravitates. The moment that you become aware of being either inside or outside with your attention, is when you become the observer of your thoughts and feelings as well as your external reality. This perceptual position is in fact both inside and outside simultaneously.

Achieving your observer perspective means accessing your creative and resourceful Self. It puts you into a high performance state which feels great.

Get over FEAR

Fear is a good thing! You need it in order to save your life in the presence of life threatening danger. Fear is a built in reaction that fires our fight or flight mode and surges adrenalin through our body to achieve maximum physical output for survival.

On the other hand, a constant fear of circumstances that are not immediately life threatening is harmful to our mental and physical health. This unhealthy fear shows up as stress, nervousness, anxiety, panic and physical tension.

Regularly experiencing stress and its related emotions releases fear hormones into the blood stream which stunt our brain our function, limit our performance, weaken our immune system, and are associated with pre-mature ageing.

FEAR can be thought of as Fantasized Experiences Appearing Real. In today's society this life threatening kind of FEAR is vastly more predominant than our natural life saving fear. The good news is that this modern FEAR is illusionary and therefore changeable.

Here's how to get over FEAR:

1. Recognize when you are in a state of FEAR by paying attention to the feelings in your body.
2. Allow your body to feel those feelings, as this enables them to release.
3. Let your awareness drift out and imagine looking down upon yourself from a birds eye view. See how your situation fits into the bigger picture.
4. As the detached observer, what is there for you to learn about yourself in that situation?
5. Bring your awareness back into your body and preserve/integrate the learning.
6. Spend another moment inside your body and notice what's changing.
7. Think about how you will approach the situation that you used to FEAR.

You may be surprised at how effective the above skill is, when you actually use it. So give it a try. What do you have to loose, besides FEAR?

Laugh away your fears

Did you know that your current physiological position largely determines how you think and feel? This means that you can at any moment change your body posture to resemble the state that you'd like to be in and in so doing access the thoughts and feelings that you'd like to have.

At our [NLP & Coaching courses](#) one of the things that my students enjoy learning is how to quickly and effortlessly get out of an unwanted state into a resourceful state.

Laughter is one of those fun and healing states that can actually be used to dissolve fear. Good news is that you can induce your own state of laughter just by pretending to laugh and persisting until you laugh from within. Once you've got a good laugh rolling then you can light up the neural network where your fear exists and then notice how your fear subsides.

Here is how this works:

Laugh away your fears

Two cannibals are eating a clown. One cannibal turns to the other and asks: "This taste funny to you?"

1. Recall a time when you were laughing uncontrollably. Bring that funny moment to mind as vividly as you can. Feel the laughter in your body now.
2. Begin laughing out loud. Force it, if you must, until you are laughing naturally.
3. While you're laughing think about one of those situations that causes you fear. Continue laughing and notice how your perception of that situation changes in your mind. Keep your laughter rolling until your thoughts and feelings about that old fear transform completely.

Of course there are different kind of fears. Some you'll be able to overcome using the simple process above, and others will be more easily dealt with using other [NLP & HNLP](#) approaches.

SUPPLEMENTS

INTERVIEW OVERVIEW AND CHANGework

1. WHAT IS ALWAYS OCCURRING?

- NLP Presuppositions
- 4 Keys to Excellence

2. INTERVIEW SKILLS

- Sensory Acuity
- Rapport
- Present State - Context / Trigger
- Outcome: Well-Formedness / Ecology
- Identify Resources
- Strategy Elicitation: T & O (from TOTE)

- **Language Patterns:**
 - Presuppositions
 - Meta model
 - Milton model

- **Values Elicitation**
- **Metaprogram Elicitation**

3. CHANGework SKILLS

- First Order Change: (Contextualized)
 - a. Collapse Anchors - to change a state / behaviour / strategy
 - b. V-K Dissociation - overwhelming (-) emotion; phobia, trauma
 - c. Change History - "I've always been..."
 - d. **Neuro Drivers** - change a state (sympathetic arousal)
 - e. **Healing Paradigm** - physical pain
 - f. Map Across - state / behaviour change
 - g. Compulsion Blowout - removal of unwanted behaviour
 - h. **Allergy Relief Process** - allergies / phobias of immune system
 - i. Swish/**Designer** - may be generative - installs a process
 - j. Chaining - may be generative - installs state / behaviour / strategy
 - k. **Access Alignment** - change a state or strategy
 - l. **Problem Dissolver** - change a state: mild to phobic
 - m. **Drop-through method** - states, values
- Second Order Change: (Across contexts)
 - a. Six Step Reframe Revised - unwanted symptom or behaviour; habits
 - b. Visual Squash - conflict or compulsion
 - c. Belief Change - beliefs
 - d. Time-Based Techniques - (-) emotions, limit. decisions/beliefs, values

- e. **Alignment Therapy** - conflict between conscious & unconscious; Time Line no go; highly involved conscious mind
- f. **Beyond Words** (linguistic interventions) - values, states, beliefs, strategies, highly involved conscious mind
 1. **Advanced Presuppositions**
 2. **Decision Destroyer** - past
 3. **Anticipation Builder** - future
 4. **Linguistic Re-Sourcing**
 5. **Cartesian Coordinates**
 6. **Deep Structure Re-Sequencing**
- g. Perceptual Position Reframe - states, values
- h. **Inner Healing Source Alignment** - physical issues
- i. **Relationship Resolution Process** - relationship introjects
- j. **Future Sourcing** - same as TBT
- k. Metaphor - multiple uses, clients w/ highly involved conscious mind
- l. Hypnosis - multiple uses, clients w/ highly involved conscious mind, physical issues

4. TEST AND FUTURE PACE

- Recovery Strategy
- Posthypnotic suggestion

Note: The above reflects one set of possibilities for utilizing your skills. Combinations, refinements and other possibilities exist. There are times when “first order” change techniques can and will produce change across contexts and when second order change produces only contextualized change. A lot has to do with set-up, hypnotic skills, and ecology. This is only a guide.

Bold indicates Master Practitioner skills.

RECOMMENDED REVIEW SCHEDULE FOR EASY LONG-TERM MEMORY STORAGE

Typically, approximately 75% of the information presented in seminars is not easily retrievable after one day. The following schedule will support retention of 75% of the information presented.

First Review:

10 minutes after presented for 10 minutes

Second Review:

24 hours later for 2 - 4 minutes

Third Review:

1 week later for 2 minutes

Fourth Review:

1 month later for 2 minutes

Fifth Review:

6 months later

Recommended Review Schedule © 1990 Neuro-Energetics

NLP PRACTITIONER REVIEW

Please type or write legibly the answers to the following 23 questions. Respond to the questions as if you were communicating with a client or another professional in your field who is not yet familiar with NLP. Be as complete and brief as possible.

1. What is NLP?
2. Name six presuppositions of NLP and their relationship to your field.
3. What are the four keys to excellence?
4. What are the eye accessing patterns for a normally organized person?
5. How do you determine the “primary representational system”? How do you determine the “lead system”? How is knowing each of these useful?
6. What are the keys to an achievable outcome?
7. What are the names for the three universal modelling processes?
8. What is the difference between a presupposition and a mind read?
9. What is the Milton Model? When and how is it useful?
10. What is the Meta Model? When and how is it useful?
11. What is a strategy?
12. What is a synaesthesia?
13. Describe the four components of TOTE.
14. How are strategies useful in your work?
15. What is anchoring?
16. Name the four keys to anchoring
17. Briefly describe the process for each of the following anchoring techniques:
 - a. stacking anchors
 - b. collapsing anchors
 - c. chaining anchors
18. What are submodalities?
19. What is a map across and how can it be expanded to change beliefs?

20. Outline each of the following procedures and comment on when you would use each of them:

- a. Swish pattern
- b. Six-step reframe revised
- c. Visual squash
- d. Phobia model using submodality shifts

21. What is a meaning reframe and what is a context reframe? Give an example of each.

22. Narrative -

Create a metaphor that will transfer the learnings from a training to one's everyday life so that new insights, strategies, beliefs and attitudes will develop that will create new behaviours that will emerge through the succeeding day, weeks, months and years to come.

23. Essay -

Presenting problem: Your client has a phobia of seeing himself/herself in a full length mirror. They have no prior experience with NLP.

As a coach or therapist, describe your procedure of choice and any relevant details that you want to add to the case study (context, history, relevant others, etc.) to support your choices. There are an infinite number of correct answers.....especially those beyond the obvious!

THE MEANING OF LIFE..... IS THE MEANING YOU GIVE IT!

No matter what you think you are...
You are always more than that!
All ways leading back to the same place,
Back to You

CERTIFICATION STANDARDS

I. PRACTITIONER LEVEL STANDARDS

A. Demonstration of ability to identify the following basic skills, techniques, patterns, and concepts of NLP, and to utilize them competently with self and with others.

1. Behavioural integration of the basic presuppositions of NLP:

- a. outcome orientation with respect for other's models of the world and the ecology of the system,
- b. distinction between map and territory,
- c. there is only feedback (cybernetic)-no failure,
- d. meaning of your communication is the response you get,
- e. adaptive intent of all behaviour,
- f. everyone has the necessary resources,
- g. resistance is a signal of insufficient pacing,
- h. law of requisite variety,

2. Rapport, establishment and maintenance of;

3. Pacing and leading (verbally and non-verbally);

4. Calibration (sensory experience);

5. Representational Systems (predicates and accessing cues);

6. Meta-Model;

7. Milton Model;

8. Elicitation of well-formed, ecological outcomes and structures of Present State;

9. Overlap and Translation;

10. Metaphor creation;

11. Frames; Contrast, Relevancy, AS IF, Backtrack;

12. Anchoring (V,A,K);

13. Anchoring techniques
(Contextualized to the field of application)

14. Ability to shift consciousness to external or internal as required by the moment's task;

15. Dissociation and Association;

16. Chunking;

17. Submodalities;

18. Verbal and nonverbal elicitation of responses;

19. Accessing and building of resources;

20. Reframing;

21. Strategies: Detection, elicitation, utilization and installation;

22. Demonstration of behavioural flexibility;

B. Duration of Training: Minimum of 130 hours of training in the basic NLP patterns led by a Certified Trainer.

II. MASTER PRACTITIONER LEVEL

A. Demonstration of the ability to identify the following basic skills, techniques, patterns and concepts of NLP and to utilize these competently with self and with others.

1. All Practitioner level skills, singly and in combinations;
2. Design individualized interventions (generative & remedial);
3. Ecological change work;
4. Shifting easily back and forth between content and form, and experience and label;
5. Specific Master Practitioner Skills;
 - a. Meta-Program sorts,
 - b. Criteria (Values)
 - i. Identification of and Utilization of Criteria
 - ii. Criteria Ladder
 - iii. Elicitation of Complex Equivalence of, and Adjustment of Criteria
 - iv. Sleight of Mouth Patterns
 - c. Installation and utilization of strategies,
 - d. Refined use of submodalities,
 - e. Deliberate multi-level communications,
 - f. Negotiations,
 - g. Presentation Skills,
 - h. Modeling,
 - i. Utilization and transformation of beliefs and presuppositions,

B. Duration of Training: A minimum of 130 hours of advanced training taught by a Certified NLP Trainer. A minimum of an additional 15 hours of direct trainer supervision.

HNLP Coaching Beyond Goals

All We Are is Change

Coaching is creating a context where dynamic change can occur...naturally.
Catch it when it happens! Connect it to where the client needs it! Now

Change could be just around the corner...And when it's not...
All there is...is possibility!

...What the problem is...

THE VOID

...What the problem is not...

Which is Bigger?
Clients are more than their problems!

**NO MATTER WHAT YOU THINK YOU ARE,
YOU ARE ALWAYS MORE THAN THAT!**

All We Are Is Change © Copyright 2006, John Overdurf

Optimal Beliefs for Coaching Clients... and Yourself!

1. Set Your State.

2. Format Unconscious Mind.

This can be done at any point to increase response potential for the next step. Also include frames about Coaching Relationship if not done before.

3. Elicit General Description of "Goals," Big Picture Outcome (End State Energy) and Present State.

4. Elicit Present State and Outcome State in a Specific Context.

5. Intervention

6. Test.

7. Generalize.

8. Consult, if necessary.

9. Elicit Next Smallest Step

10. Future Pace.

Optimal Beliefs for Coaching Clients and Yourself © Copyright 2006, John Overdurf

HNLP Coaching

Suggested Format for Coaching New Clients

1. **Set your state**
2. **Format Unconscious Mind**
This can be done at any point to increase response potential for the next step. Also includes frames about Coaching Relationship if not done before.
3. Elicit general description of “Goals”, Big Picture Outcome (End State Energy) and Present State
4. Elicit Present State and Outcome State in a specific context.
5. Intervention
6. Test
7. Generalize
8. Consult, if necessary
9. Elicit Next Smallest Step
10. Future Pace

Suggested Format for Coaching New Clients © Copyright 2006, John Overdurf

Setting Your State: The Optimal Coaching State

Use these three steps to set your state before any performance related activity, e.g. working with your client. Establishing these steps creates an unconscious up-time focus. It's the difference between "trying to focus" versus focusing naturally. In this state you are associated and dissociated at the same time.

STOP THE WORLD

BE CURIOUS!

Peripheral and/or Divergent Vision/Hearing

- Up-time trance
- External focus
- Expanded Awareness
- Little or no internal dialogue
- Equanimity
- Non-Attachment

MAKE A CONNECTION

**Pay attention to the Space
in Between you and your
client**

Mirror and Match just the important variables to establish and maintain rapport.

**HOLD A POSITIVE INTERNAL
REPRESENTATION OF YOUR
CLIENT.**

See your client as totally resourceful in the desired outcome.

No matter what they think they are, they are always more than that!

Clients are more than what they consciously know.
(This means they are more than their problems.)

Setting your State: The Optimal Coaching State © Copyright 2001, 2006, John Overdurf

Formatting the Unconscious Mind in Conversational Coaching

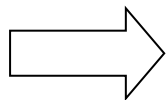
Formatting the Unconscious Mind activates useful associations and neural networks that will later create unconscious structure and processes to the session. It is what enables you to streamline the coaching process with your client. This can be done at any phase of a coaching session to set-up a following phase, but it is particularly useful early in the coaching relationship with a new client.

Are you doing it primarily for you or the client?

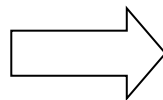
Do you *need* to do it primarily for you or the client?

BASIC TECHNIQUES

Pace...
Pace...
Pace...



Linkage



Lead/Suggestion

Metaphor - My Friend John – quotes

Revivification - What are they good at?

Anchoring and Repetition

Formatting the UM in Conversational Coaching © Copyright 2006, John Overdurf

2 QUESTIONS TO ASK IN EVERY SESSION:

WHAT DO YOU WANT TO WORK THROUGH?

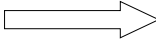
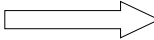
HOW DO YOU WANT TO BE DIFFERENT?

Present State - Outcome State Criteria For Coaching

Present State

Context

Work within one, single, context!

TRIGGER and/or **SYNESTHESIA**  **STATE**  **BEHAVIOUR**

- Typically the client will first give you the state and/or the behaviour.
- Use this to identify one context.
- Use the context to revivify the PS Strategy to elicit the Trigger and/or Synaesthesia.

Outcome State

Context

POSITIVELY STATED

CONSTRUCTED ACCESS

PHYSIOLOGICAL SHIFT - more robust than PS!

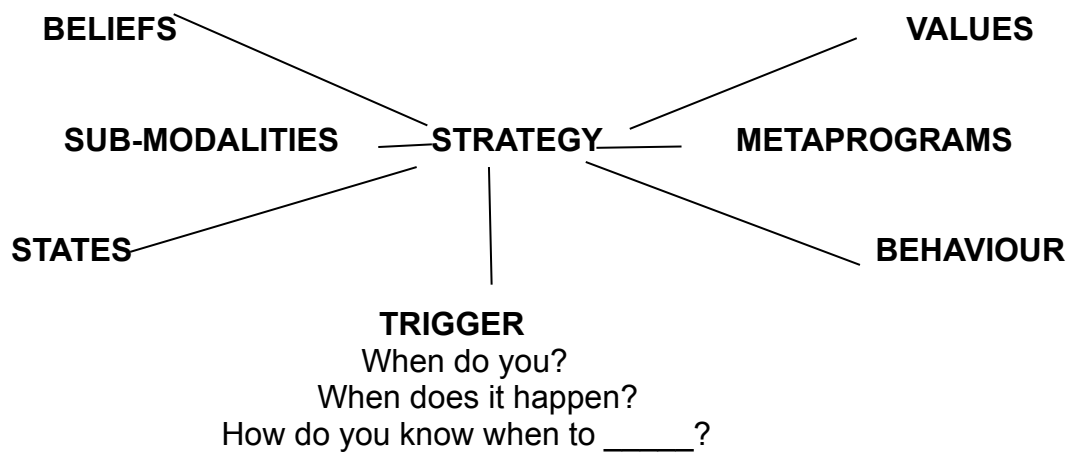
STATE AND BEHAVIOUR

- If the client associates to an intense, positive state at any time while the outcome is being elicited, anchor it!
- If the outcome state is not sufficiently intense, continue eliciting resource states until at least one is produced.

Present State - Outcome State Criteria © Copyright 2001, 2006, John Overdurf

HNLP Breakthrough Model

What You Can Learn from Strategies
and Getting the Trigger



All strategies need to be elicited when the client is associated to the context to retrieve high quality information.

HNLP Breakthrough Model: What You Can Learn from Strategies © Copyright, 2006,
John Overdurf

What You Can Find Around the Trigger...

and What You Can Do with It...

Present State

What are you seeing/ hearing just before...?

Representational system
eye accessing
predicates
sub-modalities

What are you feeling when you (sense external trigger)?

Kinaesthetics - often the tail of the synaesthesia or a lead system
Primary feelings and meta states

When you are feeling X, what are you believing?

When you are feeling X, what are you believing about yourself?

Beliefs
Identity
Possibility

What's important about ... or not.....?

Critical Values/Criteria
Metaprograms
Related Beliefs

Outcome State

What are you paying attention to now?

What are you noticing now?

**How are you feeling now?
How do you feel about.....now?**

**What are you believing, now?
What are you believing about yourself now?**

**What's important now?
What's important to you now?**

What You Can Find...© Copyright, 2005 John Overdurf

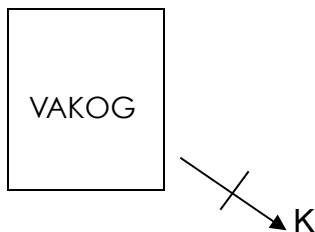
Stalking the Wild Synaesthesia

Two Best "Coaching Grounds":

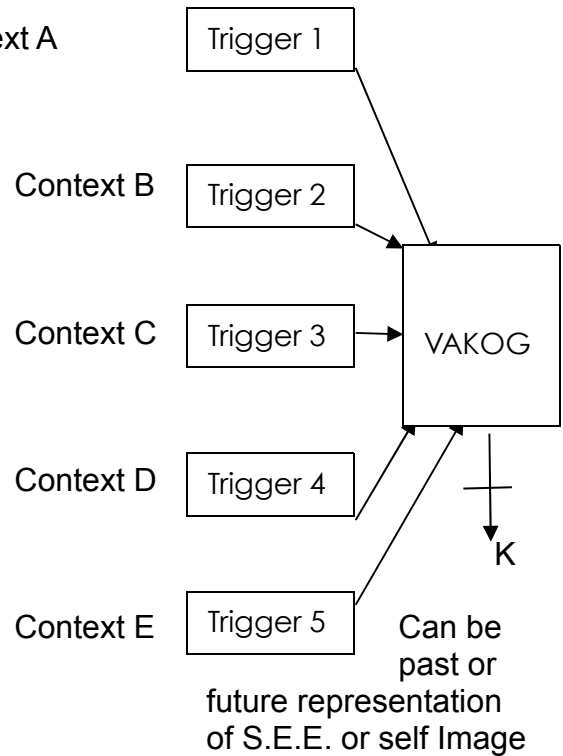
1. Trigger

The majority of coaching issues are a result of a negative synaesthesia on the trigger. Context A

This same trigger can occur across many contexts.



2. Operations Phase



Stalking the Wild Synaesthesia, the Two Best Coaching Grounds © Copyright, 2005, John Overdurf

HNLP Coaching

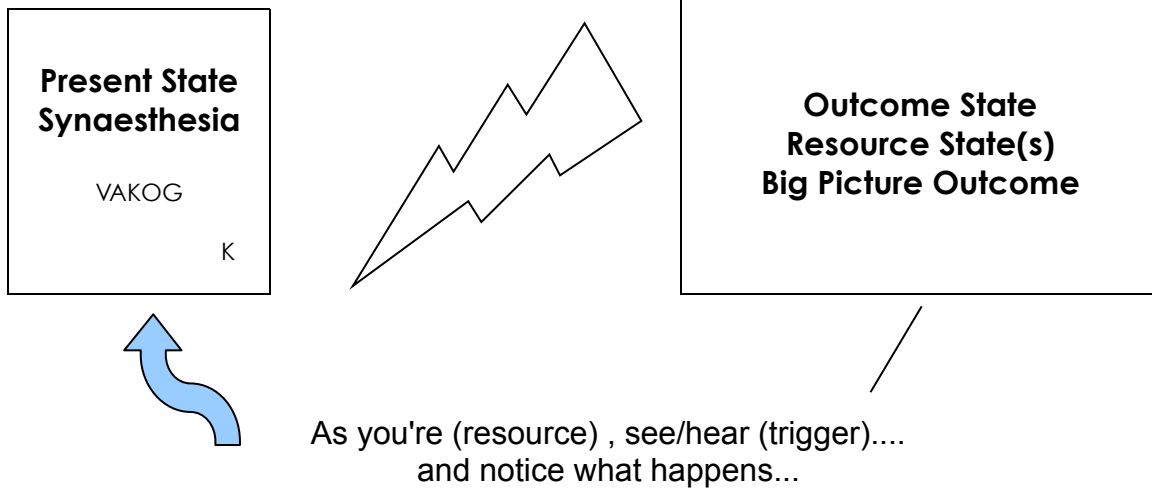
Basic Conversational Change Model

That's the way you've been...
How do you want to be different?

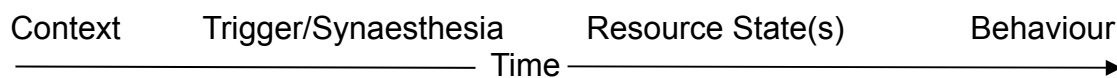
What do you want to work through?

What's it like when you're _____?

When do you _____?



Condition the response 3 -5 times...



HNLP Coaching: Basic Conversational Change Model © Copyright 2006, John Overdurf

How to activate the power of your Unconscious Mind to achieve your goals

It's never too late to "change gears" in your neurology and head in the best direction for you.

If you set a goal but don't activate your Unconscious Mind to align with that intention, then it's likely to either not manifest at all or be short lived. This article will briefly explain how you can align your intentions with the immense manifesting power of your Unconscious Mind (also known as the sub-conscious mind).

The trick to programming your Unconscious Mind is using a form of Self Hypnosis that utilises what we in [HNL](#) refer to as your "End State Energy". This is the overall feeling or emotion that is associated with the accomplishment of your deepest desires. Eliciting this state is the key to accessing your deeper knowledge and skills so that you are clear about what to do and motivated to keep on doing it.

To get in touch with your relevant End State Energy, select your most important goal or desire. Then ask yourself: "How will I experience myself when I've fully achieved this goal?" See yourself in that situation and feel the feelings of success in your body. This is your End State Energy. While in this state ask yourself "What's the next achievable step that leads toward the fulfilment of my goal?"

Your End State Energy is the key to accessing necessary ideas and inspiration from the Unconscious Mind. By the way, it's your Unconscious Mind that's responsible for all the results (positive and negative) that you have ever achieved and will ever achieve in your life!

Relevant states are the optimal ways in which you can access and direct your Unconscious Mind for fulfilling results. Action steps that arise into conscious awareness while you're in your End State Energy are always the most appropriate steps to take. This is called "following your bliss" by Joseph Campbell.

So follow your bliss – it's how your Unconscious Mind responds to your End State Energy. And it's how you will know that you're heading in the best direction for you, one step at a time...

Beyond Goals

Relax, what you want is already within you!

What people really want is the feeling (internal goal) that they believe the accomplishment of an external goal will provide them with. However, our feelings are actually stimulated by our internal frames of reference and not by external things or situations.

Believing you need external things (money, recognition, partners, cars, jobs etc.) in order to feel love, peace, joy, happiness, security, etc. is a major cause of hardship, disappointment, suffering as well as addictions.

Some people think that if they allowed themselves to feel their desired feelings now, they would lose the motivation to take action. But that isn't how it works.

In fact, a vital step in achieving and maintaining external success is to first create the internal pictures and feelings associated with that accomplishment. Then allow that resourceful state to motivate appropriate action and attract more of the "good stuff".

Begin with the end in mind (a mental image of your achievement) as well as in body (feeling the way you will feel when accomplishing your goal – now). Do this by visualising the successful accomplishment of your desired goal and adjusting your physiology to match that resourceful state. This embodies your desired feeling in present time. As this feeling peaks, ask yourself: "What's the next smallest step I can take now that leads me toward the accomplishment of my external goal?" Go with the first impulse or impression that comes into awareness, and keep following your internal guidance while you're in your desired state. You will know you are on the right track while you're feeling your desired state.

Avoid trying to take action toward your goal when you find yourself in an unresourceful state. Negative states attract negative results. They are a sign that your thoughts and actions are out of alignment with your important goals.

Some people still think the old fashioned goal setting skill of planning all your steps from now up to the accomplishment of your goal is the way to go. And although sometimes this approach may be useful, it uses more energy, is threatened by life's changes and often leads to disappointment when you realise that the goal you were striving for doesn't provide you with your desired feeling for very long (assuming you even achieve that goal).

Isn't it crazy to take "massive action" based on the assumption that what we will want (externally) in 1, 5 or 10 years time will still be important to us then? Yet many people live their lives like that! They behave like racehorses galloping along a single lane with only that goal (an elusive finish line) in mind, meanwhile missing out on all the opportunities that life has to offer along the way.

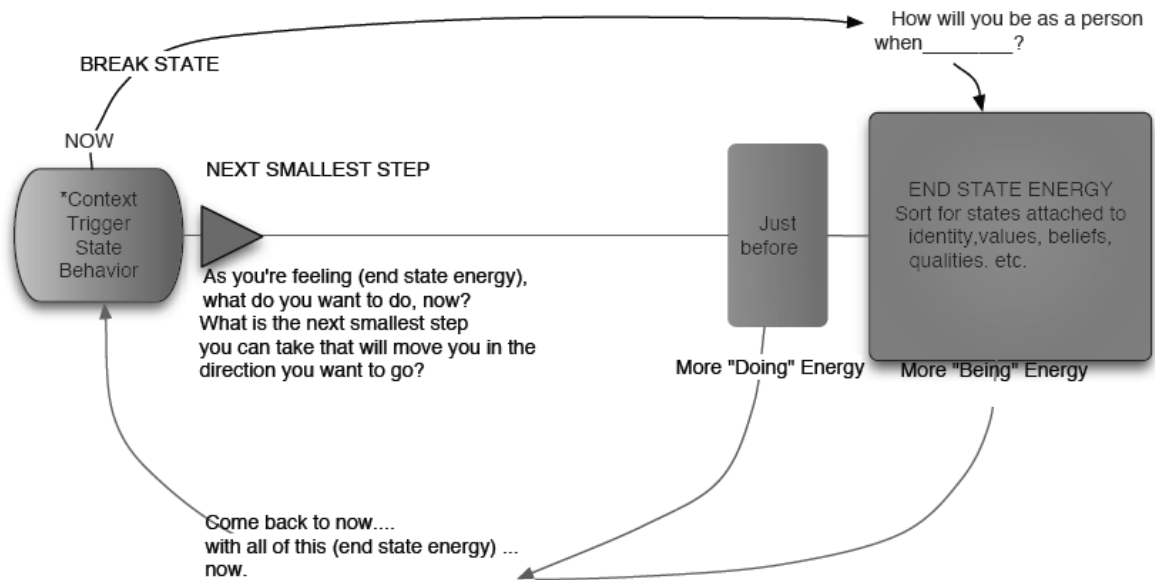
The 80/20 Principle is the idea that 20% of our efforts account for 80% of our results. Therefore, if you focused your effort on first manifesting your internal goal (your desired feeling) and then allow that feeling to motivate one small action step at a time, then you will be maximising your effectiveness as well as saving time, energy and avoiding stress.

In HNLPT the feeling (state) associated with the successful accomplishment of your external goal is called the “End State Energy” (ESE), which is your internal goal. When activating your ESE, not only do you feel alive and vibrant instantly, you also become receptive to new opportunities including those that lead you to the most effortless achievement of your external goals.

Isn't it at least a little exciting to know that you have the choice and ability to create abundance in your life?

Beyond Goals

Using End State Energy in Coaching



When you create a goal from end state energy you create congruence and alignment.
If a goal is created out of different energy from the end state energy associated a conflict will be created.

Beyond Goals: Using End State Energy in Coaching
© Copyright 2006, John Overdurf

End State Energy Elicitation with Big Picture Outcome: "Away From" Approach

If the client first presents an issue to be resolved, it's often much easier to pace this first, followed by either contextualized outcome and Big Picture Outcome. The End State Energy is particularly useful with conflicts (simultaneous and sequential incongruities) that manifest themselves as issues related to motivation and decision strategies.

1. Elicit Present State

Context-Trigger-Synaesthesia-State-Behaviour

Pay particular attention to the criteria at the trigger. This will often give you clues about what the End State Energy will end up being.

2. Elicit Outcome State.

"How do you want to be different?"

3. Elicit Big Picture/End State Energy

"If you were on the other side of that issue well beyond it...and it's no longer an issue in your life...In fact you've moved on and you know.... it's no longer an issue...(optional: You been (outcome) for some time)....."

*How are you as a person?(or if more pacing is required) How would you **BE** as a person?*

4. Sort for states, elicit, develop and amplify. *

"What's it like when you're _____?"

"How do you know when you're _____?"

Calibrate to physiological shift.

- Synaesthesia
- Bilateral symmetry
- You are sorting for states that have energy.

(These are high frequency states as opposed to high amplitude states.)

4. Align with Beliefs/values and Enduring State.

"As you're feeling _____, what are you believing about yourself?"

.....And What's important to you about that _____(values/states)?"

5. Anchor End State Energy to Present State Trigger and/or Synaesthesia.

"And as you're feeling (using all relevant words elicited previously, chaining outcome with end state energy and any ambiguities, gestures), go ahead and see/ear (trigger/synaesthesia), play it through and notice what happens."

6. Condition the new synaesthesia and tune in the sequencing that would occur in the real world.

You're (context)... and you see/ear (trigger/synaesthesia).. (fire anchors as above), play it through and notice what happens, now..."

Repeat this 3 to 5 times, until client is running it faster that you can say it!

7. Future pace.

8. Elicit Smallest next step.

"...and as you're feeling _____ what is the smallest next step you can take that will move you in the direction you want to go?"

Client should remain in same state (same physiology, voice tone) when they answer. If there is a delay longer than a few seconds, check to make sure they are still in state and/or fire anchors then ask again.

6. Future Pace the Smallest Next Step, chain to End State Energy, then chain to uncertainty and generalize.

"...How much (ESE) will you be feeling knowing you've done that? And what will happen then?...you don't really know.... that's something to look forward to....not knowing, not being sure and ...being pleasantly surprised. What you do know is what it's like to be feeling (ESE), now and after having taken the next step you never know...how far a change will go."

** What do you think is possible if you have the sub-modalities of the client's end state?*

End State Energy with Elicitation of Big Picture Outcome: Away From Approach ©
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End State Energy Elicitation with Big Picture Outcome: "Moving Toward" Approach

This can be done before or after elicitation of the Present/Problem State.
Often in Coaching the client have a bigger picture of what they want.
This is also an excellent way to begin a Personal Breakthrough Session.

1. Elicit specific goals client has in area or areas they want to change.

*"How will you **BE as a person** when you've achieved this goal?"*

2. Chunk- up.

*"If you had all of these, how would you **BE as a person**?"*

Calibrate to physiological shift.

- Synaesthesia
- Bilateral symmetry

When you do this for major contexts in the client's life, you'll begin to hear the same word or words over and over again.

**This is the Enduring State of Being they've
been living for... and yet, often,
are too afraid to experience!**

(This often sets the over all agenda for what issues will need to be addressed!)

3. Sort for states, elicit, develop and amplify. *

"What's it like when you're _____?"

"How do you know when you're _____?"

Calibrate to physiological shift.

- Synaesthesia
- Bilateral symmetry
- You are sorting for states that have energy.

(These are high frequency states as opposed to high amplitude states.)

4. Align with Beliefs/values and Enduring State.

"As you're feeling _____, what are you believing about yourself?"

.....And What's important to you about that _____ (values/states)?"

5. Anchor End State Energy into Present and Elicit Next Smallest Step.

"And as you're feeling (using all relevant words elicited previously) what is the next smallest step you can take that will move you in the direction you want?"

Client should remain in same state (same physiology, voice tone) when they answer. If there is a delay longer than a few seconds, check to make sure they are still in state and/or fire anchors then ask again.

6. Future Pace Next Smallest Step, chain to End State Energy, then chain to uncertainty and generalize.

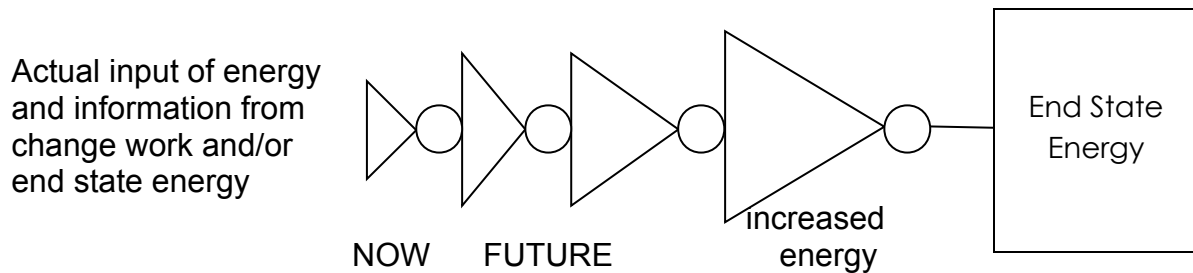
"...How much (ESE) will you be feeling knowing you've done that? And what will happen then?...you don't really know.... that's something to look forward to....not knowing, not being sure and ...being pleasantly surprised. What you do know is what it's like to be feeling (ESE), now and after having taken the next step you never know...how far a change will go."

** What do you think is possible is you have the sub-modalities of the client's end state?*

End State Energy with Elicitation of Big Picture Outcome: Moving Toward Approach
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The Next Smallest Step... Beyond Goals

Potential energy and information in the field of possibilities



All of the energy from the outcome or from the end state is directed toward the next smallest step.

Upon the actualization of each step, the potential energy and information of the field is available. This means the field is only limited for a very short time.

With the actualization of each next smallest step the energy increases (stacking anchors), so as time goes on the energy builds rather than dissipates.

The actualization of goals is as variable as weather forecasting.
The further out in time one goes the more chaos and unpredictability.

The Next Smallest Step...Beyond Goals © Copyright 2005 John Overdurf

Create the same conditions in the intervention that created the issue

1. Unconscious Processing with little or no conscious mediation

- conscious mind has checked- out momentarily

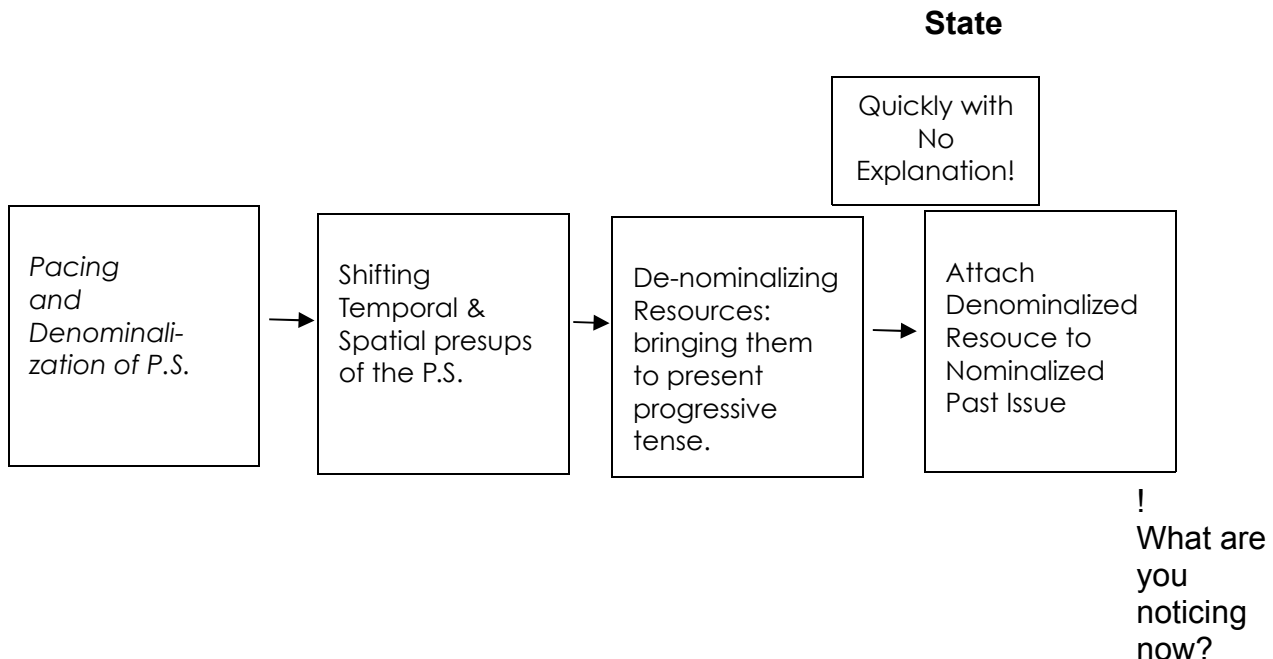
2. Stimulus-response - Anchor/synaesthesia

- associations based on contiguity and/or simultaneity

3. Sufficient intensity X frequency of energy

Using the Meta Pattern in De-nominalization Interventions

Associate to Present State... Dissociate from Present State... Assoc. to Resource St.... Assoc. Resource St. to Pres.

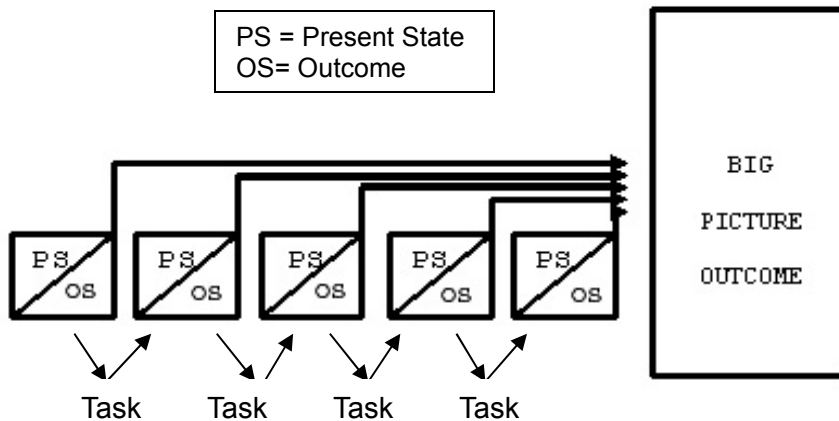


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Meta Pattern in De-nominalization Interventions
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HNLP Coaching Model

How to Keep Coaching “On Purpose”

Chain each session outcome to the big picture outcome



Guidelines for Creating Continuity:

- The “big picture” outcome does not necessarily need to be well-formed, but it needs to be compelling enough to sustain motivation over the length of the coaching relationship.
- Make sure to elicit values associated with big picture outcome to create on-going motivation.
- Each “session” outcome needs to be well-formed.
- While client is in after-glow of session outcome, chain the outcome state to the big picture outcome: “And how does this (client's current positive state) link/lead toward (client's Big Picture Outcome)”?
Make sure client is associated into Big Pic. Out. – while they're in that energy ask: “*What's the next smallest step that you need to take in order to achieve (Big Pic. Out.)?*”
- Elicit a congruent agreement for a task or tasks (this may be your client's next smallest step) to be completed before their next coaching session.
- If the task is not completed, that becomes the present state for the next session.

HNLP Coaching Continuity Format...© Copyright 2005, John Overdurf

HNLP Coaching model - procedure

1. Elicit problem

Context (Chose one context at the time)

Trigger („How do you know when to do your problem?“)

State

Behaviour

”That is how you have been, how would you like to be different?“

2. Elicit outcome

Positively stated

Physiological shift

Constructed eye accessing

State

Behaviour

3. Associate client into the end state energy (ESE)

VAKOG as if now (Client needs to be fully in the experience)

Introduce trigger ”And what happens now?“ (3-5 times)

Break state

4. Once trigger has collapsed, associate client into ESE again

”What is your next smallest achievable step that leads toward your outcome?“

5. Test and future pace

The Next Step!

This article will focus on how to take The Next Step, even when you're stuck, sad or mad, and make each experience a fulfilling one.

Life can be viewed as an endless stream of experiences that nudge us to adapt to constant changes. The meaning which we give each of our experiences is determined by our attitude and beliefs. And our current attitude and beliefs are based on the meaning we've given past experiences. Therefore it's easy to see how people recycle experiences based on their self fulfilling prophecies.

The resulting negative or unfulfilling cycles of thought and behaviour are what keep us stuck and limit us from achieving our goals. Usually this process goes on unconsciously, so we're not even aware that we're holding happiness and abundance away from ourselves. But there is a way out of this loop, and it's easier than you may think.

Your state is the key. Mental/emotional states conjure internal representations that perpetuate the state. Therefore states that feel bad trigger the thoughts and feelings that cause us to behave unresourcefully; and states that feel good trigger the thoughts and feelings that cause us to behave resourcefully.

In any situation, before you respond, first make sure you're in the most appropriate state. That is The Next Step! Reactive states cause us to say and/or do things that we usually regret later. Empowered states help us to respond mindfully and constructively. Deciding what to do while in a negative state will drag that energy with us and result in negative outcomes. Deciding what to do while in a positive state activates our intuition and taps our deeper wisdom.

Our achievement driven society has forgotten the value of first being, then doing. Being in the right state, gets the job done better and faster. Being in the state associated with our desired outcomes motivates us to take appropriate action. Being in a receptive and agile state enables us to be spontaneous, creative and resourceful.

So how can I manage my state?

Every state has a physiology – a body posture and breathing pattern. The Next Step in any situation is to assume the physiology of the outcome you desire. Place your body in the posture and breathe in the manner that resembles the state that you want to be in. This action will induce its matching mental/emotional state within a few seconds. Once you're in the optimal state your mental capacity and performance is enhanced and you're better prepared to face any situation.

The results that you are bound to achieve when using this approach will have a positive influence on your beliefs and attitudes. The Next Step makes life more effortless and enjoyable.

You have nothing to loose and lots to gain...Take The Next Step!

The Next Step 2!

Freedom is never more than a step away, and as you'll discover in this article, it's no step at all.

Your state is the key! Your physiology affects how you think and feel, which then determines how you behave.

In any situation, before you respond, first make sure you're in the most appropriate state. That is The Next Step! Reactive states cause us to say and/or do things that we usually regret later. Empowered states help us to respond mindfully and constructively.

Viktor Frankle said: "Between stimulus and response there is a SPACE. In that SPACE is our power to choose our response. In our response lies our growth and freedom".

The ability to shift your attention away from negative thoughts and reactive tendencies, and place it in the SPACE inside yourself can be truly liberating. While tuned into this SPACE, negative thoughts and reactive tendencies lose their potency. Your mind quiets as it becomes aligned with your deeper awareness. Tension seeps out of your body. Thoughts and actions that arise from this SPACE are always what serve your best interest.

In my previous article "The Next Step" I showed you how to quickly change your physiology in order to change your state. It's a simple yet profound skill for when you need to immediately yank yourself out of an unresourceful state in order to respond to a situation intelligently. In this article I'm referring to the discipline of tuning into the SPACE within you instead of reacting. This takes practice, but once you're familiar with it, then it becomes the most natural and spontaneous thing to do in any challenging situation.

When our state is stirred by someone, it's our unmet needs that make it difficult to hold our awareness in the SPACE. Bite back – knee jerk actions might be more familiar territory, but that can change. When emotional turbulence is activated, then psychologist Marshall Rosenberg suggests 5 key questions to ask yourself:

What is occurring to trigger my emotions?

What emotions are arising within me?

What do I need that I am not receiving?

What am I getting out of not having my needs met?

What am I really asking for?

Answering these questions will help you be more conscious and accountable, and therefore more resourceful in your approach to the other person. Taking responsibility for your deeper needs enables you to expand the SPACE within you.

Authentic Self Empowerment is the process of expanding the SPACE, and allowing it to inspire The Next Step.

Whether you choose to jump into a bright eyed and bushy tailed physiology, or tune into the depth of your wise inner SPACE; either way is better, because they both lead to more freedom.

Remember: You have nothing to loose and lots to gain...Take The Next Step!

The Next Step 3!

This article is about how the The Next Step approach can be used to rapidly improve your state of mental and physical well-being.

The Next Step approach, in general, is to first make sure you're in the most appropriate state before responding to any situation. The most appropriate state to be in is the one that matches the desired results that you want in any situation. This resourceful state can be sufficiently achieved through assuming the body posture and typical manner of breathing that resembles how you want to feel. It's that easy!

You can rapidly improve your state of mental and physical well-being through accessing a highly present and centred state. This state is known to enhance your cellular communication, stabilize all systems of your body, and optimize your brain function. The reason why this cool, calm & collected state is so beneficial to your health is because it helps you keep your attention in the body. Healers from all ages and traditions agree that healing energy flows more readily where you place your attention.

One of the underlying reasons why there is so much sickness and dis-ease in our modern society is because there are an increasing amount of high-tech distractions that prevent us from paying attention to our internal distress signals.

Your unconscious mind is the collective intelligence of all the cells in your body. It constantly provides you with signals via sensations, emotions, intuitions, as well as via your dreams and in the state of hypnosis. When you detect and act on these signals then you build rapport with your unconscious mind. When you have rapport with this intelligent and wise aspect of yourself, then your mental performance as well as your body's natural healing capability are enhanced.

The late, great Hypnotherapist, Milton H. Erickson declared: "Patients are patients because they are out of rapport with their own unconscious mind. Patients are people who have had too much outside programming – so much programming that they have lost touch with their inner selves."

The Next Step to accessing this healing and performance enhancing state is to do the following:

1. Stop all mental and physical activity by sitting comfortably, closing your eyes and taking a few deep relaxing breaths.
2. Focus your attention in your body as much as possible. Observe thoughts, emotions and sensations without entertaining them.

3. To deepen your relaxation, pay attention to the rising and falling of your abdomen as you inhale and exhale, breathing naturally.
4. Then allow your awareness to float naturally throughout your body the way a warm summer breeze carries a light feather here and there.
5. Be gently curious about what your body (unconscious mind) wants to bring to your conscious attention.

Spending a few minutes doing the above exercise each day can be hugely beneficial. Dedicating 20 minutes of each day to this exercise may profoundly enhance your level of mental and physical well-being. If you would like more structure or enjoy being guided through this exercise, and beyond, then check out my [Heal Your Body 1](#) recording.

Nobody knows you better than your body does. Pay attention, it can save you a lot of time, money and energy.

Remember: You have nothing to lose and lots to gain...Take The Next Step!

The Next Step 4!

This article is about how the The Next Step approach can instantly increase your desirability.

Ask Yourself: “Who do I have to become in order to attract the people and circumstances that I want in my life?”

If your answer to the above question is anything along the lines of being like another person who has what you would like to have, that would explain why you don't have it.

Acting like your role model doesn't make you desirable like that person. However, learning how that person does what he/she does in order to be desirable, and then applying the most relevant aspects of what you've learned to your natural self expression will make you more desirable in suitable contexts.

The entire field of NLP has come into existence through the modelling of excellence. Had NLP modellers simply copied what others were excellent at, their results would not have been substantial, and the trail of NLP techniques that have had a profound influence in the leadership, coaching and therapy fields would have had little or no influence.

Those who study NLP learn how to elicit and assimilate the core competencies of those whom they wish to model. Then they integrate the beliefs, attitudes and behaviours of the person they're modelling in a way that compliments their own values and personality as a whole.

Therefore, if you want to be more attractive to the people and circumstances that you want in your life, study the beliefs, attitudes and behaviours of those who have what you want. Then add that model of excellence to your unique way of being in the world, and you will attract desirable results.

If your answer to the above question (at the beginning of the article) is to be exactly who you are, then you are already completely desirable to the important people in your life. People desire to be around people who are being themselves – authentically. Inflated or deflated egos are not attractive. Those who have severed their relationship with limiting beliefs and who have come to know themselves as a perfect expression of life's ongoing creation are amazing people to be around.

So The Next Step approach to instantly increase your desirability, is to express your authenticity. That's it, just be who you (really) are. Having achieved this, you'll have no need to model anyone else's success, although it may sometimes be useful to know how to do so.

I leave you with this question: If you had no need for approval, how would you think, feel and behave? Your answer points in the direction of how you will experience your authentic self.

Imagine a world where everyone was authentically self empowered? It starts with you, right now...Take The Next Step!

The Next Step 5!

This article shows you how to use The Next Step approach to instantly expand your awareness and understand yourself as well as others better.

Our previous article introduced 2 powerful questions:

1. “Who do I have to become in order to attract the people and circumstances that I want in my life?”
2. “If I had no need for approval, how would I think, feel and behave?”

You learned that depending on how you answer these questions, you have the choice of using NLP modelling processes, or being authentic, or both – such that you can be more desirable to people.

In this article I’ll show you how to assume the OMNI (Open Mind New Ideas) perceptual position, which is the simultaneous perspective of 4 points of view:

1. Yours (the world seen through your eyes)
2. That of another (the perspective of someone or something else)
3. The observer (an objective and non-judgemental witness)
4. The relationship (or energy) that connects the above 3 points of view

So why would you care to know how to be in OMNI position? Well, its a state of enlightenment whereby you are highly present, objective and free from limited thinking. The result of being in OMNI position is an enhanced understanding of yourself and your relationships with others. So if this interests you, read on.

When I teach our students about OMNI position at our [NLP/HNLP Coach Practitioner Trainings](#), some question whether one really can assume all 4 of these perceptual positions simultaneously and if there is a truly objective point of view. My short answer to this enquiry is YES! The 4 positions are simply a figurative way of releasing your ego and identifying with your broader and interconnected nature. It’s a way of eliciting the most objective perspective that you can ever have as an individual who’s experience is always subjective. This can be very liberating and it doesn’t require years of meditation.

Here’s a simplified way of getting familiar with OMNI position:

1. Start by bringing someone to mind that you would like to get along better with, or someone that you idolize.

2. Sit comfortably and pay attention to your current thoughts and feelings about this person.
3. Imagine your awareness floating out of your body and into that person's point of view. Become that person temporarily, positioning your body as that person, thinking their thoughts and feeling their feelings.
4. Then release that position by taking a few deep breaths and shifting back into your preferred position.
5. Now imagine floating up and out and becoming the observer. Be like a (wise) fly on the wall who silently witnesses both you and the other person, as well as the relationship (or energy) that connects the two of you.
6. Now take a deep breath in, and as you release it, become the relationship itself. Just imagine being the energy that connects you to the other person, that flows between the two of you (this is OMNI position).
7. Now come back into your body and allow your fresh perspectives to inspire The Next Step.

In this instance The Next Step is the most appropriate thought and/or action that you can take in light of your experience in OMNI position.

You could view the OMNI position exercise as trivial or as profoundly meaningful and valuable; either way you'd be right.

You have nothing to lose and lots to gain...Take The Next Step!

The Next Step 6!

This article shows you how to use The Next Step approach to quickly overcome fear based reactions.

Do you ever feel like “Bambi in the headlights”, frozen in fear and unable to respond to the situation resourcefully?

Would you like a way of defrosting the freeze reaction so that you’re free to think clearly and take appropriate action? That’s what this short article is about.

When an unexpected situation suddenly arises and triggers fear, it’s interesting that we often tend to go into a state of momentary numbness, when being alert may in fact serve us better.

A useful way of initiating the optimal thoughts and actions when you find yourself frozen in fear, is to remember to breathe. Forgetting to breathe not only inhibits your oxygen supply, it also keeps you stuck in un-resourceful states. Focusing on breathing keeps you vital in that moment when vitality is crucial.

Taking a few seconds to concentrate on a couple deep inhalations and slow exhalations shifts your attention into the core of your body, thereby allowing your wiser inner guidance to inspire appropriate action (instead of being motivated by fear).

It’s that simple, The Next Step in situations that cause you fear is to breathe into your centre, and from your centre choose what to think, say and do.

You have nothing to loose and lots to gain...Take The Next Step!

The Next Step 7!

This article shows you how to use The Next Step approach to quickly enlarge your map of reality, and in seeing the bigger picture, being able to more easily manage any kind of stressful situation.

We all face challenges, but how come some people suffer through them while others thrive through them? Is it just a difference in attitude? Could it be that those who are fast to see the light and rise above difficulties are those who see the problem in the context of their whole life, and in so doing are able to respond more resourcefully?

The way in which we observe our external reality determines our internal experience in relation to it. Albert Einstein reminded us that “the significant problems we have cannot be solved at the same level of thinking with which we created them.” So what level of thinking, or what kind of observation will enable you to respond to your situation resourcefully?

As a Coach, many of my clients bring issues to their sessions relating to their fixation of attention on something that they call a problem. The way in which they focus on their issue essentially blocks their awareness of what else is going on and what else is possible. Through the coaching process they learn to expand their awareness, thereby gaining emotional freedom and becoming aware of choices that they never knew they had.

The following 3 step process is designed to help you elicit a proactive Next Step in challenging situations:

1. Imagine looking down at yourself in your challenging situation from high up and far away. Get the big picture! Notice how your current experience fits into the greater scheme of things.
2. From this birds eye view what can you learn? How many more options do you have? What can you do differently?
3. Now take your new understanding / perspective and bring it into your body. With these resources in awareness, what is the Next Step that you can take which leads toward your desired outcome?

You have nothing to loose and lots to gain...Take The Next Step!

APPENDIX

Core coaching skills

RAPPORT Conscious and Unconscious

Match & Mirror Physiology

Match client's voice tone, tempo, timbre, pitch

Use their language style including chunk sizes and key words and expressions

Note: The use of metaphor and examples are great for working with the unconscious mind; however, avoid talking too much about yourself. The focus of attention is on the client not you and if you talk about yourself too much the client may feel that your attention is on the wrong person!

LISTENING SKILLS

Note that your rapport skills will also indicate that you are really listening. By using the client's own words you are not only lighting up their neural pathways but you are proving that you are operating from their model as opposed to imposing your own.

What type of listening?

<i>Cosmetic listening</i>	It looks like I'm listening but really I'm off with the fairies.
<i>Conversational listening</i>	To and fro, listening, thinking, talking, questioning.
<i>Active listening</i>	I'm very focused on what you're saying, recording facts, paying attention.
<i>Deep listening</i>	I'm more focused on you than me - I'm really getting a sense of you and your model of the world.

QUESTIONING

Asking questions that expand your client's awareness and model of the world.

What is the question that I can ask which, because of the presuppositions inherent in the question, will cause the greatest amount of change for the client?

Questioning with a purpose: Toward your client's desired outcome.

Use open questions: "Once you've achieved this outcome, what will that get for you"?

Activate the Unconscious mind's search for the answer: If client replies with "I don't know", reply with: "If you were to know, what would the answer be"?

SENSORY ACUITY - Intuition / awareness / stopping the world

Use it! "I noticed that you went very quiet when I said ..., what was going on for you?" is very different from a mind-read such as "Well this is a stony silence - the client is clearly resisting me!"

GIVING SUPPORTIVE FEEDBACK

The meaning of your communication is the response you get. Take full responsibility for the impact of your feedback.

How to ask powerful coaching questions

From the book "Coaching with NLP" - Joseph O Connor

Questions are the main way in which the coach explores the client's issues and helps the client to resolve them. They can be powerful, and powerful questions need to be precise.

Powerful coaching questions have five key characteristics:

1. They begin with the word "What".

"What do you want?" (explores goals), "What is important to you?" (explores values), "What could stop you achieving your goal?" (explores limiting beliefs or other obstructions) are examples of powerful questions.

2. Powerful questions lead to action

They are solution-oriented. Intellectual understanding is not enough to solve a problem or get a goal. You have to *do* something about it.

3. Powerful questions are oriented toward goals rather than problems.

Coaching focuses on the present and future rather than the past. Rather than dwell on the problem, good coaching questions move the client on to a different and better future.

4. Powerful questions lead the client into the future rather than seek explanations in the past.

Powerful questions point the way forward. It is not necessary to understand exactly how a situation arose to solve it. If you are in the dark, you do not have to understand the theory of electricity in order to turn on a light switch.

5. Powerful questions contain powerful assumptions that are helpful for the client.

The basic structure of a good coaching question is:

What ... you ... verb ... future positive.

"What" makes it specific and goal-oriented.

"You" applies it to the client and makes the client accountable.

The verb means action.

The future positive leads the client towards the future they want.

The overall sequence of questions in coaching is:

What... (goals & values)

How... (means of achievement)

When... (time)

How to ask the Big Questions?

We question our way into and out of situations. It's when we stop questioning that we become stuck. This article introduces the art of asking yourself the "Big Questions". These questions are the most relevant ones that enable you to be empowered and creative as well as attractive to the people and circumstances that you want in any area of your life.

Edward Hodnett said: "If you do not ask the right questions, you do not get the right answers. A question asked in the right way often points to its own answer. Asking questions is the A-B-C of diagnosis. Only the inquiring mind solves problems."

So what are the "right" questions to ask? Well, a good question to start with is the one in the previous sentence. In general the question that you want to ask, should be the kind that allows for new unexpected answers to be revealed. Good (Big) questions enable free and flexible thinking that in and of themselves enable us to be in a resourceful state even without requiring answers immediately, if at all.

Big Questions are Self oriented. Nobody knows you better than your body does, when it comes to the really important matters. Your Unconscious Mind (inner genius/guide/Self) is the collective intelligence of all the cells in your body, which knows what is best for you. So Big Questions are posed only to your Self. Even if you're in communication with the "Almighty Management Upstairs", it's your Unconscious Mind that deciphers that wisdom, so learn to understand and trust your Self (in the end, it's all you've got).

The answers you get from within are in many ways formed by the questions you ask. In a problem situation asking: "why is this happening to me?", takes you deeper into the problem; whereas asking: "how can I look at this differently?", offers you new perspectives. Unless you're eliciting yours or someone else's values and/or purpose, abolish the word "why" from your vocabulary. Asking "how" questions that pertain to your own thoughts and actions provide you with greater choice. Ask yourself "how" and you'll find out how.

We lead ourselves down dark rabbit holes when our questions are not relevant or useful. The Big Questions are those which guide us to positive outcomes in any situation. The following anecdote by Shel Silverstein highlights this point metaphorically:

*I asked the zebra, Are you black with white stripes?
Or white with black stripes? And the zebra asked me,
Are you good with bad habits? Or are you bad with good habits?
Are you noisy with quiet times? Or are you quiet with noisy times?
Are you happy with sad days? Or are you sad with happy days?*

*Are you neat with some sloppy ways? Or are you sloppy with some neat ways?
And on and on and on and on he went. I'll never ask a zebra about stripes again.*

Bad questions go nowhere good. Big Questions go where you want them to go.

Think about a challenging situation that you're currently experiencing in your life...
With that in mind, HOW will you experience the answer to your Big Question...? Be
that answer!

Perhaps the answer to life should be this question: HOW am I choosing to live life
now?

How to ask the Big Questions 2

“The power to question is the basis of all human progress.” Indira Gandhi

This article continues with the theme of how to ask yourself the “Big Questions”. These questions are the most relevant ones that enable you to be empowered and creative as well as attractive to the people and circumstances that you want in any area of your life.

Big questions lead to self motivated action. They focus on the future, pointing the way forward, rather than seeking explanations in the past. It is not necessary to understand exactly how a situation arose to solve it. If you are in the dark, you don't have to understand the theory of electricity in order to turn on a light switch.

Avoid asking yourself questions about how to solve a problem while you're in a negative state, as your answers will be full of that negative energy and bring you more of the same. First change your state by moving your body and/or doing a breathing exercise. When you're feeling good you get good answers, but of course your questions need to be good too.

Big questions are solution-oriented. Intellectual understanding is not enough to solve a problem or achieve a goal. Feeling the answers arise from within you is the key. Asking yourself: “**How will I be as a person when I have totally overcome this problem or achieved my goal?**”, connects you with the state associated with that accomplishment. While you're associated into the resourceful state, ask yourself: “**What's the next smallest step I can take that leads me toward my desired goal?**”

Asking questions about how you will experience yourself as a person when you've accomplished your goals enables you to feel that good state in the here and now. Then asking yourself what action is necessary to sustain that state (while you're in the state) empowers you to be proactive. This is the [HNL Coaching](#) methodology.

So ask the question that puts you in a resourceful state and then elicit the action which that state inspires. And continue following your bliss...

Roles of the Coach and the client

The role of the coach	The role of the client
Guides the process.	Takes maximum responsibility for creating change.
Sets the big picture for the client: <ul style="list-style-type: none"> • Where are you now? • Where do you want to be? • What do you need to get there? 	Sets the goals and outcomes for short and long term periods of time. Sets the agenda for each session.
Asks questions seeking the client's answers for the above questions.	Considers the coach's questions and responses to find internal answers and decisions.
Keeps focus on a "present to future" continuum.	Takes responsibility for focusing on the present and changing his/her life so it's what he/she wants it to be.
Frames past issues as "How is that preventing you now? And given that, what are your possible options now?"	Realizes that if he/she asks the coach for advice or solutions that this may not be "pure" coaching.
Clarifies coaching relationship from therapy and consulting.	Keeps and pays for agreed upon appointments.
Asks the client's permission first prior to moving into a therapy or consulting relationship.	Completes relationship with closure appointment.
Uses therapeutic techniques only after client remains blocked for a period of time.	

Logical Levels of Alignment

Environment (where & when):

The context in which other levels occur. The environment determines the external opportunities or constraints to which the person reacts.

What do I see around me? What sensory specific information can I pick up? How do I feel as I look around me?

Behaviour (what):

Specific actions or reactions made by a person within their environment.

What behaviour do I see around me? My own and others? How does it feel?

Capabilities (how):

Guide and give direction to behavioural actions through a mental map, plan or strategy. *What capabilities, abilities and resources do I have that I can use in this environment? What is it that I need and don't have? What may I have that I'm not accessing?*

Values & Beliefs (why):

Provides reinforcement that supports or inhibits capabilities and behaviours. They are our perceptions, perceptual filters, conclusions and evaluations of what is possible or permissible.

What are my beliefs around this situation?

Identity (who):

Qualities and traits of a person, an overall view or conclusion about who the person and the roles that they fulfil.

Who am I? How do I describe myself? How would I like to be? What roles do I fulfil?

Purpose (How come/Why?):

General direction for being alive. *What is my purpose? What am I trying to achieve?*

Mission & Vision:

Overview. Highest Intention.

What is the greatest picture/vision? Why am I here? What is my highest intention for being?

Spiritual (Beyond Words):

Relationship with greater systems, community, Universe.

How does it feel to be part of the greater community / to be one with the universe?

NLP / HNLP Coach Practitioner Training

"Warm-Up" Exercises

Exercise 1: Taking a Mental Picture

Take a **mental picture** of your friend standing in front of you. Close your eyes.

You friend will now **change something** about themselves. Ask them to start big. When they tell you that they are done, open your eyes and **notice what has changed**.

Continue this exercise making the changed details finer, becoming more subtle and more challenging.

Exercise 2: Reading thoughts

1) Ask your friend 10 questions that will elicit a "yes" response.

Make sure the questions will definitely elicit a "yes" response.

e.g. "Do you have blue eyes?" "Are you sitting down?"

Calibrate and identify sensory cues for "yes". Notice any minute changes in your friend's physiology.

2) Ask your friend 10 questions that will elicit a "no" response.

Make sure the questions will definitely elicit a "no" response.

e.g. "Are you an elephant?" "Do you have four arms?"

Calibrate and identify sensory cues for "no". Notice any minute changes in your friend's physiology.

3) Ask your friend another 10 questions.

They must think their answer but not verbalize it.

Predict their answer using your calibration of their sensory information.

Exercise 3: Who are you thinking of?

Go into peripheral vision and ask your friend to think of someone they like.

Break state

Then ask your friend to think of someone they don't like.

Break state

Repeat the above cycle until you have clear distinctions between like and dislike.

Break state

Then ask the following questions (while in peripheral vision) and guess who your friend is thinking of:

Who is taller?

Who is older?

Who weighs more?

Who did you see last?

Who lives closer to you?

Who is more sociable?

Who is healthier?

Exercise 4: Empowered / Disempowered states

In groups of 3. One person is A, one is B, one is C.

STEP 1.

Role of A A thinks of a problem

 Break state

A thinks of something empowering

Role of B B goes into rapport with them and stays in rapport
 with them

Role of C In peripheral vision concentrate on the space between all 3 of
 them.

STEP 2.

Role of A A then randomly picks one of their two states and
 enters it

Role of B B identifies which state they are in

Role of C In peripheral vision concentrate on the space between all
 3 of them.

Exercise 5: Voice variability exercise

(Changing auditory submodalities)

1. Elicit problem state (Context where client would like to feel different. Elicit internal dialogue which results in undesired state and unwanted behaviour. What is the voice saying? How? Get specific key words/phrase that define the problem).
2. Break State
3. Elicit outcome state (What would be the tone of voice of the outcome state which results in desired feeling?)
4. Reframe that you are going to have client repeat those key words/phrase with changed tonal qualities (different tonality, coming from different locations, etc.) Then “play with it” 3-4 times with a Break State in between each repetition.
5. Break State
8. Have client repeat the original key words/phrase in outcome state tonality 1-3 times.
9. Test. Have the client think about the original problem, and ask what happens inside them/how are you feeling now?
8. Future pace. “Imagine a time in the future when you may experience a situation like that one which used to be a problem, and how do you imagine yourself responding now?”

Jevon Dängeli Coaching Terms and Agreement

(example)

Client name:

I agree that this coaching relationship between coach, _____ and myself will begin on _____.

The initial session will consist of an orientation to coaching, an overall assessment of the area(s) to be addressed in the coaching relationship as well as the setting and facilitation of goals and/or outcomes. The fee for this initial two hour session is R_____.

On-going coaching sessions will consist of twice monthly 45 minute to 120 minute face to face or tele-coaching appointments. An hourly rate of R_____, is the minimum rate payable per coaching session. After one hour the coaching session is charged per half hour, at half the hourly rate.

I may decide when to reduce the frequency of my coaching sessions, or terminate the coaching relationship. The coach and I agree to provide one another with fourteen days notice in the event it is preferable to cancel services. I acknowledge that a minimum of three coaching sessions is highly recommended.

The coaching services provided may address any specific personal and professional goals mutually agreed upon by the (client's name) and (coach's name).

Traditionally, coaching services include:

- 1. Direct questioning and transformational communication to:**
 1. identify present states, outcomes and resources
 2. clarify values and beliefs supportive of the desired changes
 3. increase awareness to expand choices.

- 2. Constructive feedback to:**
 1. maintain focus
 2. support follow-through and accountability.

- 3. Tasking and homework assignments to:**
 1. increase awareness of current lifestyle
 2. support motivation of desired changes
 3. expand choices and behavioral flexibility.

Jevon Dängeli Coaching includes all of the above and may also include specific, change-work or therapeutic interventions to facilitate forward movement and accomplishment of mutually agreed upon outcomes. Additional sessions may be scheduled upon request.

Twenty-four hour cancellation is required to reschedule any coaching/therapeutic session.

I understand that Jevon Dängeli Coaching is not a substitute for therapy, counseling or consulting. If alternative intervention is warranted the coach will advise me of appropriate options.

The power of coaching is based on honest, direct and personal conversations with my coach. All information provided to the coach will be kept strictly confidential. Release of information may occur only with my permission or in the case of emergency.

I understand that the power of the coaching relationship is in my hands, and I accept full responsibility for my progress and change. If I believe the coaching relationship is not working as desired, I will communicate this to my coach and work toward a successful resolution.

Our signatures on this agreement indicate full understanding and agreement with the information outlined above.

Client Date Coach Date

Recommended reading

O'Connor, Joseph; Lages, Andrea

COACHING WITH NLP

Harper Collins, 2004

O'Connor, Joseph; Lages, Andrea

HOW COACHING WORKS

A & C Black Ltd, 2007

Hall, L. Michael, Sharvet, Shelle Rose

INNOVATIONS IN NLP: Innovations for Challenging Times

Crown House Publishing, 2011

Linder-Pelz, Susie

NLP COACHING: An Evidence-Based Approach for Coaches,
Leaders and Individuals

Kogan Page, 2010

Dilts, Robert

FROM COACH TO AWAKENER

Meta Publications, 2003

Dr. Bruce H. Lipton

THE BIOLOGY OF BELIEF

Hay House, 2008

Lawly, James & Tomkins, Penny

METAPHORS IN MIND

The Developing Company Press, 2000

Katie, Byron

THE WORK

Harmony Books, 2002

Bass-Jossey; Pfeiffer

COACHING WITH SPIRIT,

A Wiley Company (Publisher), 2002

Gallwey, Timothy.W

THE INNER GAME OF WORK

Thomsom Texere, 2003

Hall, L Michael; Duval, Michelle

COACHING CONVERSATIONS FOR THE
TRANFORMATIONAL CHANGE

A Neuro-Semantics Publication, 2003

Hudson, Frederic

THE HANDBOOK OF COACHING

Hudson Institute Press, 1998

McDermott, Ian; Jago, Wendy

THE NLP COACH

Judy Piatkus Limited, 2001

Starr, Julie

THE COACHING MANUAL

Pearson Education Limited, 1988

Whitmore, John

COACHING FOR PERFORMANCE

Nicholas Brealet, 1992

Chopra, Deepak

QUANTUM HEALING – Exploring the frontiers of Mind/Body
Medicine

Bantam Books, 1990

Dilts, Robert, Hallbom, Tim & Smith, Suzi

BELIEFS – Pathways to Health & Wellbeing

Metamorphous Press, 1990

Wilber, Ken

INTEGRAL PSYCHOLOGY – Consciousness, Spirit,
Psychology, Therapy

Shambhala Publications, 2000

About the author - Jevon Dängeli

Jevon is an adventure seeking and curious person who finds people and life amazing! He loves being out and about in nature with family and friends. He is married to his soul mate and they are the grateful parents of a sensitive boy and a courageous girl. He has always been intrigued by human behaviour and what differentiates us as people. However, it's what connects and unifies all of us as human beings that most fascinates him.



Jevon is the author of [7 books](#) relating to NLP, including his latest book – [The User Manual for Your Mind](#). He has recorded over 30 [audio-programmes](#) that include NLP plus other personal development and performance enhancing methodologies.

Jevon was a Judo coach and personal fitness trainer in his 20's. In 1998 he began studying a variety of alternative healing methods, travelling extensively to learn from leaders in this field. Since then he's been passionately involved in helping people overcome their physical, emotional, relationship and spiritual challenges. He's been providing [NLP, coaching and hypnotherapy certification training](#) around Europe, the UK and South Africa since 2004. Fourteen years of training and experience along with some profound personal insights have lead to the creation of an evolving [Authentic Self Empowerment™ \(ASE\)](#) methodology. In 2015 Jevon obtained a MSc degree in 'Consciousness, Spirituality and Transpersonal Psychology' through Middlesex University, London. Subsequent to that he was asked by the University to develop and present an online Transpersonal Coaching course, which he currently leads in addition to his other courses and events.

Jevon has had an interest in what motivates human behaviour for as long as he can remember. His desire to help people lead a purposeful life was catapulted when he survived an armed robbery at age 25. The perpetrator deliberately shot at him at close range and the bullet narrowly missed his head. This near death experience became a defining moment for him. He felt spared for a reason and after intense soul searching the reason became clear: *"Make every moment of your life count, not because you never know when it may be over, but because every experience counts for something valuable!"*

Through studying, using and teaching [NLP](#) Jevon is able to fulfil his mission – helping people discover their true value, while being a proactive part of the Whole to which we all want to belong.

Jevon established [NLP Wizardry](#) as a specialised approach in NLP training and coaching, as well as related products and resources. [NLP Wizardry](#) integrates the methodologies of [Humanistic Neuro-Linguistic Psychology™](#) and [Authentic Self Empowerment™](#) with classic NLP to provide a highly effective approach to coaching and personal development.