

# Neuro Linguistic Programming

## MORE DETAILED DESCRIPTIONS

**RAPPORT:** Is having the ability to effortlessly connect or flow with another person even though they may be different in many ways than you are yourself. Being able to maintain rapport verbally, non-verbally, energetically, or physically is a skill, which is essential in our communication and helps us to successfully build relationships with other people.

### **METAMODEL LANGUAGE PATTERNS AND COMMUNICATION**

**SKILLS:** Being able to hear and identify the core intention in another person's communication is essential when working with others in any context.

Once learned, use of the meta model can clarify communication not only for the listener but can also lead the speaker into a deeper understanding of themselves. This skill is a vital tool in any therapeutic setting.

It trains the practitioner to stop putting his or her own interpretation on the client's experience and will quickly reveal the underlying issue without the use of mind reading.

**SENSORY ACUITY:** To have sensory acuity is to be aware of minute changes in what you see, hear, feel, taste and smell. Develop the ability to be able to distinguish between sensory awareness and what you think is real [perception unaccompanied by reality]

**SENSORY SYSTEMS:** [external] Learn to distinguish which sensory system another person is speaking in and be able to respond in the language patterns that are more meaningful to that person's way of experiencing life. Knowing how to do this builds rapport and engenders understanding. [Internal] Also learn how to be more in charge of the natural functions of the brain and be able to expand and enrich life experience.

**ANCHORING RESOURCEFUL STATES:** Utilize your ability to access and build resourceful states like confidence, relaxation, enthusiasm, love etc, any time you choose.

**COLLAPSING NEGATIVE ANCHORS:** Sometimes people get negatively anchored to past experiences where there was emotional or physical pain and even thinking about that past time will restimulate the experience e.g. the sound of the dentist drill. Learn how to collapse those negative anchors so that you can choose your responses in every moment rather than bringing the past into your present.

**CHAINING ANCHORS:** When the gap between the desired state and the problem state is vast e.g. apathy about life vs. active enthusiasm, then a specific method of anchoring is required to shift the unwanted state to the preferred state

**SUBMODALITIES:** Whatever we experience in life, the brain stores the details in a system we call sub modalities, it's like a barcode that the brain uses so that it can store your experiences and retrieve them when needed. Knowing how to enter the system means you will be able to change un-useful programming like fixations, habits, beliefs etc and create useful ones. There are many sub modality based process taught during the training such as The Swish for changing habits like nail biting or smoking. The Phobia Cure where you'll learn how easy it is to teach a phobic how to change the pictures they make in their minds that cause them to freak themselves out. The belief change process to change the kind of limiting perceptions that stop a person succeeding and fully exploring their potential, and more.

**GOAL SETTING AND OUTCOMES:** Have you noticed that people talk about what they want in life but all too frequently never attain the goal? Do you wish you knew what people who manage to create what they want, do differently than those who don't? Do you want to learn how to set achievable and ecological outcomes that will get you consistent results? Are you ready now to bridge the gap and have your dreams become reality? You can learn how to on the second day of In Tuitions N.L.P. training.

**METAPHORE:** Discover how to create and deliver stories that inspire, invite change, heal, expand awareness and open up possibilities and potential within the listener.

**STRATEGIES AND MODELLING SUCCESS:** Everything we do in life requires a strategy in order to attain a result. Whether it is buying new clothes, getting to work on time, making a meal or achieving the perfect golf swing, there is a system we go through to make it work. Modeling successful strategies is one of the foundations of N.L.P. Learn how to identify and model so that you can create strategies that will get excellent results every time.

**NEGOTIATIONS AND HANDLING MEETINGS:** Knowing how to elicit your client's outcomes, being able to make informed decisions based on that knowledge, having behavioral flexibility, maintaining rapport, setting tasks, evaluating, goal setting, using I language, non-judgmental feed-back. All of these subjects and more are what you can learn about on a training and they will give you some of the same skills that put top negotiators and managers in the positions they are in.

**A MODEL FOR SALES:** Each person has their own strategy for deciding how or when to purchase, so it's valuable for anyone with something to sell to know about motivation, decision making, convincer and reassurance strategies. Being a great sales person also requires good communication, so the ability to be in rapport with your client, knowing which questions to ask so that you can effectively serve your customers needs, giving good service and value, knowing

how to finalize a deal and settle agreements, these are the hallmarks that have customers return and also recommend you to others. Develop the know-how that when applied, will allow your business to succeed and grow.

**HIGH PERFORMANCE COACHING:** To coach is to provide the means whereby people can take themselves to where they want to go. Great coaches make it easy for people to learn, they assist people in setting, planning and achieving goals at levels above their current performance. They also encourage their clients to begin to take charge of their own learning and further development and they know what to do to handle limiting decisions or negative emotions should they arise. If you were thinking you would like to become a life coach or a life strategist, it's important to develop a broad range of understandings, like having techniques that are tried and true for getting results, be able to pace and lead your client to build confidence in their own abilities and to educate and inspire so that they keep growing when your job is complete. An N.L.P. practitioner and master practitioner training will give you a thorough grounding in the leading edge skills which are necessary to become a highly proficient professional coach.

**NON-DIRECTIVE ERICKSONIAN THERAPY:** Understanding the functions of the unconscious, the conscious and the higher aspect of the mind and how each operates, leads to a skillful ability to be able to assist yourself or others who are wanting to change deep seated programming. Some of the skills you will learn are: Language patterns, techniques for relaxation, surface consciousness and deep consciousness communication, engaging a client's own resources for solution to problems and how to verify that change has occurred at the deeper level where all the programming is stored. And more.....

**META PROGRAMMES:** Are powerful unconscious filters through which people experience and respond to the world. Many employers, to select the right type of personality profile for a specific job, now utilize these filters. In therapy, knowing clients main meta program can be a useful tool in the recovery process and allows help for the client to understand their way of viewing the world, which in turn can lead to the development of more skills to cope with their experience.

**TRANSFORMING CONFLICT TO RESOLUTION:** Until recently people have had the idea that the way to resolve conflict was to get every one to agree that the same things are right or preferable. Ultimately this doesn't work because you don't always have to have just one viewpoint to get a solution. During the training you will begin to learn the basis of how to resolve conflict and negotiate win/win solutions

**FAMILY THERAPY MODEL:** Healing relationships can involve some very specific skills like knowing how to identify the negative anchors that have built up over time, knowing which meta program's each person brings to the

relationship e.g. introvert v/s extrovert, eliciting the core values each individual has and if they are compatible to the other persons values, how to conduct a session with an individual as well as with couples, communication and setting up agreements, or teaching and tasking your clients with useful strategies for enhancing or creating love.

**REFRAMING:** All perceptions of reality are neutral, we give our perceptions life through our belief. People create meaning in order to categorize and sort out their world. The definition or meaning that we give to our experience, causes either acceptance or resistance, this in turn affects our attitudes, beliefs, emotions, physiology and relationship with yourself and others. Learn how to be able to reframe unhelpful or limiting perceptions to create a reality that is supportive to optimum well being.

**VALUES:** Define what is most important to us at a deep level. Although largely unconscious, they motivate our behavior and choices. Sometimes people feel dissatisfied with their life, their relationship, their job etc. Upon deeper enquiry we often discover that the person has a sense of either not fulfilling their inner purpose or that the things they value most are not present in their life. Learn how to elicit core values and discover what supports or inhibits these precious values from manifesting. With this knowledge, if desired, any limiting programming can be resolved, or negative emotions healed and a meaningful relationship with life re-established.

**HAWAIIAN HUNA:** Discover the spirit of ALOHA and why the early Hawaiians had a society free from violence, crime, mental disorders, prejudice, greed, violation of others, sexual imbalances, disrespect for the natural environment, negative emotions, etc...

The embracing of this ancient system brings about a state of being which engenders

Self trust, fulfillment, appreciativeness, self-empowerment, heightened awareness,

joy and love. As this way of living and being flows out from the individual, it has the ability to re-establish in the world a sense of grace that could bring peace, balance, understanding and respect, for all life everywhere.

### **CLEARING THE PAST OF NEGATIVE EMOTIONS AND LIMITING DECISIONS:**

The Hawaiian's, and many other ancient cultures knew that if there was a problem now,

it most probably had its basis in something that had happened in the past. They had a very efficient and effective method for clearing the accumulative past time track of anger, grief, sadness, guilt, resentment, separation, enmeshment, negative emotions and limiting decisions and for setting up positive and ecological goals way out into the future.

The earlier developers of NLP modeled this method because it was found to give consistent results especially when utilized with all the other knowledge that is contained in NLP training. In NLP we know this Hawaiian system as 'Time Line Therapy.'

In the last 15 yrs, The Time Track, Past life therapy, Shamanic journeying and more recently The Journey, which is a hybrid of some of the elements which are taught in an NLP training, have become popular as a self help method of clearing the past.

If you are interested in getting the knowledge that makes the difference to your knowing what to do when things don't happen as you expected when you are conducting a session, or, if you think this stuff doesn't really work because it didn't happen like you were told it would or you thought it was supposed to, then all that's happened is, that you haven't had enough information to develop skills and understandings that will teach you how to get through the unexpected. A complete NLP training will give you the methodology, the knowledge, the techniques, the resourcefulness, an understanding of the mind and how the brain functions plus the complete range of 42 language patterns that you will need in order to be a competent and effective change agent.