

Transform Destiny Proudly Welcomes You To

Intro to NLP

Please take your seat. Our workshop will begin shortly.

Opening Themes

- Empowerment: The Formula For Success
- The Importance of Your Focus
- The NLP Communication Model
- Perception is Projection
- Neuro-Transmitter
- Neurological Connections
- Responsibility for Change

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Empowerment

The Formula for Success



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Which Side Are You On?

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The Importance of Your Focus

You Get What You Focus On, So Focus on What You Want!

“Whether you think you can, or you think you can’t, you are right” Henry Ford

“I have a policy. I never listen to anyone explain why they can’t do something.” Michael Caine
He added that it was because he didn’t want to be convinced by it.

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The Importance of Your Focus

“Where there is negative thinking, let there be reflection (dwell, ruminate, obsess) on the contrary (the opposite).” -- Patanjali, *The Yoga Sutras*, 600A.D.

You get what you focus on, so focus on what you want!

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The Importance of Your Focus

You need to be in charge of your focus and your results.

We at Transform Destiny are caring people, and you also need to know that we don't care about your excuses for not having, being or doing what you want and having your life the way you want it.

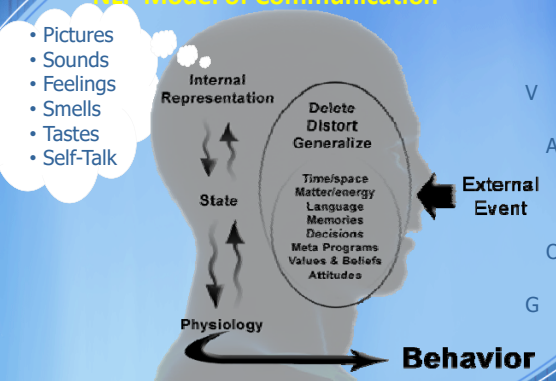
We invite you to give up arguing for your limitations.



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NLP Model of Communication

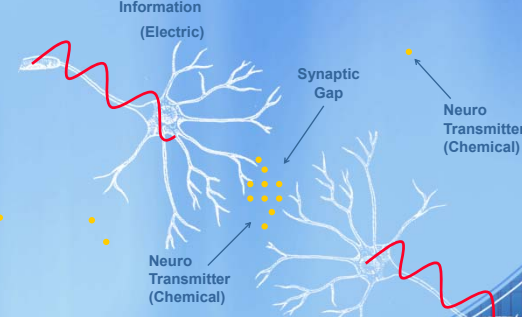
- Pictures
- Sounds
- Feelings
- Smells
- Tastes
- Self-Talk



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The Mind-Body Connection

Diagram of Two Neurons



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Neuro-Transmitter Bathes Every Single Cell in the Body!

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Responsibility for Change

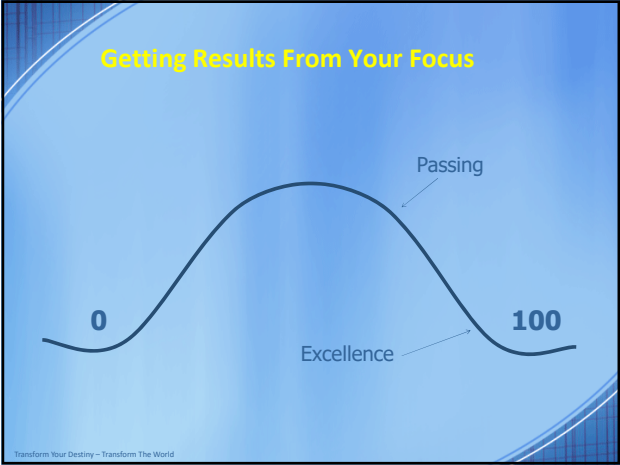
- Close the eyes
- Relax the muscles around the eyes, so they're
- So relaxed, you can't relax them any more
- Holding onto that relaxation
- Test them, and make sure you can't open them.
- Who has to do all that? You do!
- The responsibility for change always falls on the client

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Responsibility for Value

- When you buy a blender
- When you buy a car
- When you go to dinner
- When you purchase a service
- And... when you take a training

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“We are what we repeatedly do.

Excellence, then, is not an act, but a habit.”

- Aristotle

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- ### Operating Agreements
- Do all exercises to the best of your ability
Do not practice other modalities
Only do NLP, even if you know other things
Notify me if you need tasking
 - Be on time
 - Talk only from front-to-back
 - This is an intensive training
Keep distractions to a minimum
Will be highly monitored by coaching assistants
 - I also agree that if I have a problem with someone or something at the training, I will only talk to someone who can do something about it.
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- ### The Many Definitions of NLP
- Lost user manual for the mind
 - An attitude and methodology that leaves behind a trail of techniques
 - The study of subjective experience, and how it affects our behavior
 - The realization that our words do not define the world we live in – they determine it.
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Major Premise

All

- Learning
- Behavior
- Change

Is Unconscious

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Why NLP Works So Well

Traditional Therapy Works with only the Conscious Mind

Conscious Mind

Unconscious Mind

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Why NLP Works So Well

Hypnosis Works with only the Unconscious Mind

Conscious Mind

Unconscious Mind

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Why NLP Works So Well

Only NLP strives for total Conscious-Unconscious integration

Conscious Mind

Unconscious Mind

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Pattern Interrupt

Behavior

The Interrupt becomes part of the pattern

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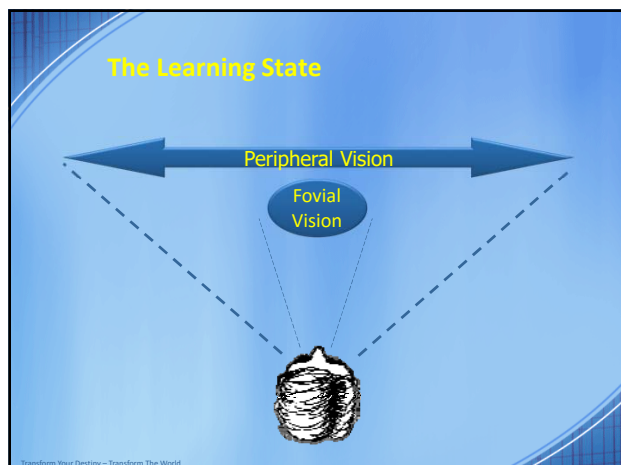
The Learning State

- Also Called “Heightened Awareness” by Police
- “The Zone” in Sports and Martial Arts
- “Uptime” by Hypnotists and Practitioners
- “Hakalau” in Hawaiian Culture
- Teaching this to (especially ADD/ADHD labeled) children will generally raise their GPA by 1 – 1.5 points.
- It’s like opening up a trap door to your mind and letting all the learnings come in, easily and effortlessly, so you can access them any time.

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The Learning State

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Presuppositions of NLP

- Respect for the other persons Model of the World
- Change is to be evaluated in terms of Context and Ecology
- Resistance is a Sign of a Lack of Rapport
- People Are Not Their Behaviors
- Everyone is Doing the Best They Can With the Resources They Have Available
- Calibrate on Behavior
- The Map is Not the Territory
- You Are In Charge of Your Mind, and Therefore Your Results.

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Presuppositions of NLP

- People Have All the Resources They Need to Succeed and Achieve Their Goals
- All Procedures Should Increase Wholeness
- There is Only Feedback (There is No Failure)
- The Meaning of a Communication is the Response You Get
- The Law of Requisite Variety
- All Procedures Should be Designed to Increase Choice

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Prime Directives of the Unconscious

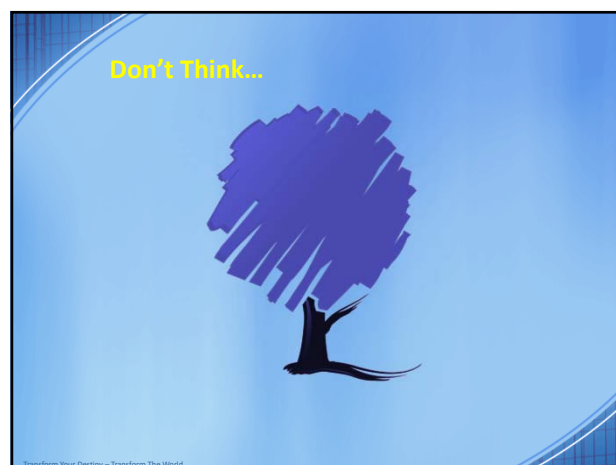
- Stores all memories
- Is the domain of the emotions
- Organizes all memories
- Represses memories with unresolved negative emotions
- Presents memories for resolution
- May keep emotions repressed for your protection
- Preserves the body
- Runs all bodily function
- Is a highly moral being
- Is a servant, loves to follow orders

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Prime directives of the Unconscious

- Controls and maintains all perceptions
- Generates, stores, distributes and transmits energy
- Maintains instincts and generates habits
- Needs repetition to install a habit
- Is programmed to continually seek more and more
- Functions best as a whole, integrated unit
- Is symbolic
- Takes everything personally
- Works on the principle of least effort
- Does not process negatives

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Creating Success

Pages 16 – 21 of the Manual

Creating Success

- Creating Achievable Outcomes
- Sensory Acuity – Observing Others
- Rapport
- Communicating in Rep Systems
- Discovering How People Are Thinking
- Persuasive Use of Vocal Tonality

Creating Achievable Outcomes

S M A R T	Specific
	Simple
	Measurable
	Meaningful to you
	At a new moment At a new area of your life
Realistic	
Responsible / Ecological	
Timed	
Toward What You Want	

Rapport - Modalities

- Posture
 - Gestures, Proximity, Head Tilt, Angle, Handshake
- Facial Expressions
 - Blinking, Smiling, Eyebrows
- Breathing
 - Rate, Location
- Voice Quality
 - Tone, Tempo, Timbre, Volume
- Predicates
 - V, A, K, Ad
- Language
 - Key Words, Common Associations, Chunk Size

The Four Indicators of Rapport

- Internal Feeling
- Color Shift
- They Say Something (Optional)
- You Lead, They Follow

Basis For All Exercises

A: Subject
Use Real Situations

B: Leader
Only Do NLP




C: Observer
Notice the Process, Offer Assistance, Feedback

Exercises – Chair Positions

Subject

Leader

Observer



5 Minutes Each Person

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Achievable Outcomes

Page 9 of the Manual

Five Principles for Success

1. Know your outcome

2. Take action

3. Have sensory acuity

4. Have behavioral flexibility

5. Operate from a physiology and psychology of excellence

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Creating Achievable Outcomes

• Stated Positively

• Present Situation

• Get Specifics

- VAK
- Make it Compelling
- Future Pace (Ex, Dec 12, 2018)
- Present Tense

• Evidence Procedure

• Congruently Desirable

• Contextually Appropriate

• Determine Resources

• Check Ecology

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Achievable Outcomes Exercise

1. Client (A) states outcome.

2. Practitioner (B) asks client to think of Outcome and reads the questions from page 9. Client and practitioner create the written outcome.

3. Observer (C) notices the process and provides feedback at the end.

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Remember...

• Whenever you're doing NLP, TIME or Hypnosis

Say it the way you want it!

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Your Goals For This Training

Make them so

BIG

that if you got them, this would be the most important training you had ever taken!

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GOOD AFTERNOON!

Please take your seats

Class will start at 1 PM promptly

Submodalities

Pages 25 – 34 of the Manual

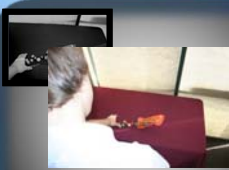
Submodality Techniques

- Changing Submodalities
 - Motivation Example
- Contrastive Analysis
- Mapping Across (AKA, Like to Dislike)
- Swish Pattern
- Dissociative Techniques
- Perceptual Positions
- Many more at Master Practitioner

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Mapping Across (Like to Dislike)

Elicit #1



Elicit #2




Differences:

•Color	•Size
•Location	•Framed
•Brightness	•Associated/Dissociated


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Changing Submodalities



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Perceptual Positions



2nd Position - Dissociated

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The Conscious Use of Language

Pages 40 – 42 of the Manual

Language in NLP

- Conversational Hypnosis (Milton Model)
- Linguistic Presuppositions
- Controlling the Conversation (Hierarchy of Ideas)
- What-If Frame
- Backtrack Frame
- Purpose Frame
- Relevancy Frame
- Contrast Frame
- Conditional Close
- Creating Positive I/Rs
- Tag Questions
- Reframing

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Persuasion Principles

- Tune into WII-FM
- Rapport
- Seven Laws of Influence
- Strategies
- Values
- Communication Skills
- Use Hypnotic Language

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Milton Model Patterns

• Mind Reads	• Lack of Referential Index
• Lost Performative	• Comparative Deletions
• Cause & Effect	• Pacing Current Experience
• Complex Equivalence	• Double Binds
• Presuppositions	• Conversational Postulates
• Universal Quantifiers	• Extended Quotes
• Modal Operators	• Selectional Restriction Violation
• Nominalizations	• Ambiguity
• Unspecified Verbs	• Utilization
• Tag Questions	

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Anchoring

Pages 46 – 54 of the Manual

Anchoring

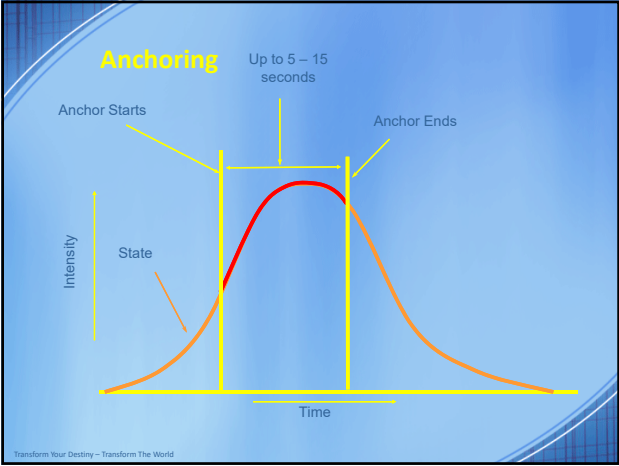
- Setting and Firing Physical Anchors
- Resource Anchors
- Collapse Anchors
- Chaining Anchors
- Setting and Firing Visual Anchors
- Setting and Firing Auditory Anchors
- Ring of Power
- New Orleans Flexibility Drill
- Sliding Anchors

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Four Steps of Anchoring

- Recall a past vivid experience
- Ancor at the peak of the state
- Change the state – Break state
- Evoke the state by triggering the anchor

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Stacking Anchors

Using multiple states, anchor each one individually to the SAME place.

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GOOD AFTERNOON!

Please take your seats
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Strategies

Pages 55 – 67 of the Manual

Strategies

- Buying Strategies
- Motivation Strategy
- Decision Strategy
- Reassurance Strategy
- Spelling Strategy
- Deep Love Strategies
- Learning Strategies
- Discovering Strategies Conversationally
- Using Strategies to Motivate
- Installing New Strategies

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Strategies

Strategies are a specific order of internal and external I/Rs that consistently produce the same result.

V → Ad → K → D

You could design the greatest strategy known to man, but if you don't get the *trigger*, it will never be set off!

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Some Types of Strategies

Buying Strategy

- Motivation
- Decision
 - Convincer
- Reassurance

Love Strategy

- Internal Attraction
- Recognizing Attraction
- Deep Love

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Installing The Spelling Strategy



Keep practicing this until it is fully installed.
Just trying to get by gets you nowhere.

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Levels of Achievement



- 5. Master Trainer
- 4. Trainer
- 3. Master Practitioner
- 2. Practitioner
- 1. Intro – Self-Help

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NLP Practitioner

- See How Other People Are Thinking
- Create Instant Rapport
- Be Persuasive with Conversational Hypnosis
- Discover and Use Other People's Strategies
 - Buying, Deep Love, Motivation, Etc
- Instantly Dislike Tempting Foods and Eliminate Bad Habits
- Completely Master Your State
- Eliminate Conflict and Limiting Beliefs
- Learn to Master Sales, Negotiation and Meetings
- Turn Objections and Problems into Advantages
- TIME Techniques INCLUDED
- Ericksonian Hypnosis INCLUDED
- Emotional Freedom Techniques INCLUDED

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NLP Master Practitioner

- Create Instant Change Conversationally
 - Quantum Linguistics, Decisions Destroyer, De-Identification Pattern, Advanced Presuppositions
- Win Any and Every Argument
- Predict People's Behaviors and Motivate Powerfully
- Discover and Tap Into People's Values
- See "The Matrix" and Understand Quantum Physics
- Master the Advanced Techniques of NLP
 - Drunk Pattern, Disney Pattern, Godiva Pattern
- Present Yourself and Your Services with Passion
- Model Excellent Behavior and Install It In Yourself
- Master TIME Techniques INCLUDED
- Master Hypnotherapist INCLUDED

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When You Are Done...

You will master it and you will absolutely know it!

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You Will Know You Know!



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Be Convinced of Your Skill



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Trainer's Training and Evaluation

- Learn to train NLP Practitioner, Master Practitioner, Hypnosis, TIME, EFT and Success Coaching
- 30 Behaviors of Great Presenters
 - Installed Unconsciously
- How to Format a Training
 - Learning Styles
- Group Process
- Design New Trainings From Scratch
- Marketing - 4 Different Ways to Market Yourself
- TIME Techniques Trainer INCLUDED
- Hypnosis Trainer INCLUDED

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A Life Experience Like No Other



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Ongoing Support

We offer ongoing support to our graduates.

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