

LIVE FROM LONDON! NLP nuggets

If you have been on the YCM calls or have taken one of my classes you are already familiar with some NLP. NLP stands for NeuroLinguistic Programing. Because I needed to renew my certification, I decided to go straight to the source co-founder Richard Bandler.

One of the foundations of NLP is personal change and the SKILLS to take charge of your life. NLP Is a method of influencing brain behaviour (the "neuro" part of the phrase) through the use of language (the "linguistic" part) and other types of communication to enable a person to "recode" the way the brain responds to stimuli (that's the "programming") and manifest new and better behaviours. Neuro-Linguistic Programming often incorporates hypnosis and self-hypnosis to help achieve the change (or "programming") that is wanted.

In Real Estate we often study the language and non verbal communication that influences the behavior of our clients and ourselves. Richard Bandler would take the stage first thing every morning, unscripted but using VERY specific language and tonality to get his message across. Every morning he demonstrated a technique by inviting participants to raise their hands if they had a particular issue.

Bandler spoke about how he created NLP. He said NLP is about getting the best procedure from people who have succeeded the best at any task and teaching others. Bandler said if he did something that didn't work, he tried something that did work. He learned to not look for the what went wrong or the whys. He looked at WHAT WORKED not matter how.

(When was the last time you looked at something that didn't work? What would it be like to get the best procedure from agents who have succeeded and learn it?)

It's about having lessons to design the inside of your head, just as you would just like you would design the inside of a room.

(What if you had support to see the picture that's inside your head and redesign the furniture?)

We've never had a way to think about how we think. As a physicist, Bandler used to design compiler systems, and the technology of teaching machines to replicate what humans did, gave him the idea to train humans to do what other humans do.

Whatever you are doing, whatever is going on in your life or in your business, it's not genetic. You had to learn that. (Bandler did an exercise for people who thought they couldn't draw and were not musical)

Creating pictures of where you feel bad is stupid. How do you know you're depressed? Maybe your happy and you just created a picture of being depressed. Every picture we create has sub-modalities. Handler and Grinder expanded on the idea that people build mental representations. They defined thinking in different ways, thinking in pictures, thinking in words, and thinking in feelings, tastes and smells. Whenever you get directions from someone or you give directions to someone, you rely on your ability to go inside and mentally represent

through a movie how to get to wherever you need to go. When people create anything they create it IN THEIR MIND first.

(What do you see as the picture in your mind of your business? Your plan for next year? Is it large or small? Bright or dim? Does it have a sound? Does it have movement? To have the most impact we should be associated with the movie- IN THE MOVIE)

We must put ourselves IN a positive state, not just thinking about it. Be in the state you want to elicit.

The mental voice inside your head. When you ask someone “ How do you feel about this house? Or this inspection, etc?” and someone answers “I’m frustrated” understand that when they say that, it’s actually a verb. It becomes an event, and then something the person is doing.

When people say I have frustration, they don’t actually have a bucket of frustration. They’re in the process of being frustrated. That is an ACTIVITY. You can find out much more about an activity than you can a “thing”. Asking more about the feeling can get you some answers. “How are you frustrated?”

What would you say to yourself if I asked you how you are feeling? Where is that feeling in your body? What direction is it going?

I learned a specific technique from Kathleen LaValle. I asked her about resistance to pick up the phone and she described a technique they had used in a call center they were hired to work with. This process involved pulling up mental images of what was important to them, changing the pictures into transparencies, and reaching through those images with you hand as you went for the phone so that you were associated in those goals.

We worked intensively with different models, strategies, and exercises for change. Too many to go through on this call.

One of the biggest messages of the entire 7 days is that we can choose to happy for no reason by changing the images in our head. When your neurology sings , that’s when the world sizzles. If we feel anxiety on a regular basis, it’s because we have practiced it over and over. Sometimes, people hang onto their problems because it makes them feel unique or important. Their problems give them identities.

Forward/Backward Exercise done on the call

The How to Feel Wonderful Exercise

- 1. Think of a time you felt wonderful**
- 2. Close your eyes and imagine that time in vivid detail. See the image clearly, hear the sounds loudly, remember the feelings as they were then.**
- 3. Imagine yourself stepping into that experience and imagine being in that memory as if it’s happening now. See what you’d see, hear what you’d hear, feel how good you’d feel. Make the colors stronger and brighter if that helps. Notice how you were breathing back then, and breathe that way now.**

- 4. Pay attention to the wonderful feeling in your body, and get a sense of where the feeling starts, where it goes, and the direction it moves in. Imagine taking control over the feeling and spinning it faster and faster and stronger and stronger through your body as the feelings increase.**
- 5. Think of a time in the future where you could use those good feelings. Spin these feelings throughout your body as you think about the future and the things you will do over the next few weeks. Don't be too surprised if you find yourself feeling really good for absolutely no reason.**

How to get a positive attitude, tips and techniques. https://www.youtube.com/watch?v=jpVw1B69w_c