



Welcome

Welcome to this to this Free NLP Coaching course. The course has been designed to give you an introduction to NLP and some of the techniques that are taught during the live training. The aim of the training is twofold.

- Firstly to give you some tools to create and achieve more of the results you want in life.
- Secondly, to assist you in deciding if taking the live training with Coaching with NLP is the right decision for you.

You will be able to watch this training as a set of videos, or be able to download the audios, so that you can listen to them at a time and place that suits you. You can access all these files at

<http://coachingwithnlp.co/free-nlp-coaching-course>

NLP and Coaching is and can be a very rewarding profession, both financially and even more importantly, emotionally. To assist your client in achieving their goals, regardless of context, gives one a sense of accomplishment and it is an honour to be involved in another's journey. Not only do you get the opportunity to have a positive impact on somebody else's journey, but you can create massive positive change in your own life.

During the full live training you will learn many additional techniques to work with people from all walks of life, as well as personally dealing with things that may have held you back in the past. The focus is on moving forward and yet we know that in order to move forward, we may sometimes need to let go of some things in our past. That is where techniques taught in Time Line Therapy™ is especially useful. Let go of limiting decisions, limiting beliefs, anxiety, phobias, fears and other negative emotions. This will help you to stop simply being a passenger. Be in charge of your life and create the life that you want and deserve.



My name is Wayne Farrell, owner of Coaching with NLP and an international trainer of NLP, Coaching, Hypnosis, Time Line Therapy®, Speed Reading and other personal development courses. I am passionate about personal development and helping you to achieve your fullest potential.

I welcome you with open arms and will guide you through this training. Should you have any questions, please feel free to contact me directly on the details below.

All of us at Coaching with NLP, are committed to do everything we can to make sure that your learning is the best that it possibly can be.

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Dedicated to your success.

Wayne Farrell



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DEFINITION OF NLP

Neuro: The study of the nervous system and the mind (how we think,) through which our experience is processed via five senses:

- Visual
- Auditory
- Kinesthetic
- Olfactory
- Gustatory

Linguistic: The study of language and other nonverbal communication systems through which our neural representations are coded, ordered and given meaning. Includes:

- Pictures
- Sounds
- Feelings
- Tastes
- Smells
- Words (Self Talk)

Programming: The ability to discover and utilize the programs that we run (our communication to ourselves and others) in our neurological systems to achieve our specific and desired outcomes. (So the sequence of our actions and how we motivate ourselves.)

In other words, NLP is how to use the language of the mind to consistently achieve our specific and desired outcomes.

NLP is really the study excellence; discovering excellence and then being able to utilise it in such a way that we can create change in ourselves and others. It begins from the attitude of curiosity and a willingness to experiment. We have this curiosity and willingness for experimentation, and we create these results through modelling this excellence of people who are most excellent in their fields.



WHAT IS NLP USEFUL FOR?

NLP is useful in all areas of our lives. From business to therapy to education to our own personal lives. Helping to empower ourselves and others we interact with.

The NLP communication model helps us to understand how we create internal representations. How we hold that internal representation in our head makes a difference in terms of how we produce our state, our physiology and thus our behaviour. Which in turn impacts on your performance.

Keys to an achievable outcome and well formedness conditions help to know your outcome, having a goal and knowing where you want to go.

Being able to build rapport with others is an invaluable skill in therapy, business and education to gain results. Being able to create a feeling of trust is conducive to effective communication.

Understanding the other persons preferred representational system is very useful, knowing which predicates to use to assist the other person to “get” what you mean. You heard people say, “I don’t see what you mean?” or “I don’t get a feel for it?” They are telling you exactly what you need to do to explain in a different way, but mostly we don’t realise it.

Understanding how we can say the exact same thing with different intonation patterns, which can actually mean different things to the listener. So being able to get the right message across when speaking to others.

Understanding eye patterns and what people are doing when they move their eyes in different directions. How do they access information?

Submodalities are very successful in creating very quick change and results to help yourself and others with things like minor negative states or behaviours. Maybe getting to like something (like vegetables) which they don’t and they need to for their health. Stop eating something that they really wish they could stop eating. Help with changing limiting beliefs etc.

Hierarchy of ideas helping to make communication more abstract or more specific. Help with problem solving. Helps in negotiation and arbitration.

The Meta model is very useful to help get very specific with what a person means when they say something. Have you ever had somebody not do what you asked them to do, yet they felt that they did it as you asked?

Metaphors are very useful in helping people to get the results they want without telling them directly what they need to do. Story telling is very powerful in getting results. Especially with children.

Anchoring to change and control your state, e.g. being motivated, happy, confident etc. Easily get rid of procrastination.

Understanding the strategies that people use. Example how to make decisions, whether they serve us or not. Understanding strategies means we can change them easily to create the results we want.

Another example is helping somebody who has a shopping problem and is a compulsive buyer.

Parts integration is useful to get rid of incongruence or internal conflict. You’ve heard people say, “on the one hand I want to do this and on the other hand I want to do that?”

Time Line Therapy® is phenomenal in letting go of negative emotions and limiting decisions, phobia, PTSD, limiting beliefs that hold you back etc. Easily get rid of anger, fear, sadness, guilt etc.

These are just some of the techniques you will learn during the live training and things that NLP can help with. People are getting phenomenal results using the skills in different settings and areas of life, whether they are teachers, parents, business people, sales people, psychiatrists, doctors, coaches or in whichever capacity they work with others. The techniques taught in NLP have far reaching benefits and mastering them can have a massive positive impact on your life.

C > E

Which side of the equation are you on?

Are you at cause for everything in your life, or are you at the effect of things happening too you?

Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbour. Catch the trade winds in your sails. Explore. Dream. – Mark Twain

No matter where we are in our lives or careers, we either have the results we want, or we have reasons as to why we have not yet achieved what we want. The fact is that most people will give you reasons for not yet having achieved what they want. Reasons why they have not been on that holiday in 5 years, whether it is a bad economy, being laid off, illness or whatever is going on in their life. There are reasons that they are not satisfied in that area of their being and reasons for things not being the way they want them to be.



Now imagine if you knew the day you were going to move on from this life. Imagine lying down 5 minutes before it was time to pass on and you think to yourself, "I would have," "I could have" or "I should have." How many people do you know have uttered those words or something along those lines? "I could have been a contender, but that thing happened to me and it ruined everything." These are reasons for not having had it all.

(Now very importantly, I want to be very clear at this point and say that this does not mean the person is to blame or at fault. Please bear this in mind. The idea of finding the reasons is not to say that you or your client is at fault or to blame. It is not about beating yourself up.)

Now as we imagine that moment before passing on and think about the things we had not achieved and the reasons for not doing so, I am sure you can agree that would not be very satisfying. It would not be liberating to think and certainly not empowering. In fact, you could almost imagine feeling cheated. I appreciate that there is no evidence that you are always totally responsible for what happens to you all of the time. There is no evidence to say that we CAUSE everything in our lives.

I do however suggest that in many cases, having a very good plan and implementing the plan by taking the right actions, that results can be achieved.

Furthermore, any feedback and learnings we get from not achieving the intended goal, serves to empower us and help us to hone the action plan into one that may lead us to success. Thomas Edison famously replied that he did not fail 10,000 times, but rather found 10,000 ways not to do it, when he was asked about all the previous failures in creating the light bulb.

In many cases people will actually blame everything and everybody around them as to why they have not succeeded. Many people are professional victims and love to play the victim or blame game. Having these reasons for not having achieved the goal is not all bad though. It is merely a matter of perception. Once we understand what the reasons are, we can change our focus and create a proper action plan to achieve the results we desire. This can be achieved by coaching and helping the client to overcome or navigate the stumbling blocks on the path to success.

Destiny is not a matter of chance. It is a matter of choice. It is not something to be waited for, But rather something to be achieved.– William Jennings Bryan

Now let's focus on the "CAUSE" side of the dichotomy. Let's pretend we were at the cause for wherever we are in our life. You may argue and say something like "I did not ask to be in a car accident," or "I did not ask to be shot," or whatever bad thing could have happened in our lives. I only ask that we IMAGINE that we were at cause for everything that has happened and where we may be in our lives. That the rest are merely reasons and now we want to focus on the result.

The fact is that we are where we are based on our conscious and unconscious decisions that have led up to that point. Here is an example. Let's imagine a client has been involved in a bank robbery and they were held up at armed gun point. So now they suffer with PTSD. I know that sounds a little extreme and I can assure you that there are many worse things that have happened to clients.

The fact is that the client was at that particular bank at that particular point of time, based on their conscious and unconscious decisions. Now please remember, we mentioned before that this does not suggest that the person is at fault or to blame. It merely points out that we are where we are, based on our conscious and unconscious decisions. This is one of the fundamental things I discuss with my clients and once they accept that fact, they are empowered to take the right action to achieve the results they want.

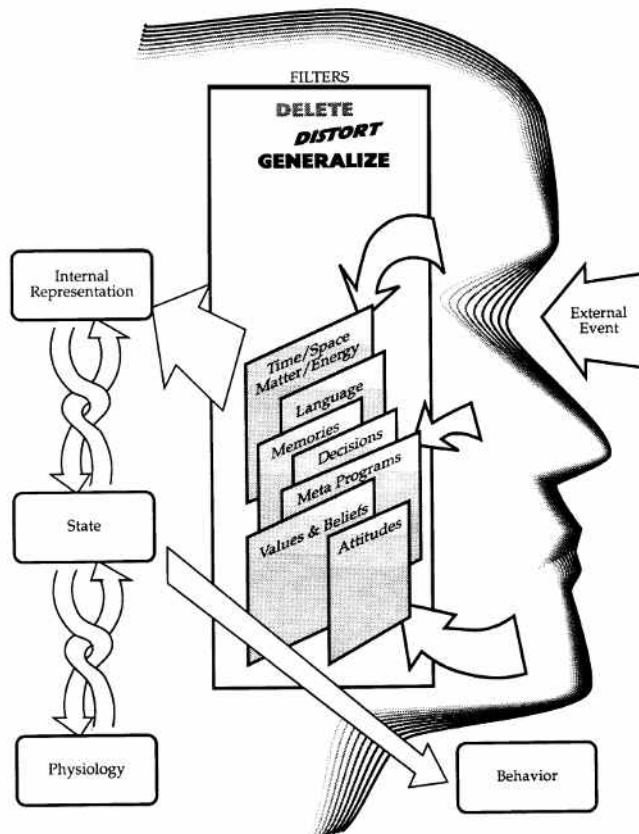


Now we can take the learning from the experience to help us in the future. I realise this may be uncomfortable for some people to accept. Again there is no evidence to suggest that we can always control what happens to us. What it does do is to free us up from the blame and victimhood mentality, to focus on the results we truly want. This is a much more empowering position to be in and is a springboard to achieving the results we want. When something is not working, then we can change our course of action to assist in moving in the intended direction.

"The definition of insanity is doing the same thing over and over and expecting different results."
Albert Einstein.



COMMUNICATION MODEL



According to the Hungarian Biologist, Mihaly Csikszentmihalyi, we get bombarded by around 2 million bits of information per second through all our input channels. (Scientists now say it to be more like 11 million.) He said that we can only process around 134 bits per second. My 134 bits of information is different to yours, because I delete, distort and generalize differently to you based on all my internal filters.

Without deletion we would be faced with far too much information for our conscious mind to handle. Deletion occurs when we selectively pay attention to particular aspects of our experiences and not others. Like driving down the road you don't look at every single signboard. Similarly have you ever noticed a new building or something you had noticed before and yet it has been there all that time. You simply deleted it as it was not important before.

Distortion happens when we make shifts of data in our sensory data, by making misrepresentations of what is real. For example, this can happen when we mistake somebody for someone else or even 'imagining' how somebody might look before you have even met them.

Generalization is like where we draw conclusions about someone or something based upon previous experiences. To generalize can help us to learn by taking information we have and drawing conclusions about the meaning of the effect of those conclusions. Example if you burnt your hand on a hot plate once, you don't need to touch another hotplate to know that will also burn. It can cause us to form limiting beliefs about ourselves and our capabilities based on a previous failure, which can then hold you back from doing it again the rest of your life.

PERCEPTION IS PROJECTION

Your Perception of me is a reflection of you



My Reaction to you is an awareness of me

We can only perceive what is already in our consciousness. This comes from a guy called Carl Jung, who was a Swiss psychologist and one of the 3 fathers of psychology, along with Freud and Adler. He said what we perceive is who we are. What we perceive outside ourselves is who we are. That means we can't perceive anything out side of ourselves that is not us.

You may say, yes, I can agree he is my projection, or he is, but that person certainly is not. What Carl Jung said, "We tend take our most unconscious material and project it on people and events around us. That which is unconscious must of need be projected on people and events that are around us."

The reason is that when we encounter that projection, then we can become conscious of it and deal with it. When we get the learning's, then that projection will change. This has an impact on results. Your clients will come to you for whatever change they want and a lot of you getting results will depend on your beliefs and projections inside of you and them.

This has been proven with kids. They took a group of kids and told a teacher that the "special needs" teacher was not available that year and they will have to teach them and just do the best they could. The kids all got around a "C" average. The next year they took the same kids and told another teacher, that the kids were gifted and the teacher who should take them was not available. So they would have to teach the kids. That year the kids all got A's and B's. So the point of view of the teacher was projected onto the kids and their performance. That is also true about your kids if you have any and it is also true about yourself. Your unconscious mind will perform to the extent that you believe it will perform and to the extent that you believe it will not perform, it won't.



We tend to perceive people and events around us based on our preconceived filters and those preconceived filters, Carl Jung called archetypes. Which means much of our perception and therefore much of our projection are archetypes and is influenced by your personal beliefs, personal choices and your personal decisions.

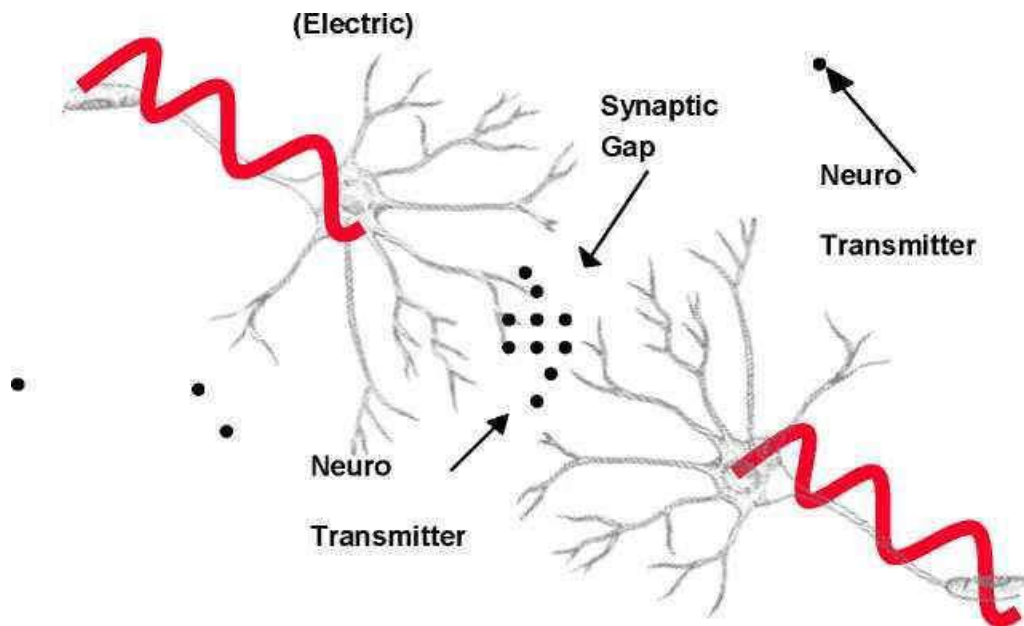
The 25,000 genomes in the human body cannot be responsible for all the variations and differences in people. All the differences cannot be accounted for simply by genetics. In 2002 scientists cloned a cat. Cat 2 has the same genetic makeup as Cat 1. However it had a different fur color. How is it possible that with exactly the same genes, Cat 2 had a different fur color than Cat 1?

This shows that there is a lot more regarding the environment, what's going on in your mind that makes the difference in people. Going back to the 134 bits per second which you choose out from the 11 million bits available every second. Imagine if I hand you 134 marbles per second. Now imagine I gave you 11 million marbles at a time. You could not possibly take them all. That's the amount of information that we miss or leave out of our perception. People cannot be any other way that we project them to be. What it means is it's impossible for us to perceive something that we are not. So when you look across your spouse and you say, "She looks so magnificent," then that's you. If you look across your spouse and you say, "She's no good," that's also you. So whatever you perceive in someone else or something else is your projection.

Often when people are in situations where they don't like what's going on, they want to run away and hope that in the new place things will be better. The people would be different, but eventually the situation will be very similar, because it is the same projection. Until that projection becomes conscious, meaning when you look outside and realize "what I observed outside of me is just me," things won't change. The grass is not greener on the other side. When the projection is unconscious we think it is someone or something else's fault that things are the way they are. The thing is to realize pretty much everything is you. This is powerful especially when working with clients. To the extent that you have negative emotions about someone or something else, the more likely it would be a projection of yours.

So we need to ask yourself, what is it in me that I need to deal with? That is not to say that we look at example a murderer and be ok with what they did. It means that we deal with what we are projecting, so that we don't have a major negative reaction to it. We could say that to the extent that I have negative emotions about someone I can be sure that it is a projection. To the extent that I have positive emotions or to the extent that I have no negative emotions, then I can be sure that I have incorporated that inside of me. Because everything is a projection.

NEUROTRANSMITTERS



The neurotransmitters are the little dots you see between the 2 neurons above. As information travels through our bodies, electrical signals travel down one neuron, then as the information (signal) hits the synaptic gap, it converts to a chemical signal. It is then taken up by the next neuron and is again converted to an electrical signal. These neurotransmitters can pass information to every cell in our body. So our thinking has an impact on our body as the information is passed from cell to cell. The mind body connection. This is very important in what we tell ourselves through our thoughts and beliefs.

When they first discovered neurotransmitters, they thought they were only in the brain. Then they thought they were only between the Neurons, but then they found, they are even in the uptake of the cells in every cell of the body. Scientists found that even after removing the brains of rats (only leaving the brainstem) that the rats could still run a maze. (Karl Pribram PhD, postulated the holographic brain in the 1960's, saying that memory is stored holographical through the body and not just in the brain.) That proves the "Mind Body Connection." That is really important. What that says is the thoughts you hold in your mind, can affect your body. How? Well the thoughts you hold can move through the Neuro transmitters throughout your body.

Have you ever noticed that when you have "stinking thinking," you get those types of results? People can think themselves sick. What about people that have healed themselves from illness from which they should have died?

If you have not yet, then I would recommend reading Deepak Chopra's book, Quantum Healing. In there he talks about the neurotransmitters that bathe every cell in our body. He calls this the mind body connection and says that our body and immune system is essentially eaves dropping on our thoughts.

RESPONSIBILITY FOR VALUE AND CHANGE

It is interesting how sometimes people go to training and they take the most awesome notes. They make colour charts, underline keywords, draw mind maps and create notes that any PhD would be proud of. Then, when they get back home, they take those notes and they put them on the dusty note shelf. Next to all the other notes they took of courses gone by. Courses where they had every intention to take some form of action, but it seems life just got in the way and things slipped. On the other hand, the next person who did the same course, actually took those skills they learnt and created wonderful change in their life.

Similarly, 2 people can buy the exact same car. One person can drive their car every single day. Taking it camping, towing the boat and jet skis, going on family holiday etc. While the second person only drives the car to church and back each Sunday and then parks it in the garage until next Sunday.

Five years later, when the day comes to trade the car in, the first person is all too happy to buy the new version of the vehicle. Whilst our second person does not believe it is worth buying a car of that price and size. They found that the car was simply a waste of resources as they got very little use from it.

Let me ask you a question, “Who’s responsibility was it to get value from the car?” The owner of the car of course. The car has got the potential to use it either way, but to get what we need from it, we need to use it. Similarly, somebody who says, I once did that course, but I never did anything with it. Whose responsibility is it to make the most of the new skills they had learnt?

This is a very important consideration in creating value and change from anything we do or learn. The product is merely the product. It is what we do with it that is important.

When you say that you are going to take certain actions to achieve your goals, then the goal is simply a dream until you physically take the actions to go and achieve it.

GREY ZONE

Really Good



The grey zone is the area where your life is ok and you are just cruising along. You know the good parts and the bad parts and you just get on with your life. The grey zone is where most people sit their entire lives. It is comfortable and they don't want to change. You ask somebody how they doing and they say, "I'm OK," or "It's alright."

People say they want to change, but at the same time they like how things are going and don't want to upset the apple cart. "I want to change but I want to stay like this."

"For things to change, you have to change." – Jim Rohn

How many people do you know who were affected by the recession? Some sink whilst others thrive.

People can easily make changes when things are good. You win the lottery, it is easy to change your car, buy a different house, and change your diet, etc.

Unfortunately that's not how it always works. Sometimes things happen in your life where it gets really bad. Like losing your job. Then you change because it hurts. You might have to start that business you have been talking about for a long time, because you now you have to bring in some money to feed the family.

Sometimes people try to run away from change because it is uncomfortable. Without change there is no growth, you cannot grow and stay the same at the same time. Growth is not always comfortable.

THE PRESUPPOSITIONS OF NLP

Convenient Assumptions

**R E S P E C T
U R - W O R L D**

1. **Respect** for the other person's model of the world.
2. Behavior and change are to be evaluated in terms of context, and **Ecology**
3. Resistance in a client is a **Sign** of a lack of rapport. (There are no resistant clients, only inflexible communicators. Effective communicators accept and utilize all communication presented to them.)
4. **People** are not their behaviors. (Accept the person; change the behavior.)
5. **Everyone** is doing the best they can with the resources they have available. (Behavior is geared for adaptation, and present behavior is the best choice available. Every behavior is motivated by a positive intent.)
6. **Calibrate** on Behavior: The most important information about a person is that person's behavior.
7. **The map is not the Territory.** (The words we use are NOT the event or the item they represent.)
8. **(U) You** are in charge of your mind, and therefore your results (and I am also in charge of my mind and therefore my results).
9. People have all the **Resources** they need to succeed and to achieve their desired outcomes. (There are no un-resourceful people, only un-resourceful states.)
10. All procedures should increase **Wholeness**
11. There is **ONLY** feedback! (There is no failure, only feedback.)
12. The meaning of communication is the **Response** you get.
13. The **Law** of Requisite Variety: (The system/person with the most flexibility of behavior will control the system.)
14. All procedures should be **Designed** to increase choice.



What impact do you think your thoughts and beliefs about others can have on the way you interact with them? Have you ever had to deal with somebody that you either liked, or really disliked. How did your thinking about them, impact on that interaction?

UNCONSCIOUS MIND

You know you have a conscious mind and the conscious mind is able to process 134 bits of information out of 11 000 000. The conscious mind is the part of you that is verbal, rational, thinking, and that conceptualizes everything.



Now let's begin by defining unconscious mind. Think of the unconscious mind as the part of your mind that you are not conscious of before right now. Until I mentioned it you weren't conscious of the feeling of feet against the floor or the backs of your legs against the chair, or you're back against the chair and certainly you weren't conscious of your eyes blinking or your breathing or the beating of your heart and all of those things are things that your unconscious mind does for you.

Understanding the unconscious mind puts the notion of change in perspective because the fact is that when we create the change, the changes happen at the unconscious level and in conjunction with the unconscious mind.

The conscious mind is only aware of now. The unconscious mind, besides of being aware of now, also stores all your memories. It is aware of the past and the future. The conscious mind learns sequentially. One thing after the other. The unconscious mind learns things concurrently. It can learn a number of things at the same time. The conscious mind needs time to learn things. The unconscious mind can learn instantaneously. Like sticking your hand in the fire. It's hot. You don't do that again. The conscious mind has cognitive learning and the unconscious mind is experiential. The conscious mind is in charge of voluntary movements. The unconscious mind is in charge of involuntary movements. The conscious mind is thinking and the unconscious mind is feeling.

The unconscious mind is the domain of the emotions.

It's where all the emotions live. Someone who is not really connected with their emotions may not have as a good connection with the unconscious mind as someone who is well connected with their emotions. So the unconscious mind is the part of that feels, although certainly we are conscious of our emotions. Typically emotions are stored and organized and kept in the unconscious mind.



The unconscious mind organizes all of our memories.

It uses the Time Line and the mechanics of that organization is the Gestalt. Our memories are organized generally according to time, but they are also organized according to subject. They are also organized according to feeling, and that's what allows us to have a certain, say, chain of memories of happiness or a certain chain of memories of frustration. The unconscious mind will chain all of those together.

The unconscious mind takes everything personally.

This is the basis of perception is projection. It is almost as if, you know, if remember when you were a kid and you pointed your finger at somebody and they said "yeah, but what you don't know there is three fingers point back at you." Every time you look outside yourself and you point the finger at someone else and say that's not me or that's that person or so forth your unconscious mind thinks you're thinking that of you. So the unconscious mind takes everything personally is like a double-edged sword. It's actually good and bad. It's good if you can get in control of your thinking. See everybody as divine and see yourself as divine. That's really great about NLP and working with clients, whether in business or education or therapy, on an everyday basis and believing that they can make a change. So the unconscious mind taking everything personally is a really important part of NLP because every time you work with someone else and they change, it also increases your belief system and you change and they change.

The unconscious mind works on the principle of least effort and the path of least resistance.

The unconscious mind will do as little as it possibly can to produce the kind of results you have asked it for. So that's important because it means we need to pin down the unconscious mind when we are asking it to make change.

The unconscious mind does not process negatives.

If I say to you don't think of a blue tree of course you are thinking of a blue tree. So, we have to be careful to suggest to our clients to make the kinds of changes we want them to make. Now, we could tell them what not to think. So, for example, I could say to you I don't want you to think that will be really, really easy for you make this change and of course the client's unconscious mind will pick up it will be really, really easy for you to make this change. Hearing that primarily over "I don't want you think that it would be easy" And by telling the client then what not to do we can tell the client what to do. The thing is that when you ask somebody what they want, most people are really good at telling you what they don't want. Like I want to have more money, because I don't want to be poor and I don't want to struggle for money. The unconscious mind does not process the negative and the fact is that the persons focus is on the things they don't want. Ask yourself instead, so what is it that you do want. Turn it into a positive and change the focus from what you don't want to what you do want.

Those are some of the prime directives of the unconscious mind, we will cover them in greater detail with the addition of another 15 really important ones, at the [live training](#).



What are your thoughts about the unconscious mind? How do you think you are influenced by our unconscious mind? Example, the conscious mind is the goal setter and the unconscious mind the goal getter. If your conscious and unconscious minds are at variants, then the unconscious mind will usually win.

Basis: Modeling Milton Erickson, the creators of NLP observed that people make minute changes from moment to moment, and that those changes have meaning *if* you have enough Sensory Acuity.

1. Skin Color

Light - - - - - Dark

2. Skin Tonus (The Tone of the Muscles – Look for the Shine)

Symmetrical - - - - - Not Symmetrical

3. Breathing

Rate

Fast - - - - - Slow

Location

High - - - - - Low

4. Lower Lip Size

Lines - - - - - No Lines

5. Eyes

Focus

Focused - - - - - Defocused

Pupil Dilation

Dilated - - - - - Undilated



EXERCISE: Pair up and notice what minute shifts/changes you can notice in your “client” as you ask them to think of somebody they really like. Then ask them to think of somebody that they really dislike. What impact do you think this could have on daily life?

RAPPORT

Desired Outcome:

To be able to establish rapport with any person, at any moment in time.

Theory:

- A. Communication is:
7% WORDS
38% TONALITY
55% PHYSIOLOGY
- B. When people are like each other, they like each other. Rapport is a process of responsiveness, not necessarily “liking”.

Process:

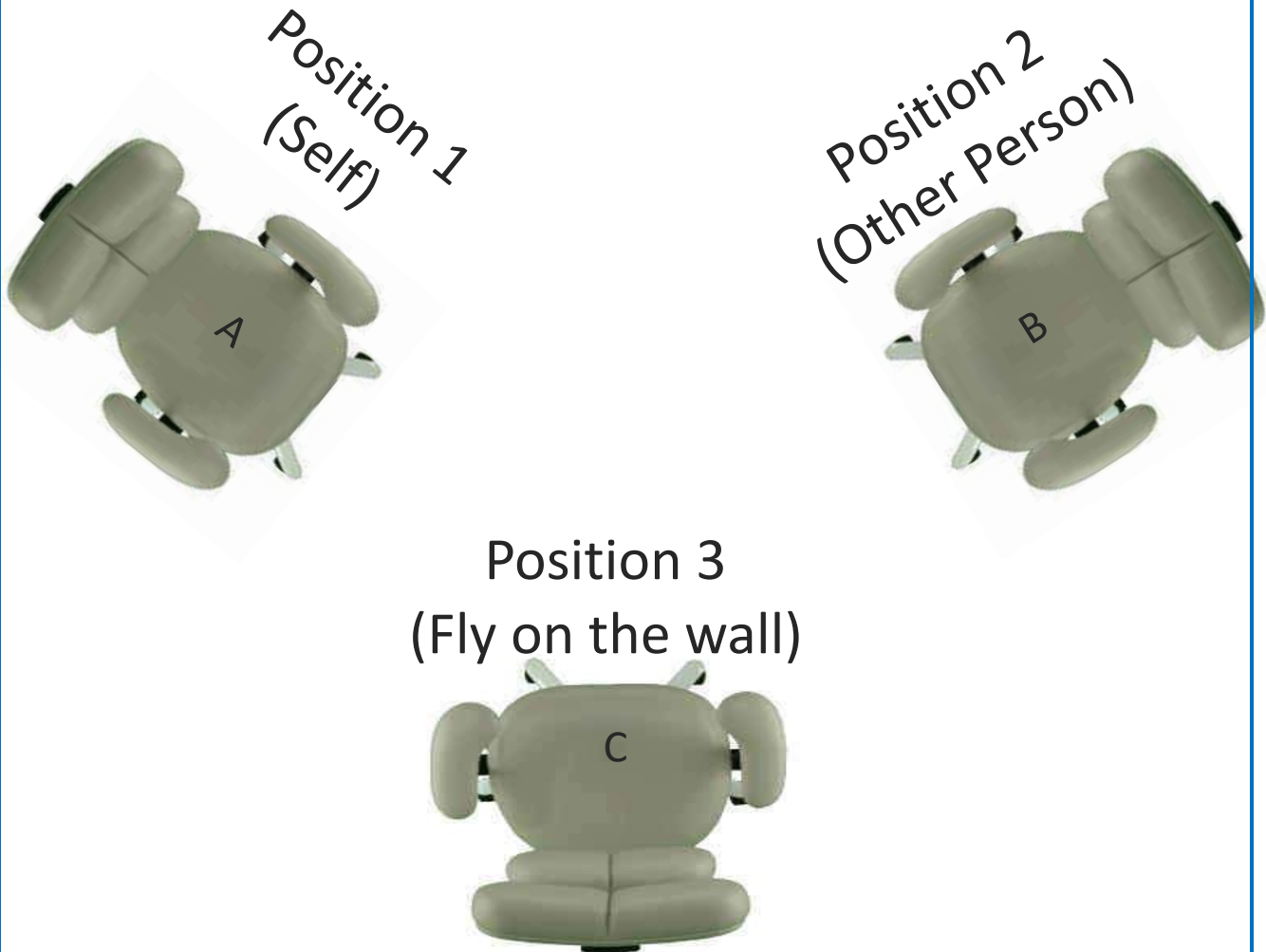
- A. Rapport is established by matching & mirroring
- B. The major elements of rapport: (Key elements marked with “●”)

- Mirroring
- Matching
- PHYSIOLOGY** (55%)
 - Posture ●
 - Gesture
 - Facial expression & blinking ●
 - Breathing
- TONALITY** (38%)
 - Voice
 - Tone (pitch)
 - Tempo (speed)
 - Timbre (quality)
 - Volume (loudness)
- WORDS** (7%)
 - Predicates
 - Key words
 - Common experiences & associations
 - Content chunks



Start to match and mirror people around you and notice how you start to build rapport with them. Notice how it becomes much easier the more you practice.

PERCEPTUAL POSITIONS



Have you ever had a conversation with somebody and then later you think, “Why did I say that?” or “I should have done that,” or maybe you had an argument and when you think about it you get upset again? Have you ever heard the saying, “I wish you could see it from my point of view?”

Perceptual Positions involves shifting your viewpoint and viewing a specific internal representation from 3 different positions. The first position is looking through your own eyes; second position looking through another person’s eyes; and third position is involving in the entire scene from a dissociated position, like a fly on the wall above the entire event.



Remember a conversation you had with somebody. Run through the conversation from all 3 view points and notice what you experience in each position and then overall about the conversation. This is very useful to incorporate learnings or learning to see things from a different point of view.

FIVE PRINCIPLES OF SUCCESS

In NLP we use many different techniques to help our clients achieve the goals they want to. When it comes to success, we incorporate the 5 principles for success. To achieve our desired outcome, there are 5 simple steps to help us achieve what we have set out to do or to take control of our situation. They are quite simple in their own right and yet very powerful when combined.

1. Know your outcome

You need to really know what it is that you want to achieve or what you want your outcome to be. Many people are totally lost, sailing like ships in thick fog, because they are looking for something, but not quite sure what. Should I change my career? Must I stay with the person I am with? What do you really want? Make a list of the specific things you want to achieve. Be sure you write down what you want and not what you don't want.

2. Take action

When you know what you want to achieve, you need to take action. Quite simple, yet so many people sit and ponder what they should be doing next. Never actually doing what it takes to get what they want. If you want to change your career, take action. You need to start by looking for another job. If you want to save the relationship you are in, take action. Why is it not going the way you want it to go? Speak to your partner and find out what he or she wants. Sitting around on your bum and not taking action is not going to get you anywhere. That is how people wake up and realize their lives have passed them by. It is when they say, "should have," "could have," "would have."



3. Have sensory acuity

This is interesting in the fact that we are sometimes oblivious to what is going on around us. E.g. what signals are we getting from other people? Let's stick with the relationship theme for a second and really simplify it for explaining what we mean by sensory acuity. If you lean in closer to give your partner a kiss and they turn their head so you can kiss their cheek instead, or they get red in the face, then there is probably something wrong. Ask them what the problem is. If it has been going on for some time, there may be some underlying issues and may be why you have this "feeling" that all is not well. If they jump up to give you a more passionate kiss, then it is a good indication that they want to be with you. So be aware of the subtle signals that people give to show their emotions. Sensory acuity is also about noticing if what we are doing is working or not.

So if you are taking action to achieving a particular goal and things are not quite going to plan, then it is important to notice that and have behavioural flexibility.

4. Have behavioural flexibility

This is another interesting concept. So there you are in the restaurant with your partner and the waiter brings the food. Problem is the food is cold. What do you do?

A) You moan at the waiter and make a bit of a scene. Your partner is embarrassed and later you will argue about your behaviour. The waiter is already having a bad evening, because the warmer draw is playing up and the reason for the food being cold.

B) Now, let's say you quietly and politely called the waiter over to explain the food was cold. He profusely apologizes and explains about the warmer draw. He is actually also the manager and says you can have the meal on the house because of your politeness.

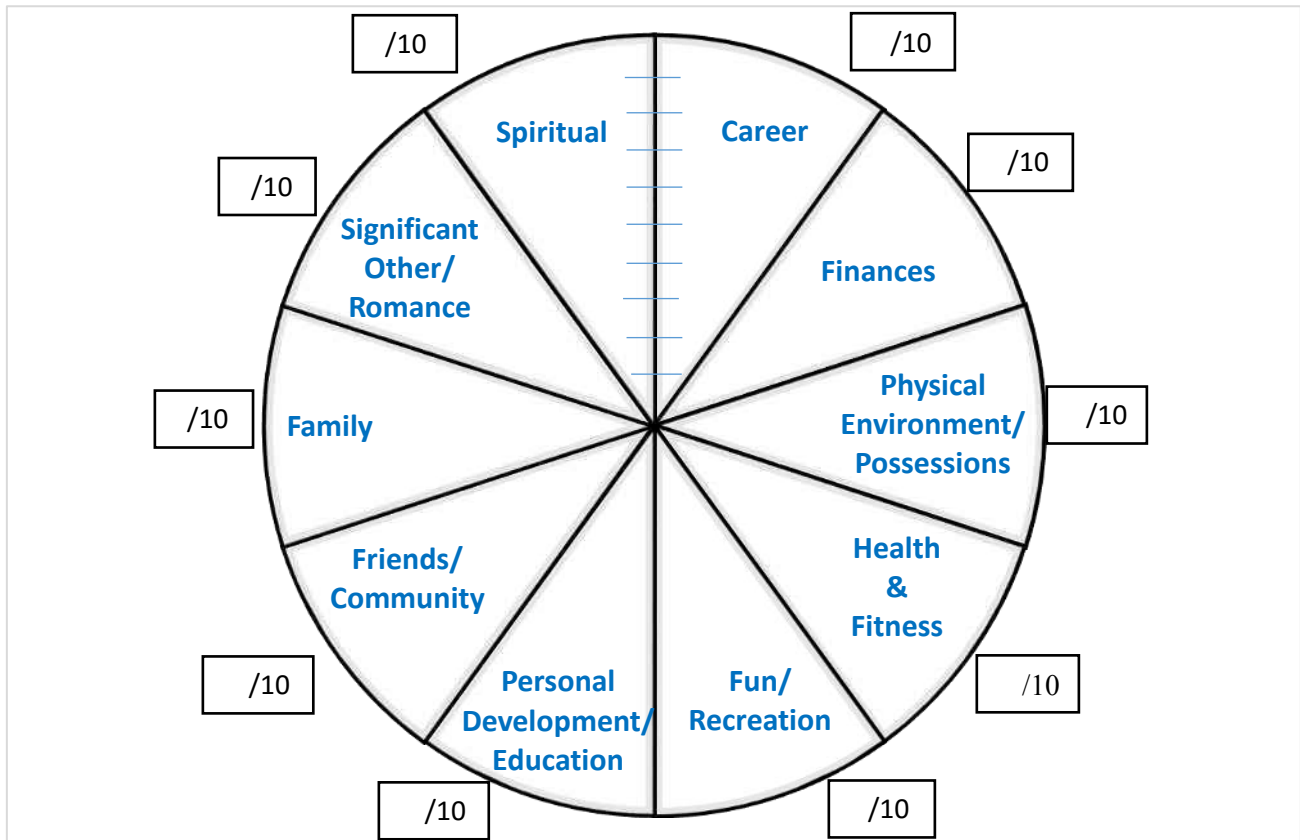
You see, the way we act determines how the other person reacts and so on and so on. The same situation can have many outcomes depending on our behaviour. Back to the relationship example, - shouting back at your partner instead of asking them why they are in a bad mood, can lead to further argument. Speaking to them in a soft caring voice could calm them down to explain they had a terrible day at work. If something doesn't work, do it differently or look for alternatives.

5. Operate from a physiology and psychology of excellence

So what do we mean a physiology and psychology of excellence in NLP terms? How do you stand, how you carry yourself. The thoughts that run through your mind and how you act. Make sure what it is that you want in your head and how you want to carry yourself to achieve your outcome. Is it conducive to getting the results you want? Would you go to an interview, ripped jeans, chewing gum and act in a way that may offend the potential employer? Do you walk tall and speak clearly? When you are with your partner, do you lie on the couch all day and shout across the room at them to get you some coffee? You don't see the queen of England swearing in public and chewing gum with her mouth open. Instead you will see a polite wave and smile. Be sure that you act, behave and carry yourself in a way that is conducive for the end result you wish to achieve. This does not mean being false. It means act in the way that will do you proud. You never know whose watching.

These are the 5 principle to success with some simple examples showing how we as people can behave and that there can be different outcomes depending on that behaviour or lack of behaviour. When we incorporate these simple 5 principles for success, then we behave in a way that will help at out intended goal.

WHEEL OF LIFE



Directions: The 10 sections in the wheel of life represent various areas of our life and encourages us to consider all areas of life. Imagine the centre of the wheel as 0 and the outer edge as 10. Rank your level of satisfaction with each area in your life between 0-10 in the box allocated for each area. Then use the markings to draw a curved line in each box to visually create a wheel. The new perimeter of the circle gives you a visual idea of possible rough spots in your wheel of life. It's good to narrow down to three areas where you'll focus your energy. You may notice that your wheel is not round. Imagine if it was the wheel on your car. How well would it drive?

This is really useful to do with new clients as it can help to find areas of their life that they need help with. This is an example of what the wheel of life could look like. You can also create a "Wheel of Business," or even drill down further on individual areas, example "Wheel of Health & Fitness."



Exercise: Take the Wheel of life and complete it for yourself in relationship to where you are in each of these areas in your life. What did you notice? Which areas would you like to work on most in your own life? How does one area of your life affect any other that might not be where you want it to be?

DESCRIPTION FOR EACH AREA

The first question you need to ask yourself is, “Is my client telling the truth?” it is important to rate each area as it is presently and not what you would like it to be. Avoid the ego comparing to others. Rating is defined by each person as an individual. For example, you may be single and love it, where another person would be single and unhappy for the “Romance” slice.

Here’s a rough guide to what each area could mean:

- **Spiritual** – Your inner world. You experience inner peace, a sense of connection with all things. Not to do with outer world. Words like hope, faith, optimism, enthusiasm.
- **Career** – You are doing what you love to do. You bring love to what you do. It supports your heart’s desire and supports others. It doesn’t have to be “perfect”. You may have elements you could love if you weren’t attached to things being different. Words like mission, vision, dharma, purpose come to mind.
- **Finances** – The expenses are paid by automatic accounting. Organized like a beautiful garden. You know where everything is, you’re tracking the increase, and you are living a lifestyle you love. Again, watch out for the ego comparing you to Oprah and saying you’re a zero.
- **Physical environment** – You know what this means! The clutter around you is the clutter in your mind. Your car, home, desk, clothes, everything reflects your inner world. Make sure they’re impeccably organized, old things out, space for new to come I, just like your mind. At 10, you are attracting what you desire also.
- **Health and fitness:** Energizing food, regular exercise, you treat your body as a beautiful template because it is!
- **Fun & recreation:** Are you playing? Really playing? Laugh a lot, be silly, and take out your inner child at least once a week. Dream! Take fun risks, overcome fears (like skydiving) or go for a walk on the beach.
- **Personal Development:** Read, listen to teachers, expand who you are and exercise your mind. Don’t do this because you need to but because you really love expanding.
- **Friends:** Do you have close positive friends who cheer you on? Are you adding new friends and colleagues regularly? Are you stretching the kinds of people you meet to expand yourself?
- **Family:** Do you look forward to being with your family or are you holding grudges still? Do you let them be themselves, with no need to change? No one has a perfect family. They don’t need to change. We need to change ourselves. They help us practice unconditional love.
- **Significant Other:** You look forward to their company. Smile when you think of them.
Even if you’re single, you are mingling, having fun, enlightening those you meet.

QUESTIONS YOU COULD ASK

- Looking at this wheel. What would you like to work on?
- Do any of the other areas relate to the area you want to work on?
- Have you ever been higher than the number you have scored yourself?
- What is different now to then?
- Have you ever been lower than the number you have scored yourself?
- What is different now to then?
- What number would you like to be at?
- What steps can you take to move towards that number?
- How will you know when you are at that number?
- What would happen if you reached your desired number?
- What wouldn't happen if you reached your desired number?
- What would happen if you did not reach your desired number?
- What wouldn't happen if you did not reach your desired number?
- Are you prepared to do what it takes to reach your goal?
- On a scale of 1-10, how motivated are you? (If not 10, how could you be more motivated?)
- What is the longer term goal?
- What do you really want by achieving this goal?
- What do you need to achieve this goal?
- What will success look like to you?
- If there is a monetary commitment- What is your budget? Is this feasible?
- What will you look for when you deliver it?
- What can you personally do to achieve your goal?
- What has prevented you from achieving this goal up to know?
- What options do you have? What else could you do? What else? What else?
- What if all you had no constraints?
- If you had more time, what would you do?
- If you had the money you needed, what would you do?
- What are the risks in each option?
- What is the best option?
- How do you know?
- What steps are you going to take in what order?
- Imagine having achieved your goal. Visualize the steps you took to achieve it. What were they?
- What will you start first?
- When will start working on this goal?
- What could stop you from achieving this goal?
- How will you overcome it?
- Who else needs to be involved for you to achieve this goal?
- What internal resources do you have or need? (Motivation, Flexibility, Confidence, etc)
- What external resources do you need? (Money, Training, Equipment, etc.)

WRITING YOUR GOALS

"Would you tell me, please, which way I ought to go from here?"

"That depends a good deal on where you want to get to," said the Cat.

"I don't much care where--" said Alice.

"Then it doesn't matter which way you go," said the Cat.

-Lewis Carroll, Alice in Wonderland.

This is true of goals. If you don't know what your goal is, how will you know how to get there or even if you have achieved it.

We have looked at the wheel of life and you have rated your satisfaction in each area, giving you an indication of how balanced you are in all areas.

It is important to be true to yourself in your evaluation. The idea is not to have a perfect 10 in each area, but more importantly we are looking for balance. Imagine if some areas of your life were 8 and another 1 or 2. If you were to have a wheel that was that wonky on your car, then you can imagine that you would be in for a very bumpy ride. The same is true in life.

It is useful to set yourself a goal for the areas of your life that are not doing that well in, so that you can be more "balanced." It is interesting that as you work on one area of your life, then it impacts on other areas of your life as well. Example, as you get that job you really wanted, it may increase your finances, which in turn also increases your ability to spend time on your health and fitness or take the family on a holiday.

Next, when writing your goal, ensure that they are SMART. Now you may have heard the acronym SMART before. What exactly do we mean by it though?

What does SMART stand for from a NLP goal setting point of view? For this exercise, let's stick to the basic understanding of SMART goals. During the live training, we look at these from a different point of view, which empowers one even further to create the type of life you want.

S= Specific

M= Measurable

A= As if now, Achievable

R= Realistic, Responsible and Ecological

T= Timed and Towards what you want

Ask yourself what it is that you want to achieve. Then write it all down. You could also ask yourself, "If I were lying on my death bed, what would I like to have achieved?" The goals can be short term as well as longer term goals. The short term goals can sometimes be much clearer than the longer term goals. Longer term goals could be moving in a general direction, but you are not exactly sure what it is that you want. Don't make a rule out of this. As you write your goals, for both long and short term goals, be as specific as you can.

Let go of the doubts that have held you back. Dare to dream big. Your goal need to inspire you.

If you knew you could not fail, what would you do?

What will have a massive positive impact on your life that you can work towards?

Where do you want to go?

What do you want to achieve?

What is that burning passion that you want to follow?

The first thing is to really imagine and picture yourself having achieved your goal. If it was to lose 10kg's, then the image will be you at your ideal weight and how you will feel. How your clothes will feel on you and what you would be wearing. Think about what you see, smell, hear, feel, taste and say to yourself. You want to be very sensory specific as this helps to crystalize the goal and give it the most positive kinaesthetic "feel" to it, helping to create a desire to achieve it.

Let me give you an example:

It is 1st December 2017 and I have made \$1,000, 000 during 2017. I am sitting on the couch with my wife and we are looking at the bank statement that shows the money that has been banked. The sliding door is open and I can feel the cool sea breeze as it cools us down from the bright sun outside. I can hear the children playing with the dogs in the kitchen and I have a feeling of excitement as we can now plan that overseas cruise with the profits.

The goal is specific as it says how much I have made.

It is measurable as I can quantify the amount by looking at the bank statement to measure what I have achieved.

It is as if now, as I said "It is 1st December..."

It is realistic as I can work it backwards and show how I have made it. It is also responsible and ecological, as it does no harm to anybody else in achievement. (Unless of course it was by robbing a bank.)

It is towards what I want as it states I have made.... An away from goal may have been, "I am no longer broke, or struggling for money." There is a major difference between a Towards and Away from goal. Remember that you want to state your outcome in the positive. If your goal is originally something that you do not want, then ask yourself what it is that you do want.

"A goal without a date is just a dream." – Milton Erickson

A Goal without a date is a dream. Goal Setting requires you to commit to saying by when you are going to achieve your goal. It is actually also good to share your goals with other people. The funny thing is that a lot of people don't like to share their goals, because they are scared of what other people will think of them. Sometimes people are jealous about your goals. This can be for a number of different reasons. They may be jealous because they don't have goals of their own. It may be that they don't want to see anybody else succeed. Whatever the reason, it should not matter to you what they think. It is your goal after all.

Sometimes people don't like sharing their goals with others, because they are scared if they fail, that the other people might laugh at them or ridicule them for wanting to achieve more. "Why do you want to rise above your station?" may be their response. It is better to have tried and not succeeded then never to have tried at all.

Remember that you are not responsible for other people's goals and they are not responsible for yours. Set and create your goals so that you are in control of achieving them. Your goals should not rely on other people's actions. Meaning you need to be in control of being able to achieve that goal as much as possible. Sometimes there might be some need for other people to play a role, but for the most part you should have control over achieving you goal.

TIME MANAGEMENT

Often people say that they have no time to work towards their goals. Of course we all have busy lives, trying to fit in work and playing taxi to the children. There is always something to do that gets in the way of “Me” time.

If you consider that Richard Branson has the same amount of time in a day as every one of us, then how is it that he can achieve so much more in that time? The answer is quite simple. Time management. When we are strict with our time and realize where it is that we spend it, then it is a lot easier to manage it and get the most out of it.

It might not surprise you to know that most people spend around 4 hours per day watching TV. That is around 9 years of your life in front of the box. I am not saying you need to stop watching TV. It is simply a tool to measure where our time is spent. You will then determine how and where you can free up time to do the things you really want to, or need to. You can add whatever activities you spend your time on each day. The activities on this sheet are an example of what most people would be doing on a daily basis. Check how much time you spend on each activity and fill that in under the “current” column. When you tally that up you should have 24 hours. I appreciate that on some days you may do different things. Simply do a page for each day of the week if your diary is of such a nature that you need to. So you know how much time you are spending on what activities each day.

Then you can complete the “In the future” column and write down how much time you would like to spend on each activity in the future. As an example if you were spending 4 hours a day watching TV and you needed to free up 2 hours a day to go to the gym, then you could write down 2 hours next to “TV” under the “In the future column.”

You will then deduct the total hours you want to spend in the future from the current hours and that will leave you with the amount of time saved each day. This will help to free up time to read a book, study, do a part time business or whatever it is that is going to get you out of your current situation and work towards your goals.

How many hours spent per day	Currently	In the future
Sleeping		
Watching TV		
Cooking		
Family Time		
Me Time		
Education		
Working		
Email		
Social Media		
On the phone		
Travelling To/From work/ school		
Other		
Total		
Current hours minus future hours equals time saved		
Hours saved per day in the future		

BE FREE FROM ANXIETY

“If you are depressed, you are living in the past. If you are anxious, you are living in the future. If you are at peace, you are living in the present.”

-Lao Tzu



Anxiety is a fear of the future. Anxiety is a fear of something that has yet to happen. Or more correctly what you fear may happen. I come across a lot of people who say they get anxious when

they need to make a presentation or stand up in front of a crowd. Some say they get anxious when they need to speak to somebody of the opposite sex. Anxiety can vary in degrees and severity. It depends on how much life you give it.

Light anxiety is uncomfortable, whilst severe anxiety can be debilitating so people. Some would say that a little bit of anxiety can even help to get you motivated and get going. Personally I would get rid of procrastination and motivate myself in a different way. Many people say they would love to take action towards their goals, but they get anxious when they think of the steps they need to take. So how do you get rid of anxiety?

Firstly ask yourself, “What specifically am I anxious about?” Most people are anxious about “everything.” They worry about a number of different things at the same time. Or they focus so much on that one thing that it overwhelms them. They focus on all the ways it could go wrong, instead of it going the way they would like it to go.

Secondly, work on one problem at a time, instead of all the different things that you worry about. If you focus so much on that one thing that it causes you anxiety, STOP it. Have you ever heard your grandparents say they would sleep on a problem? Often when we stop worrying about a certain thing, it is as if the answer magically appears. Now I agree that something like going bankrupt and losing your house is not magically going to come right by sleeping on it, however you can start to focus on what the next steps are to recovery.

Thirdly, once you isolate each thing that you thought you were anxious about, work on them one by one in the following manner.

Imagine the task or thing that you have to do that makes you anxious. Now imagine having already completed it successfully as you would like it to have played out. The key here is to imagine it having completed successfully.

Now ask yourself, “Where is the anxiety?”

The anxiety will be gone. If it is not 100% gone, then you have not imagined it having completed successfully. So get on that. Imagine 100% successful completion of the task.

This is a very easy techniques to get rid of that fear of the uncertain future. If there is nothing you can do to make the task complete the way you want to go, then it won't help worrying about it in the first place. However, brain storm the ideas around what you can do to make things go your way.

During the live training we will learn a number of [Time Line Therapy®](#) techniques to get rid of all fear and other negative emotions as well.

CHOOSING A NLP PROVIDER

When you consider which training provider to use to learn NLP, you should be aware that NOT all trainings created equal. There are many training providers and it can be a mine field to find a good quality provider. We are here to help guide you and to make the process easy for you.

So when you when you are choosing an NLP training company, consider:

- Their accreditation, (Reliable, well established, international accreditation. Not their own board they created.)
- Does the trainer actually work in the field, using the techniques themselves?
- Your trainer must be properly qualified to teach you.
- The trainer should be committed to personal development and growth.
- How long has the trainer been training?
- Some providers will try to tempt you with low prices, but the quality of the training suffers and the materials are of low quality.
- Others will say that you will get more certificates, but rush over the material and as such leave you incomplete and under prepared for using the techniques in the real world.
- Some will simply charge large amounts to draw the training out over many days.

There are a number of quality NLP boards that a NLP training provider could belong to, e.g. ABNLP, Society of NLP, ITANLP and the INLPTA.

[Coaching with NLP](#) is a member of the following boards:

- The American Board of NLP (ABNLP.)
- The American Board of Hypnotherapy. (ABH)
- The American Board of NLP Coaching Division,
- Time Line Therapy® Association (TLTA)
- Coaches and Mentors of South Africa (COMENSA)
- The International Coach Registry (ICR)
- The ANLP
- Wayne is a member of the International Coach Federation (ICF)

Wayne's credentials include:

- Trained in the USA with Dr Tad James. (Creator of Time line Therapy®)
- ICF Certified Coach,
- ICF Mentor Coach,
- Micro Expression practitioner,
- Master practitioner and Trainer of NLP,
- Master practitioner and Trainer of Hypnosis,
- Master practitioner and Trainer of Coaching,
- Master practitioner and Trainer of Time Line Therapy®,
- Trainer of Mindfulness, Speed reading and other personal development courses.



CONGRATULATIONS

Congratulations on completing this introduction to NLP training.

You have now learnt some of the techniques of NLP and got a small overview of what you will learn when you come and take the NLP practitioner training with us.

We trust that you have found this training useful and beneficial in understanding and creating some of the results that you want to in your life.

We invite you to download the FREE “[Reasons vs Results](#)” Coaching Model from the website, as well as the [7 Keys to Achieving Results](#) mini course that is delivered over 7 weekly emails.

Coaching with NLP is dedicated to helping you achieve your full potential and are always available to help.

To reserve your place at the next NLP training, simply go ahead and email me at wayne@coachingwithnlp.co

On the next page you can find more information on some of the content covered during the live training.

Kind regards

Wayne Farrell

CONTENT COVERED AT LIVE TRAINING

ICF Core Competencies	ICF Code of Ethics
What is Coaching?	What Coaching is NOT
Compared to other professions	Why Coaching?
You use coaching for.	Some things a coach should keep in mind
Coaching Models	GROW Coaching Model
CLEAR Coaching Model	OSKAR Coaching Model
RESULTS Coaching Model	Example of Coaching Agreement
Types of Feedback	Coaching Frames
SMART Goals	Additional Questions you could ask
Wheel of life	Additional Questions
Powerful Questions	Perceived Gain
Where do you spend your time?	Default Diary
How important is it?	What Animal are you?
Attitude of Gratitude	What do you do best?
Effectiveness Checklist	Coaching Feedback Sheet
Definition of NLP	NLP Communication Model
Five Principles For Success	State -Vs- Goal
Keys To An Achievable Outcome	Well Formedness Conditions
The Presuppositions Of NLP	Prime Directives Of The Unconscious Mind
Observing Other People	Rapport
Representational Systems Preference Test	Predicates
List Of Predicate Phrases	Favored Representational Systems
Intonation Patterns	Eye Pattern Chart
Submodalities	The Conscious Use Of Language
Presuppositions	Hierarchy Of Ideas
Milton Model	Metaphor
The Meta Model	Anchoring
Physiology Of Excellence	T.O.T.E. Model Of Strategies
Representational Systems	Strategies
Reframing	Parts Integration
The 5 Step Sales Process	Negotiating—Influencing
The Meeting Format	Observed Coaching Evaluation Form
Time line Therapy®	Elicitation of Time Line
Discovering Root Cause	Negative Emotions
Limiting Decisions	Phobia
Anxiety	Secret to creating your future®