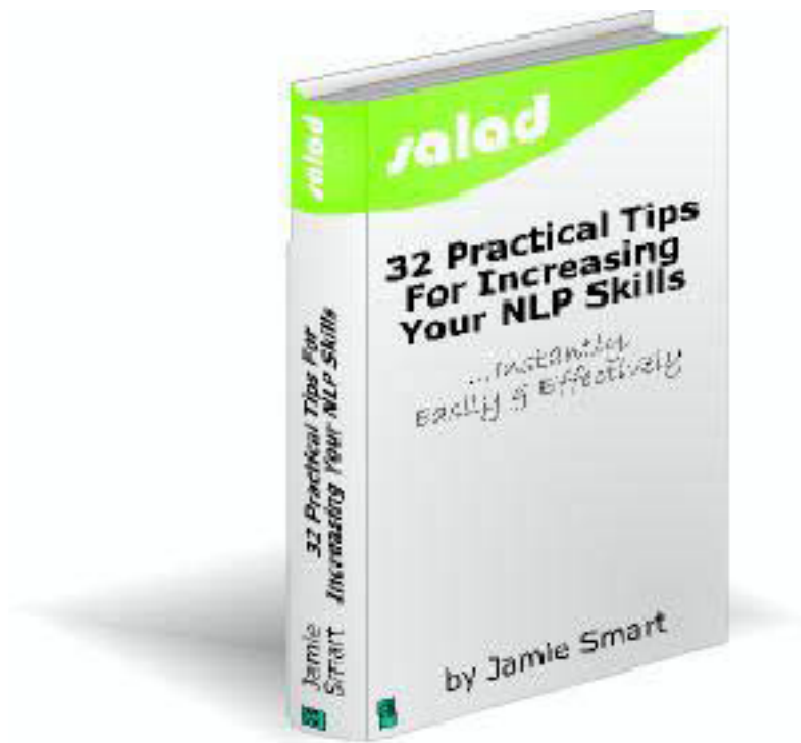


32 Practical Tips For Increasing Your NLP Skills ...Quickly, Easily & Effectively



By Jamie Smart

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Introduction

About the author



Jamie Smart is the Managing Director of Salad Seminars Ltd, as well as the principal trainer. He spent much of the nineties leading large, mission-critical business projects and change programmes. In the process, he found that individual change is the key to collective change, and became fascinated with helping people achieve the results they want. This fascination led him to NLP, and he has spent from 1996 to the present day learning from the finest teachers & materials, and applying what he's learned. Jamie is a Master Practitioner and is licensed by Richard Bandler & the Society of NLP as a Trainer of Neuro-linguistic Programming (NLP)

He is author of the 7-Day NLP Tip, an e-zine which goes to thousands of people around the world each week (available from www.saladltd.co.uk).

Jamie lives in Leicestershire (UK) with his wife, daughters and cats. When he isn't helping *other* people get what they want, he likes going for long walks in the woods, listening to music & reading.

What is NLP?

NLP (neuro-linguistic programming) is about how human beings think, & how we communicate – two things we do almost every day. It's the most powerful approach I've found for knowing yourself, getting what you want & connecting with other people. It has been widely applied, with often astonishing results, in diverse fields including business, coaching, psychology, sales & education.

By learning NLP you can:

- Learn to control your own state of mind
- Develop powerfully persuasive communication skills
- Overcome obstacles in business & in your personal life
- Help others to get the results they want
- Have more of the experiences you want
- Learn the tools of freedom

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The name NLP refers to (Neuro) the human nervous system, including the brain and the five senses, (Linguistic) the verbal & non-verbal languages with which we communicate and (Programming) the ability to structure our neurological and linguistic systems to achieve desired results.

NLP was developed starting in the early 1970s by Richard Bandler and John Grinder, when they set out to model the work of geniuses in the field of human communication and change. The term NLP is used to describe both the approach to modelling that they used, and the powerful models of communication and change they (& others) created, and have continued to develop.

Who are these tips for?

These tips are for anyone who interacts with other people, & who would like to spend more time having the experiences they want. Whether you're new to NLP, or have been learning it for some time, I trust that you will find some new perspectives in these tips, & something that can give you value right away.

Acknowledgements

I've adopted or adapted many of these tips from the great NLP Trainers & other innovative thinkers & teachers who I've learned so much from. Thanks, then, to anyone whose efforts have made their way into this work. Specific thanks to...

- Richard Bandler
- John Grinder
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- Eric Robbie
- Jo Cooper
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- Robert Dilts
- Sid Jacobson
- Jonathan Altfeld
- Robert Anton Wilson
- Ian Watson
- Michael Neill
- John La Valle

More tips...

These tips have been excerpted from e-books due to be published in 2005. They are:

- NLP Newcomers
- Change Wizards & Goal Achievers
- Notes for NLP Practitioner
- Irresistible Persuasion & Influence
- Advanced NLP
- Language Mastery
- Instant Peace & Wellbeing
- Rapid Rapport

How to use this e-book

This book contains *practical* tips for increasing your NLP *skills*.

There is some value in reading *about* NLP, but there is tremendous value in being able to *do* NLP. In addition to information about NLP, this e-book contains exercises. You will see the following symbols:



The *key* symbol indicates a key learning point or fundamental principle of NLP. As you commit them to memory, you will start to identify more & more situations where they apply.



The *play* symbol indicates an exercise. When you see the play button, stop reading & do the exercise. This will build your skills more quickly & effectively than reading ever will.



The *fast-forward* symbol indicates an exercise, principle or practice that will accelerate your skills in a REALLY BIG way. Ensure that you do every single one of these, & your skills will really start to rocket!



The 'info' symbol indicates that there is more information available on our website related to this topic. Some of these tips have been selected from my 7-Day NLP Tip. If you want more details, click on this symbol & you'll be linked to the related online tip. To sign up for the 7-day NLP Tip, go to www.saladltd.co.uk.

I used to read lots & lots of NLP books. When I came to an exercise, I'd tell myself that I'd come back after I'd finished reading

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the book & do it. I rarely followed through, until I made a simple but profound adjustment to my approach.

I decided "When you get to an exercise, stop reading & do it."

This simple change in my approach resulted in a massive increase in my NLP skills. That's why I suggest that whenever you get to an exercise, you stop reading & do it! 😊

Getting Started Learning NLP

If you're new to NLP, you're probably already curious about what it can do for you, & you're keen to start using it magically in every place you can think of. One of the great things is that you can use NLP to make it easier to learn NLP (see *Tip 6 – What do you want?* for starters.) These other suggestions will also help you to get moving in the right direction.

1. Relax & learn

One of the things that you may already know is that you learn more easily when you relax. Now, not snoozing but relaxing your body & allowing yourself to feel a sense of curiosity, & anticipation about how much you're going to learn.



Easily the quickest way to get into good learning habits is to develop a habit of relaxing before you begin.



Allow yourself to remember a positive learning experience you've had in the past, where you've learned something easily & enjoyably. Then anchor this learning state. Fire the anchor whenever you want to get back into the learning state (see *Tip 14 - Anchoring a state*)



Some people also like to use classical music to induce an alpha brainwave state conducive to learning. Baroque music such as Bach typically has the right speed (about 60 beats per minute) to encourage this state.





2. Learn what excites you most

I used to teach people to play guitar. Whenever someone called up to ask about lessons, I used to ask "What music would you love to be able to play, if you could play anything?"




They would give me the name of a few songs or artists who really excited them. I would ask them to bring that music to our first session together, & we would start with that.

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I had (& still have) two key beliefs:

-  If you're really enthusiastic about something it will be easier to learn to do it.
-  You can learn really complicated things, but you may have to do them slower than the pros at first.



Think about what attracts you to NLP, and then set some goals related to that. After all, you've been attracted to NLP for some reason, so you can assume that there are things that strike you as really cool, exciting & useful.

-  Have a look at the areas of NLP that you are currently aware of, & ask yourself which of these you'd like to get really good at first. Then set some goals related to those things.
-  Once you've decided what skills you want to develop first, see yourself in the future being able to do those things that you wish to learn.
-  Seeing a mental image of yourself doing something in the future send the message "Do this at that time" to your brain, sort of like setting a reminder on a calendar. If you see yourself doing a new behaviour at three separate times in the future, your brain creates the generalisation "Keep doing this." Useful, eh?



3. Do the exercises


Every NLP book, tape, video & course includes exercises. These exercises give you the opportunity to develop experience & skill. Make up your mind that you are going to be someone who can actually do this stuff.

-  Do the exercises. Do the exercises. Really - do the exercises!
-  Reading about something will give you a certain internal 'map' of it, but it won't give you true understanding. True understanding comes when you take action & do the exercises. The maps you create within your neurology & physiology as you *do the exercises* create multiple additional

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layers of understanding that are not available to the casual reader, & you wouldn't want to miss out on something really good, would you?


When you do the exercises, you learn things you don't even realise you're learning. Reading a book about swimming is one thing. Actually swimming is another.

 When you get to an exercise, stop reading & do it. Promise yourself that you will not continue reading until you have done the exercise. Then do the exercise. This will accelerate your learning significantly.

Think of these exercises as experiments that you can carry out in the laboratory of your nervous system & your social or professional context.


There are countless people out there who can tell you all about NLP, but can't do it. Understanding is the booby prize – experience is the Grand Prize. NLP is the domain of experience. Have the experience. Do the exercises.

4. Go for it

 Hesitation is one of the barriers to learning. Overcoming hesitation will get you to where you want to be much more quickly.

When you think about it, every hesitation means wasted time & a missed opportunity for you to learn something new. On the other hand, when you *go for it*, you'll learn something (even if things don't turn out the way you want.)

We are all amazing learners, & one of the things that you'll begin to notice as you start to give yourself opportunities to crank up your learning rate is that you really start to enjoy it!


 One of the quickest ways to beat hesitation is to do what I call the Pizzawalk:

- a) Identify a few of the areas in your life where you hesitate and would like to just go for it.

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- b) Choose a commercial premises (eg. shop, restaurant, petrol station) and make an absurd request (ie. ask for something they definitely don't sell) while keeping a straight face. Be polite, safe and non-threatening.
- c) Repeat twice more in the course of a week.
- d) Look forward to the situations where in the past you would have hesitated, and enjoy your new responses.

One of my clients used to have difficulties asking women out on dates. I sent him out to a well-known fast-food burger joint to ask for Italian food. Within the week he had a date & is now engaged to be married. This stuff works!


 Richard Bandler says that he's not smarter than anyone else, he's just willing to make way more mistakes, way more quickly. As a result, he learns a huge amount in a fraction of the time it takes people who are hesitating.

So do yourself a favour, & crank up your learning rate. As Michael Meade sometimes says "With any luck, you'll get in some trouble."



5. Invest in yourself

The financial wizard Robert Kiyosaki says "The best investment you can make is an investment in yourself."

 Invest in high-quality NLP training.

Everyone has their own values & priorities when it comes to learning something new, & it's important when you decide to attend NLP training that you choose someone you can trust to teach you what you need.

A checklist is included at the back of this publication to help you choose the right NLP training for you.

Setting direction

6. What do you want?



"What do you want?" is probably the most well-known 'NLP question'. It takes advantage of the fact that the human nervous system is 'goal-seeking' i.e. we need a goal or objective of some sort to aim for.



So ask yourself "What do I want?" then pay attention to your answer. Is your answer stated in the positive (e.g. to get fit & healthy, to double your income, to get organised etc.) or in the negative (e.g. to quit smoking, lose weight, stop spending so much etc.)?



Negatives aren't processed by the nervous system in the same way that they are linguistically (e.g. The command "Don't think of a purple hippo" is difficult to obey.) You get what you focus on, so if your goal is stated in the negative, you're making it more difficult for yourself. Find a way to state your goal positively.



7. How will you know you've got it?

This question asks for what the evidence will be of achieving something.




With regard to your goal (see *Tip 6 - What do you want?*), ask yourself "How will I know I've got it?" What will you see, hear and feel as you are achieving your goal? What *specific details* will let you know that you are getting what you want? See hear & feel them, vividly.




Experiencing yourself achieving your goal vividly in every sense gives your neurology & your unconscious a rich representation of success for this goal, which increases the likelihood & ease of success.



8. Why – the motivation driver

 Of any goal, you can ask “Why do you want it?” The answer indicates the motivation for doing it. Another way of asking this is “What will that get you?”

 People will not do something unless they have a compelling enough reason to do so.

Of course, you can ask the questions of each of the answers too, & find out what people *really* want, for example:


Q: “What do you want?”
A: “I want a shiny new hair-do.”
Q: “Why?”
A: “To impress people.”
Q: “What will that get you?”
A: “I’ll feel good about myself.”

If the reason isn’t compelling enough, either a) find a better reason or b) find a better goal.




9. Hidden benefits

In almost any situation, there will be hidden benefits. If these benefits are uncovered, you can find other ways to satisfy them and achieve your goals more easily. However, if you are not aware of the hidden benefits of a situation, it can make it more of a struggle to change.

 So, with regard to a current goal you wish to achieve or change you wish to make, ask yourself “What are the benefits of NOT achieving this?” & pay attention to your answers. You can look for other hidden benefits by asking “What are the benefits of the current situation?”

The answers to these questions may seem strange or even a bit embarrassing, but once you’ve identified them, you can begin to find new ways to deliver the benefits as you achieve your goal.


 One of the basic presuppositions of NLP is that every behaviour has a positive intention (nb. The presuppositions of NLP are not true, but if you act as though they’re true in certain situations, you can get fantastic results.)


It can be liberating to realise that there has been a positive intention behind something you have been coding as 'bad' or 'wrong'. Once you know which needs or wants you've been satisfying, you can dream up some alternatives to find even better ways to feel satisfied in the future.



10. Step into the future

Once you have a clear idea of the evidence for your goal (see *Tip 7 - How will you know you've got it?*), you can engage your unconscious resources more fully by standing up and stepping into that time in the future when you already have what you want, as follows:

-  a) Imagine that you can see a 'you' that has already achieved this goal, standing in front of you, facing in the same direction as you.
- b) Notice how that you is standing, what their posture is, and imagine what thoughts they ('you') are thinking and what feelings they are having.
- c) When you are ready, literally step into that future you, and invite yourself to "See what you'll see, hear what you'll hear and feel what you'll feel as you get what you want."

 Mind and body are a single system, & people often find that the process of stepping into a future achievement has a profound effect, allowing you to experience learnings and insights which may not previously have been consciously available.

Often, the people most sceptical of this approach have the most powerful experiences, so if you are dubious about whether this will work for you, that's great.

11. Detach from outcome

Once you've got a goal clearly in mind, let it go. You've told your unconscious what you want, now find a way to trust that you'll get it. There is a paradox here: the idea is to simultaneously...

- a) not care whether or not you achieve it &
- b) commit yourself to doing whatever it takes to bring it about.



If you feel that you 'need' to achieve something, it can make body & mind tense. Instead, allow yourself to relax, & detach from the outcome (ie. make it not matter.) That way you'll have all your resources & flexibility available to bring it into being.

One way to do this is to let yourself become OK with the idea of *not* achieving the goal (I know this flies in the face of much accepted wisdom about goal-setting & commitment, but it works.)



States & Anchoring

States are configurations of physiology and neurology, body and mind.



All your decisions, ideas & solutions come from within a state, so your ability to influence your states, & those of other people, is one of the most powerful & useful skills you can develop.



An anchor is any representation in the human nervous system that triggers any other representation.

For instance, the word 'lion' will immediately trigger images, sounds etc associated with that word. The word 'chocolate' will trigger different associations. These words are anchors. Anchors can operate in any representational system (ie. sight, sound, feeling, smell, taste.) Some examples:

- **tonal** (e.g. the way a certain person has of saying your name)
- **tactile** (e.g. The effect of a certain type of handshake)
- **visual** (e.g. The way people respond to certain items of clothing)
- **olfactory** (e.g. The effect of smelling fresh lemons)
- **gustatory** (e.g. The taste of your favourite food)

When you anchor a state, it means that you can re-experience the state when you 'fire' the anchor. If you anchor someone else, you can fire their anchors too, bringing back the feelings & other senses associated with the anchor!

12. Change your physiology to change your state




One of the quickest & easiest ways to change your state of mind is to change your physiology.



Jump up & down, shake your hands or beat your chest as a way to break out of undesired states.

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By the same token, adopting the postures & stances that you take when you are performing at a high level can bring up those high-performance states.


-  Either sitting or standing, adopt the physiology (posture, gesture, head position, breathing rate, muscle tension) that you exhibit when you are in a great state (E.g. the zone, flow, relaxation, creativity etc.) Notice how quickly you start to enjoy experiencing the sensations of that state.




13. Transform a feeling

If you're experiencing an uncomfortable feeling or sensation somewhere in your body, you can quickly transform it.

-  Do the following:
 - a) become aware of the sensation, noticing where it is in your body.
 - b) imagine that you can see it move to somewhere outside of your body, noticing what colour it is.
 - c) change the colour to something more pleasant & soothing.
 - d) move it back into your body & feel the ways in which it's different now.

-  Mind & body are one system, so changing the way it's represented (by changing the colour) changes the feeling.

14. Anchoring a state

-  An anchor is any representation in the human nervous system that triggers any other representation.

It is conceptually similar to Pavlovian conditioning (think of bells and salivating dogs.)

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You can anchor yourself intentionally, for example:

- a) Think of an occasion when you had a highly pleasurable, positive or enjoyable experience.
- b) See what you saw then (looking out through your own eyes), hear what you heard and feel what you felt.
- c) As you feel the sensations increase in intensity, squeeze the thumb & forefinger of your left hand gently together for a few moments, then release them.
- d) Now 'break your state' (E.g. by remembering what you had for lunch yesterday.) Wait a few moments.
- e) Squeeze your thumb & forefinger together again. The state will return.



Rapport



Rapport has been described as what happens when we get the attention of someone's unconscious mind, and meet them at their 'map of the world.'

It is more commonly understood as the sense of ease and connection that develops when you are interacting with someone you trust and feel comfortable with.

Rapport emerges when people are in-sync with each other, & is a great starting point for successful influence.

15. Matching & mirroring



We like people who are like us. You can help rapport to develop by mirroring peoples' micro-behaviours. It is possible for you to mirror any observable behaviour (E.g. posture, gestures, head tilt, blink rate, facial expression, energy level etc.)



To mirror another person, merely select the behaviour or quality you wish to mirror. When they do it, wait a few moments, & then do that behaviour. The effect should be as though the other person is looking in a mirror. When you do this elegantly, it is out of consciousness for the other person.



16. Speaking rate



Matching someone's rate of speaking is a very powerful way to get into rapport, because people talk at about the same rate they are thinking.




Listen to someone speak for a moment or two, & then reply to them at the same rate, as you allow rapport to develop.

Matching speaking rate is almost always out of consciousness for the other person.





17. Vocal flexibility

You can develop rapport by matching any of a person's vocal qualities (e.g. tone, pitch, rate, rhythm, volume, sentence length etc.)

-  Choose a vocal quality (e.g. rate of speech) and vary it. Go to the extremes (e.g. see how fast you can talk, how slow you can talk etc.) Before you take it to the limit, make sure you warm up! Do this for each of the vocal qualities in the list above.



18. How to test for rapport

-  There's a simple test for rapport: If you lead, they follow.
-  To test whether or not you're in rapport with someone, make a simple gesture (E.g. touch your nose or scratch your elbow.) If they mirror your behaviour within the next minute or so, congratulate yourself – you're in rapport & have successfully led their behaviour.


NB. They may not mirror your behaviour exactly. For instance, when you scratch your nose, they may scratch their chin etc.

19. Cross-over

Many people are familiar with rapport-building techniques and are particularly aware of body posture mirroring.

Cross-over matching involves matching another person's behaviour with a different behaviour of your own (e.g. matching their breathing rate to your voice pace, or their eye blinks to your foot-taps.)

This is a way of building rapport that is very difficult to detect, and still highly effective.

-  Use cross-over matching if you are working with distressed, agitated or unwell people.

Persuasion Tactics

NLP offers many powerful approaches for persuasion & influence. The processes by which people make decisions & accept ideas (the very essence of persuasion & influence) become far more transparent when you have NLP on your side.

20. The yes set (pacing & leading)

You can increase the likelihood of someone accepting an idea or suggestion by pacing them first, making verifiable statements (for instance) about the current 'reality' for an individual or group before directing their attention somewhere else.

As you make the pacing statements you set up a response pattern of 'yes' in the other person's mind.



Human beings are creatures of habit - we like what's familiar. The human brain seeks pattern and, having established a pattern, likes it to continue. When the brain has said 'yes' three times, it's likely to say 'yes' the fourth time.

When you pace & lead elegantly, you can move from saying mostly things which are 'verifiably true' to saying mostly things which are 'made up' (suggestions or ideas) without the listener(s) noticing the transition (e.g. "You're reading this tip [*pace*], & you're reading it for a reason [*pace*], so as you think about the ideas in it [*pace*], you can start to imagine yourself using them [*lead*].")



21. Command tone down



The pitch & tone of voice you use toward the end of a sentence determines at a deep unconscious level what 'kind' of sentence it is:

- Rising pitch ↗ gets processed as a question.
- Level pitch → gets processed as a statement.
- Descending pitch ↘ gets processed as a command.



Practice saying the sentence "You noticed the way he walked", first using rising pitch, then using level pitch, & finally using descending pitch. Notice the differences in meanings.


Command tone (descending pitch) can be really useful to use when making suggestions to the people you wish to influence.




22. Tag questions

'Tag questions' are the name for the small phrases like "isn't it", "aren't they" etc that people sometimes add to the end of sentences.


When someone adds a tag question, it makes the sentence difficult to disagree with, doesn't it. And it can be useful to be able to make things tough to disagree with, can't it. I'm sure you can think of lots of situations where tag questions could be useful, can't you.


 Practice adding tag questions to statements. You will find that, within minutes, you're able to do it easily & on demand.

 If you combine the tag question with a slow head nod and command tone down, it becomes almost irresistible...doesn't it!



23. Pacing current reality

 Pacing can be a bit of a challenge at first, so to get more comfortable with it, practice making statements about your current reality (e.g. what day it is, where you are, what you're doing etc, e.g. "I am sitting in my office, the sun is shining, it's Tuesday etc.)

 You can make a list of verifiably true statements for any situation you're going to be in, then practice using them. Once you've practiced it a few times, you'll be amazed at how easy it is to pace & lead.

Sensory Acuity



One of the presuppositions of NLP is “The meaning of the communication is the response you get.” Whenever you interact with someone, they offer you responses, even when they’re not the responses you desire (even silence is a response.)

Sensory acuity refers to your ability to use your senses to notice what responses you are getting. The following tips will help you to open up your senses & notice more of what’s going on with others.

24. Internal dialogue

Internal dialogue is the NLP term for the voice(s) people speak to themselves with. Internal dialogue is often out of consciousness, but as you start to become more aware of it, it becomes easier to hear consciously.

From an NLP perspective, internal dialogue is often the channel people use to ‘beat themselves up’, reinforce limiting beliefs and generally stop themselves having more fun in their lives, so it’s nice to know that you can get more control over it & make it quiet.



Gently place the tip of your tongue against the roof of your mouth just behind your front teeth (continue to breathe easily.) It should become quieter & quieter inside. Internal dialogue is accompanied by tiny micro-muscle movements of the tongue & larynx. When these movements are restricted, the internal voice stops.







This works on the basis that mind & body are one system, & will allow you to quieten down on the inside so that you can put all your attention on what another person is saying & doing (ie. watch & listen – the primary NLP skill.)



25. Peripheral vision


Peripheral vision (PV) opens up to either side of you, both above and below. Among other things, PV is good for detecting movement, and you can think of it as being connected to your unconscious mind.

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-  When you use PV while in a one to one situation, you will get more information about the person, information that you may not have been able to access using focal vision, such as breathing rate, gestures, blink rate and lots of other things that can be useful (e.g. if you want to match or mirror them to build rapport.)
-  Sit in a comfortable relaxed position, looking forward. Imagine you have an extra pair of eyes at the level of your belly button. Become aware of the feeling of the skin at your belly, and imagine you are looking out through those eyes. PV will open up, allowing you to perceive the world with a wider, more relaxed gaze.
-  Practise going into PV until you can do it at will. For most people, this is a relaxed and comfortable state to be in anyway! 

26. Breathing rate

When you're in peripheral vision (PV), it's easy to notice another person's breathing rate.

-  Use PV to watch another person. You will see their abdomen expanding & contracting. This is their breathing rate. You can then choose to match it in whatever way you choose (E.g. body sway, speaking rate etc) to get into deep rapport.

If you cannot detect the movement, it's either because you're not in PV, or because you're breathing at the same rate as them. In this case, go into PV & hold your breath for a moment; the expansion & contraction of their abdomen will become evident.

-  NB. Don't match someone's breathing rate with your own unless you wish to model them! NEVER match your breathing rate to the breathing rate of someone who is in severe distress or mentally ill. Always use crossover in these situations (see *Tip 19 – Cross-over*)

Effective Language



Language shapes our reality, & the way we talk about something massively influences our perceptions & our thinking.

This means that the way a person uses language can give you a great deal of information about the way they perceive the world. It also means that you can use language to influence peoples' perceptions, & the decisions which come from them.

27. And not but



'But' is a useful word, but it negates what goes before it.

If someone says "I think you're an amazing person, but I don't like your shoes", the compliment is forgotten, & all your attention goes to the comment about the shoes.



Use 'but' if you want to negate what precedes it, for instance when someone makes a poor excuse. "I'd like to go out with you, but I have to tidy my sock drawer" → "Oh, so you have to tidy your sock drawer, but you'd like to go out with me." If you don't want to negate, substitute the word 'and' for 'but' (e.g. "I don't like your shoes and I think you're an amazing person".)





When you hear you saying lousy 'but' statements to people you care for (Eg. "I love you but your room's really messy."), stop & say the sentence again, replacing the word 'but' with 'and'. Within a very short time, you will find yourself doing this automatically.

28. Quotes



If you want to tell someone to do something, but you don't want to tell them directly, put it in quotes. Milton Erickson used to say "Use quotes to tell people what to do."

When you put something in quotes, it gets attributed to someone else. When I first learned how to do this, I said to myself "You can use quotes to say whatever you like!"

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-  When you put a command in quotes, the command gets processed by the unconscious, but not by the conscious mind.
-  Think of something you'd like to say to someone, put it in quotes, then attribute it to someone else. Practice this with a number of statements, then start using it in conversations.

When Bandler & Grinder said "Learn to use quotes immediately", they knew what they were talking about. As soon as I realised the power of quotes, I said to myself "Start using quotes in everything you do."

-  Read back through this tip & look at the number of times I've used quotes to get someone else to help me make my point. 

29. Use stories for camouflage

In *Frogs into Princes* (classic NLP book), Bandler & Grinder say "If you feed people interesting content, you can experiment with any pattern." Now, one of the easiest ways to do this is to tell people stories.



-  When people go into story mode, they tend to stop tracking (consciously) other levels of communication.

This offers you the opportunity to use all your other covert communication skills (E.g. quotes, command tone down etc.) without getting rumbled. Make sure to keep your stories relevant, interesting & to the point.

-  Make a list of interesting stories from your own experience, & practice telling them to others.


Peace & Wellbeing

30. The power of sighs


-  One of the quickest ways to change your state is to take a breath & sigh, out loud, three times. Go on...do it!
-  When you hear pleasant sounds, it creates good feelings in your body. A sigh signals to your body & mind that all is well, & that you are safe. When you sigh three times in a row, it sends that message in a powerful way.

Mind & body are one system, so a quick way to get your mind to relax is by using this hardwired process to relax your body. If you're somewhere that it's not appropriate to sigh out loud, imagine doing it – the effect may surprise you!

31. Surround yourself with love

-  Here's a quick way to help you feel safe & secure in yourself.
 - a) Close your eyes & picture the people who you love & care about, & who love & care about you (if 'love' isn't the right word, use 'like' or 'appreciate'.)
 - b) Imagine them surrounded with light, & see the light flowing towards & around you.
 - c) Hear them say positive, supportive things about you, & sense the warmth of their feelings for you.

This can be particularly useful before going into a situation where you might previously have had fears of rejection (E.g. sales calls, job interview, asking for a date etc.)

-  Do this for a few minutes each day when you wake up. Do it every day for a month & notice how you begin to perceive the world differently.

32. Start being now



Take a long-term approach. My long-term goal is peace, joy & fulfilment; if I want to have that in the long-term, I'd better start getting used to it today, so I practice. How do you want to be? Decide & then start practicing it today.

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Choosing NLP Training

There are many companies offering NLP Training,
all over the world.

It's important that you choose a training company who will meet
your needs when you learn NLP.

Here is a checklist to help you
choose wisely.

- ⊙ With Practitioner Training & Master Practitioner Training, confirm that you will get enough training time to learn the full set of skills, & that you have time to try out your new skills in the 'real world' & get assistance where necessary.
- ⊙ Confirm that the training group will be small enough to ensure that you get personal attention from the trainer as and when you require it.
- ⊙ Make sure that your trainer is a licensed NLP trainer, certified by recognised body (e.g. Society of NLP), and has learned from a number of different trainers & training institutes.
- ⊙ Confirm that your trainer has relevant experience of NLP in the contexts where you wish to use it (e.g. Business, Coaching, Therapy, Personal Development etc.)
- ⊙ Ensure that you have the opportunity to read testimonials from other satisfied people who have attended the training you want to go on (& can speak to them if you wish to.)

At **salad** we offer high-quality training in NLP for individuals & corporate clients. For more information, contact us on +44 (0) 1455 445705, email info@saladltd.co.uk or visit our website at:

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