

SESSION 3 TUNE IN QUESTIONS



Using the NLP Four-Point Formula for Success

You can apply this neuro-linguistic Programming (NLP) formula for success to both long-term and short-term goals. So, whether you simply want to hold a productive meeting or are planning the holiday of a lifetime, here's the quick way to hit your target.

1. Know your outcome.

Specifying precisely what you want is vital. You can use the outcome frame to fine-tune the desired outcome and satisfy the well-formedness CONDITIONS.

2. Take action.

Unless you take that first step, and then the following ones, nothing happens to help you towards your outcomes, no matter how clearly they're defined.

3. Have sensory awareness.

If you have the awareness to see, hear, and feel what isn't working, you can modify your behaviour to steer you towards your desired outcome.

4. Have behavioural flexibility.

This point ties in beautifully with the NLP presupposition that 'In interactions among people, the person with the most flexibility of behaviour can control the interaction.' Or you can say, 'If it ain't working, do something different.'

Checking In with Yourself to Stay on Track

In order to keep on track to where you want to get, on a daily basis or longer term, use the following checklist of questions to ask yourself:

- What do I want?
- What is that going to do for me?
- What's stopping me?
- What's important to me here?
- What's working well?
- What can be better?
- What resources are going to support me?

Comparing the Conscious and Unconscious Minds

Neuro-linguistic Programming (NLP) recognizes that your conscious mind and unconscious mind **EXCEL** at different things. When you know what each part does best you can then concentrate your development where it will have most effect. Learning to meditate is one discipline that harnesses both conscious and unconscious processing.

The Conscious Mind Excels at The Unconscious Mind Is Better at

Working linearly

Working holistically

Processing sequentially

Intuition

Logic

Creativity

Verbal language

Running your body

Mathematics

Taking care of your emotions

Analysis

Storing memories

Employing NLP Logical Levels

Neuro-linguistic Programming (NLP) logical levels are a powerful way to think about change by breaking it down as a model into different categories of information. As you begin to think about some change you want to make, you can ask yourself some questions that relate to the different levels:

- Environment refers to the factors that are external opportunities or constraints. Answers the questions 'where?', 'when?', and 'with whom?'
- Behaviour is made up of specific actions or reactions within the environment. Answers the question 'what?'

- Capabilities are about the **KNOWLEDGE AND SKILLS**, the 'how-tos' that guide and give direction to behaviour. Answer the question 'how?'
- Beliefs and values provide the reinforcement – motivation and permission – to support or deny your capabilities. Answer the question 'why?'
- Identity factors determine your sense of self. Answer the question 'who?'
- Purpose goes beyond self-consciousness to relate to the bigger picture about mission, to ask 'what for?' or 'for whom?'

Overcoming Fears with the NLP Fast Phobia Cure

The NLP **FAST PHOBIA CURE** takes you through the experience of a traumatic situation in a way that distances you from feeling the normal phobic response. Only do this in an environment where you feel safe and with someone who can help you to stay grounded.

1. Identify when you have a phobic response to a stimulus or a traumatic or unpleasant memory that you want to overcome.
2. Remember that you were safe before and after the unpleasant experience.
3. Imagine yourself sitting in the cinema, watching yourself on a small, black-and-white screen.
4. Now imagine floating out of the you that's sitting in the cinema seat, and into the projection booth.
5. You can now see yourself in the projection booth, watching yourself in the seat, watching the film of you on the screen.
6. Run the film in black-and-white, on the very tiny screen, starting before you experienced the memory you want to overcome and running it through until after the experience when you were safe.
7. Now freeze the film or turn the screen completely white.
8. Float out of the projection booth, out of the seat, and into the end of the film.
9. Run the film backwards very quickly, in a matter of a second or two, in full-colour, as if you're experiencing the film, right back to the beginning, when you were safe.
10. You can repeat steps 8 and 9 until you're comfortable with the experience.
11. Now go into the future and **TEST** an imaginary time when you may have experienced the phobic response.

The Four Pillars of NLP

Look no further for a summary of Neuro-linguistic Programming (NLP) in just four key points. Pay attention to these four chunks of the subject and you'll be well on your way to integrating NLP into the way you go about your daily life.

- Rapport: How you build a relationship with others and with yourself.
- Sensory awareness: How the world is different when you use all your senses.
- Outcome thinking: How to think about what you want.
- Behavioural flexibility: How to do something different when what you're currently doing isn't working.

Improving Your Rapport in Seven Quick Ways

Rapport is the foundation of valuable relationships and is key to your success in your interactions with others. Here are some ways to help you build rapport fast:

- Take a genuine interest in getting to know what's important to someone with whom you want to build rapport. Start to understand that person rather than expecting the person to understand you first.

- Pick up on the key words, favourite phrases, and manner of speaking that someone uses, and then build these items subtly into your own conversation with that person.
- Notice how someone likes to handle information. Does the person like lots of details or just the big picture? As you speak to the person, feed back information in this same portion size.
- Breathe in unison with the other person.
- Look out for someone's intention – the underlying aim – instead of what the person does or says. People may not always get things right, but expect their heart to lie in the right place.
- Adopt a similar stance to the other person in terms of your body language, gestures, voice tone, and speed of talking.
- Respect someone's time, energy, favourite people, and money. They're important resources for that person.

Using the NLP Four-Point Formula for Success

You can apply this neuro-linguistic Programming (NLP) formula for success to both long-term and short-term goals. So, whether you simply want to hold a productive meeting or are planning the holiday of a lifetime, here's the quick way to hit your target.

1. Know your outcome.

Specifying precisely what you want is vital. You can use the outcome frame to fine-tune the desired outcome and satisfy the well-formedness CONDITIONS.

2. Take action.

Unless you take that first step, and then the following ones, nothing happens to help you towards your outcomes, no matter how clearly they're defined.

3. Have sensory awareness.

If you have the awareness to see, hear, and feel what isn't working, you can modify your behaviour to steer you towards your desired outcome.

4. Have behavioural flexibility.

This point ties in beautifully with the NLP presupposition that 'In interactions among people, the person with the most flexibility of behaviour can control the interaction.' Or you can say, 'If it ain't working, do something different.'

What Neuro-linguistic Programming Means

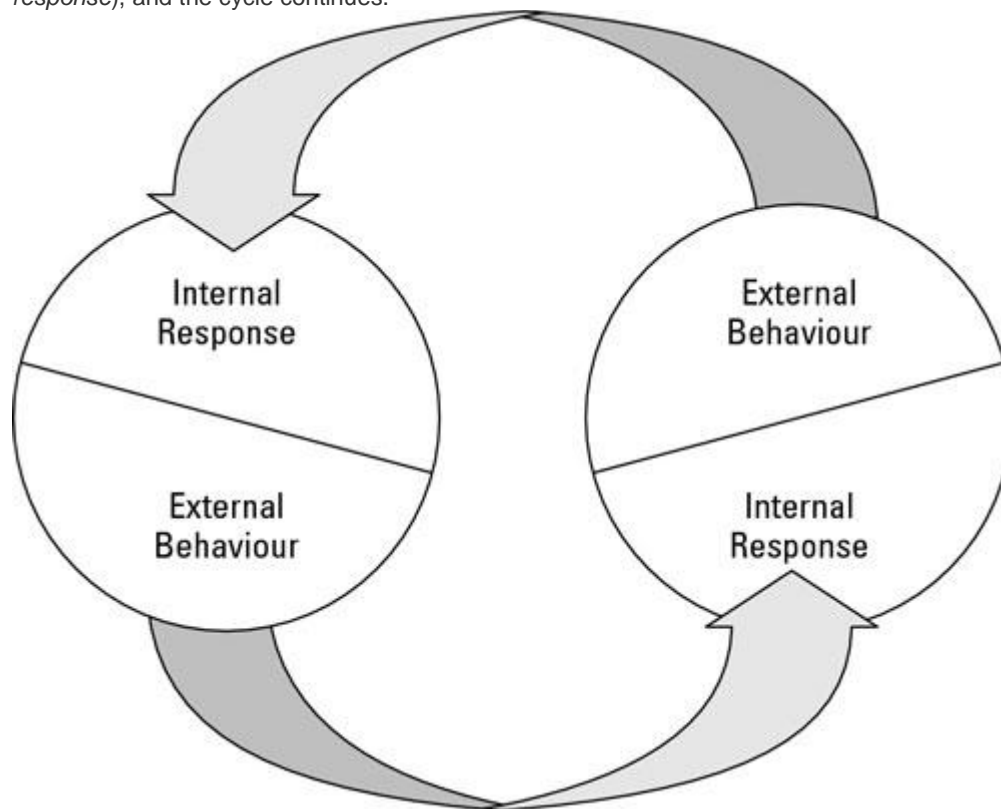
Everyone's born with the same basic neurology. Our ability to do anything in life, whether it's swimming the length of a pool, cooking a meal, or reading a book depends on how we control our nervous system. So, much of NLP is devoted to learning how to think more effectively and communicate more effectively with yourself and others.

- Neuro is about your NEUROLOGICAL system. NLP is based on the idea that we experience the world through our senses and translate sensory information into thought processes, both conscious and unconscious. Thought processes activate the neurological system, which affects physiology, emotions and behaviour.
- Linguistic refers to the way human beings use language to MAKE SENSE of the world, capture and conceptualise experience, and communicate that experience to others. In NLP, linguistics is the study of how the words you speak influence your experience.

- Programming draws heavily from learning theory and addresses how we code or mentally represent experience. Your personal programming consists of your **INTERNAL PROCESSES** and strategies (thinking patterns) that you use to make decisions, solve problems, learn, evaluate, and get results. NLP shows people how to recode their experiences and organize their internal programming so they can get the outcomes they want.

The NLP communication model

The NLP communication model is based on cognitive psychology and was developed by Richard Bandler and **JOHN GRINDER**. According to the NLP communication model, when someone behaves in a certain way (their *external behaviour*), a chain reaction is set up within you (your *internal response*), which in turn causes you to respond in some way (your *external behaviour*), which then creates a chain reaction within the other person (their *internal response*), and the cycle continues.



The internal response is made up of an internal process and an internal state. The internal process consists of self-talk, pictures, and sounds and the internal state is the feelings that are experienced.

Extraordinary healers all have one thing in common: heightened sensory awareness. It's as if they have the ability to tune into a completely different wavelength. They notice things that other people don't notice. They see what can't be seen. Their acute senses seem to gather information out of thin air.

Imagine being like Sherlock Holmes, noticing tiny flecks of dust, a hair, or mud on the side of someone's boot and then making an accurate deduction. This attention to detail requires mastering specific skills. Most people overlook such visual clues. To read between the lines, hear behind the words or pick up on

voice tones runs the risk of mindreading or projection. Because it's so easy to make a mistake and get it wrong, many people decide to dismiss such insights as untrustworthy.

While children commonly report that they see auras, most adults have learned to stifle such input. The sea of information enveloping and surrounding everyone remains ignored. But could it be possible to regain that awareness? What could expand the ability to see, hear, feel and sense more accurately? What if the senses could be tuned to receive psychic information too? Just like everyone can sing and draw, everyone has an inbuilt capacity to tune into these energies. It's just a question of practice. NLP can help to develop these extraordinary senses through practicing special exercises. In fact, true NLP expertise depends on being able to tune into sensory specific energies.

One of the first exercises taught on an NLP Training is how to access 'peripheral vision'. Most people use focal vision most of the time, looking directly at one object at a time. They tend to ignore what's happening outside of this chosen focus of attention. However, simply shifting the focus of attention has a profound effect. Try this for yourself: just choose a spot to focus on directly in front of you on the horizon and don't allow your eyes to move. Then raise your hands to the sides and wiggle your fingers. Without moving your eyes, slowly bring your hands backwards until you can barely see the fingers wiggling. What happens?

Most people report that as they become more aware of their peripheral field of vision, their hearing also becomes more acute. They also report that they feel calmer and more centred. It's like all the senses switch up a gear. NLP has found peripheral vision creates the optimum learning state because it allows more information to come in through all the sensory channels. It's also very useful to use peripheral vision when talking to groups. Even when gazing in one direction, it is still possible to pay attention to the opposite side of the room. Remember those teachers at school that seemed to have eyes on the back of their head?

Body healers develop their sensitivity of touch to feel minute differences, subtle pulses, shifts and changes in the flow of energy. Spiritual healers probably work with the varying frequencies directly within the Field itself. Psychic surgeons like 'John of God' perform operations on the organs in the Field's blueprint. Distance healers send their energy by intention. And of course, new infocetical medicines like those of the NES System work on this level too.

Now Quantum Physics and Morphogenic Field theory can begin to explain how these energy frequencies resonate and relay this information. Scientist David Robson reports that groups of neurons in the brain

oscillate together. These complex vibratory signals, called coherence potentials, become mirrored spontaneously by other groups of neurons. The neurons pick up the activity of the other neurons with astonishing precision, just like what Einstein called 'spooky action at a distance', or quantum entanglement. So a smell or taste can trigger a coherence potential in the visual area of the brain, evoking memories of your house or garden from childhood. Similarly, neurons in someone else's brain could also resonate with the vibrations and tune into the memories.

A key element of NLP training, matching and mirroring, amplifies this process. Mirroring seems to be one of the most effective ways to increase the neuron's ability to vibrate in sync. People who like each other tend to match each other's body position and movements. Next time you are in a restaurant, just watch a couple who have just fallen in love. They will be sitting in similar positions, gazing deeply into each other's eyes and lifting their wine glass with total synchronicity. The intense rapport that is generated contributes greatly to the level of intimacy they enjoy. Contrast this with other couples who sit in silence, gazing stonily in different directions and you'll easily be able to make accurate intuitive deductions.

Most people learn to use mirroring just to increase rapport. However, what's fascinating is how deeply it allows you to tune into another person's thinking. With hardly any practice, simply mirroring another person's body posture, gestures and breathing makes it possible to pick up their internal pictures, thoughts and emotions. Of course, the longer you match and mirror, the greater the ability to tune in. Get good at matching not only a person's behaviour, but also their beliefs, values, sense of identity and spirituality and you'll not only be able to predict how they think, but what they'll do next.

People who study NLP are amazed to discover how easy it is to tune into this energy. After practicing a few sensory acuity exercises, a volunteer is invited to sit at the front of the room while the class gazes at the back of his head. A card with a specific scenario is handed to this person to read silently and think about. Without acting it out or giving obvious clues, the person merely focuses on the emotional state of the scene depicted. The class then guesses whether the emotion being felt is positive or negative, and then identifies exactly what emotions the person is feeling. To everyone's great surprise, their guesses describe the person's emotional state very accurately, even though they are only looking at the back of the head! It's like being psychic.

This heightened awareness is the difference that makes the difference. Since all incoming sensory information gets processed unconsciously, people are usually not aware of precisely what they see, hear or feel. It has been estimated that over two million bits of information bombard the senses every second. If the brain tried to process all that information, it would be overwhelmed. Even psychic

sensations must get interpreted through these same sensory channels. So accessing different realms of information is just like tuning into a different radio channel. NLP teaches how to direct the focus of attention differently to pick up different frequencies. For example, learning how to see the different layers of the Aura is easy when you know how to look. As each sensory awareness exercise is mastered, the ability to tune in and pick up information increases.

NLP works with the concept that less than 10% of communication is verbal. Most of the meaning comes across via body language and voice tone. Many studies have revealed that people make up their minds about another person's message in the first 90 seconds of meeting. Yet most people persist in putting all their attention on the words. Meanwhile, the unconscious mind processes the other information coming in, trying to determine what is really being said. Often there is an incongruence or conflict between the words and the delivery. Which one should be believed?

People are like sensitively tuned radio transmitters, unconsciously picking up all the words, voice tones, feelings, and subtle expressions - even what is not being said. People usually react to the unspoken messages more than the words. One of the NLP 'presuppositions' is that the meaning of the communication is the response that is elicited. This means that if your communication has been misinterpreted, it's your responsibility to re-state the message in ways that can be understood by the other person. It's like speaking their language instead of assuming that your way of expressing yourself is automatically clear. But, if your words inadvertently hid some unconscious message, perhaps there was no misinterpretation. Unresolved feelings, conflicts or stored up resentments creep into the spaces between the best-intentioned words. No one gets away with anything.

Honesty and integrity require more than just words. True integrity means the actions, words, thoughts and emotions all match. Rather than just giving lip service to ideals you aspire to, or kidding yourself about good intentions, integrity requires congruence. NLP teaches how to raise your sensory awareness to notice the signs that indicate whether a person is congruent or not. But the trick is that in order to do this well, you need to have clean, open sensory channels yourself. Your own inner congruence is key.

The most evolved and spiritual people usually demonstrate profound humility. They constantly aim to improve themselves. The speed of change happening in the world right now means that it's crucial to become more conscious and aware. The actions each person chooses to take right now directly affect the very destiny of the planet and the human race. To truly make a difference requires consistent intent, thoughts, words and actions. Every thought you think, every feeling you feel, has profoundly powerful effects on the whole system. How well each person cleans up their act and demonstrates alignment,

congruence and integrity affects the whole. Here is where NLP can provide some of the most effective tools for change.