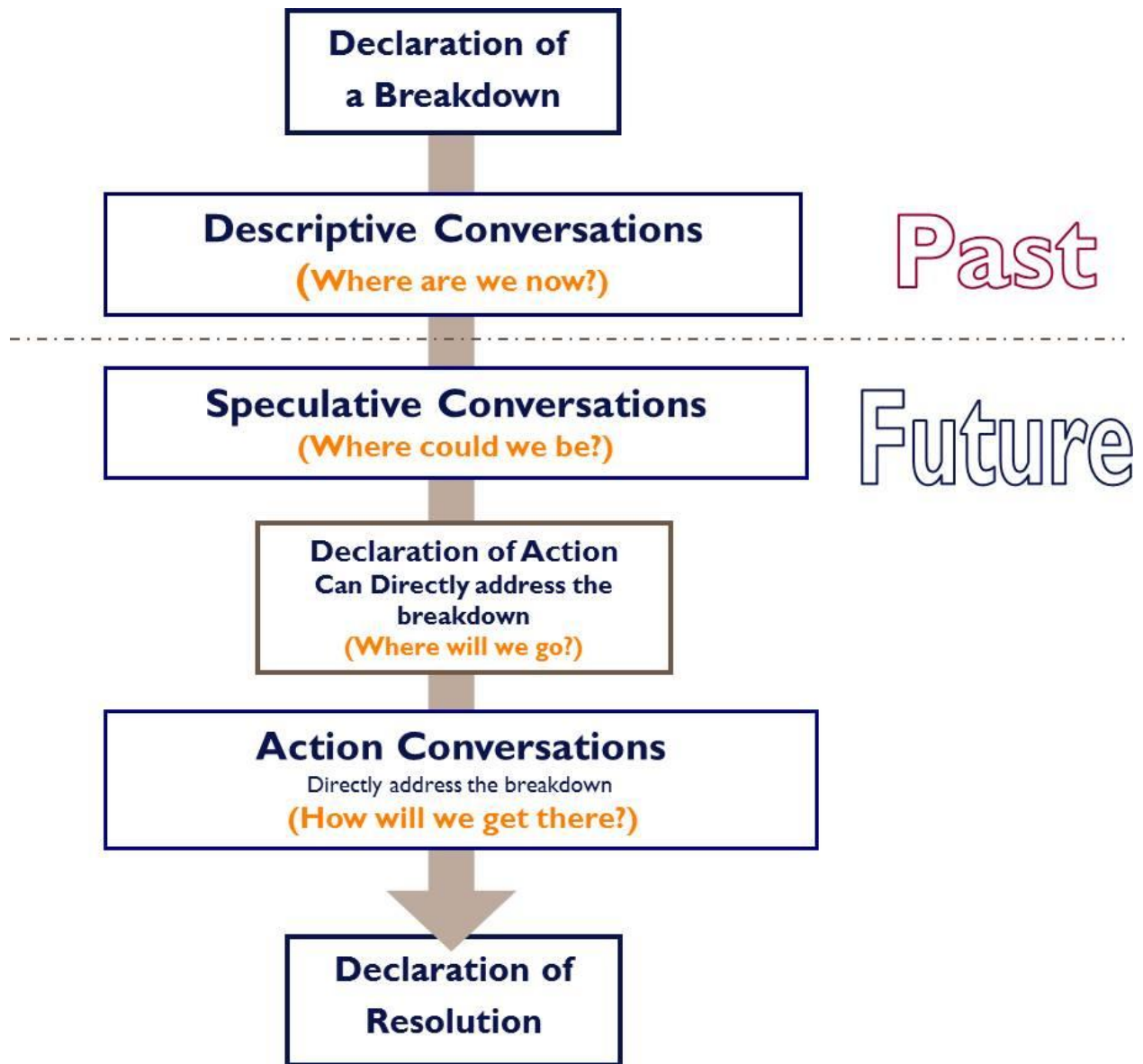


Language Patterns



NLP Hypnosis and Language Patterns is a hands-on weekend in which you will learn both traditional Closed Eye Hypnosis and Conversational Hypnosis. Closed Eye Hypnosis is your traditional, non-directed hypnosis. Many people correlate Closed Eye Hypnosis to meditative states or

guided journeys. This type of hypnosis is a powerful part of NLP and subconscious change work. The second form of hypnosis you will learn is called waking trance or Conversational Hypnosis. This is a powerful tool set that allows you to create powerful shifts in individuals by the use of specific language patterns including metaphoric stories.

What Will I Learn?

The 3 Key Parts of Hypnosis:

Inductions

Deepeners

The Guided Journey

How To Develop Your Hypnotic Voice

The Language of Influence:

How to use language patterns in your marketing and advertising that will help engage your potential buyer and bypass objections.

The Power of Stories:

Learn how to create and use metaphorical stories as a powerful tool of transformation

Ethical Use of NLP Hypnosis and Language Patterns

create the results that we get from the internal representations that we make in our head.

Our internal representations therefore are crucial to our success. In communicating with someone the aim of the communication is to access the internal representations that the person is running and influence them. If that person is running bad trance, having a bad day in their internal representations how can we linguistically assist that choice such that they have got **MORE** opportunity for a good day?

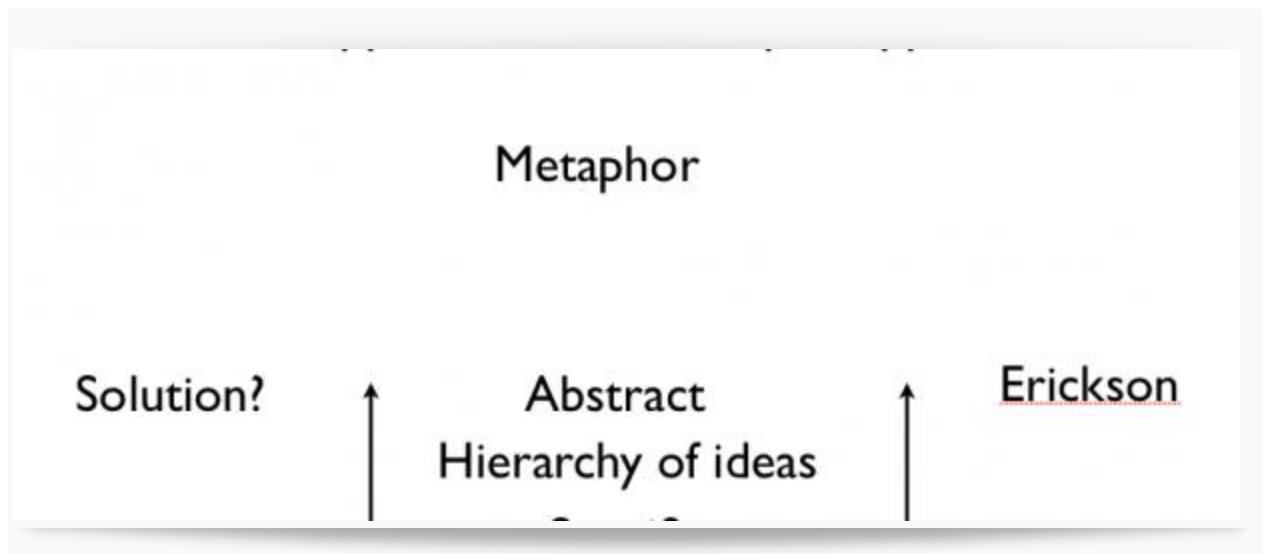
How can we assist someone have a new **NEUROLOGICAL** experience just by what we say? How do people express what is going on in their head? You are no doubt familiar with the phrase “suppose that we do this.” What does suppose mean? If I say to you, “suppose that we have some fun.” It puts forward the word “fun”. It suggests the word “fun” to your neurology. That means to you that you are going to go and have some “fun.”

Even by using that word “suppose” I am already hooking you into what I am about to say next and by using the word “fun” you have to try “fun” on for size and you have a

reference experience and you immediately assume that you are going to do it.

Presuppositions, then are what is presupposed in someones language. If we can detect first is what is presupposed in someones language by reason of what they are saying, we can then hear their reality as they currently experience it.

As we express ourselves we use presuppositions. We use the language of what is being presupposed in our reality. So in other words we can create rapport with peoples unwrapping of their experience. As we explore the unwrappings of their experience, so we can understand their model of the world better. By having better understood their world, we can then explore it back to them in a different way, by wrapping our language in such a way that when they unwrap it in their heads a new way of thinking is being offered.



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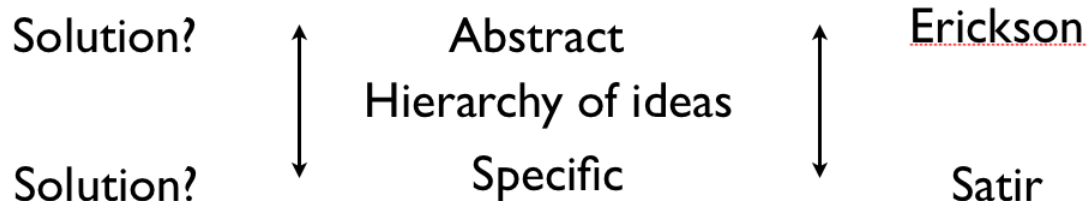
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Presuppositions - what is presupposed

Metaphor



NLP is an ART and SCIENCE of personal excellence. The art is in the elegance by which we use our tools of linguistic expression, the more artful we are the elegant that we are and the more at rapport we are. The more we use our linguistic skill the more it is an art. We change our language to change the way that the person is filtering their linguistic experience.

So the key to linguistic change is the ordering and sequence of the internal representations that take place inside you and your clients. Our linguistic ability is infinite

and our capacity to positively influence others through our linguistic ability is infinite and it is what [distinguishes](#) us from the other mammals on earth.

Presuppositions then are what is assumed in a sentence. This is one of the ways by which we will create new neurological choice. When we assume certain things in our sentence and they try those internal representations on in order to make sense of them, so we can start to change their internal representations, impact on their model of the world.

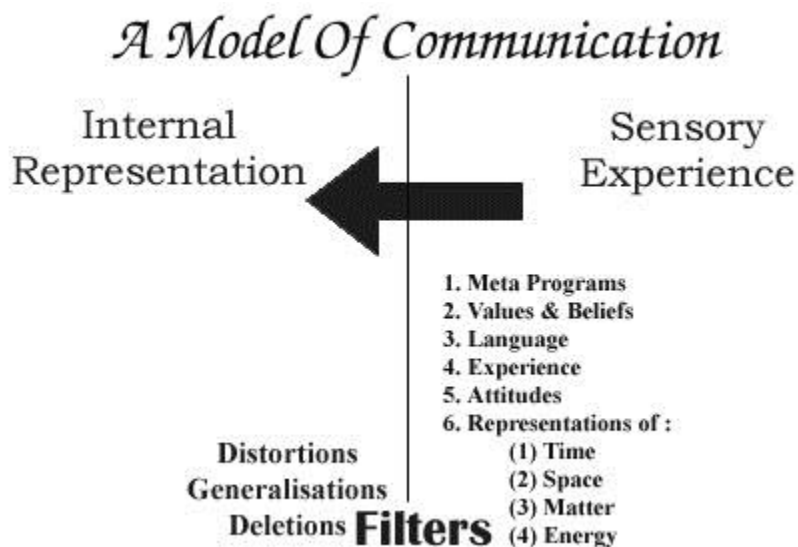
Another way of doing it is to be artfully vague. When Bandler and Grinder modelled Milton Erickson in developing NLP, they modelled this man who was so vague in his language that they had to keep themselves from going into trance. Everytime they tried on the model of the world they just went into trance. So they had to study and study and study his language patterns. They did that until they understood that the way Erickson created the change that he did, was at a [high level](#) of abstraction, by making people go more and more into abstract in their **THOUGHTS**. They then modelled Virginia Satir who they noticed did exactly the opposite, she got them to be more and more specific about what was going on in their neurology. This is the source from which the NLP [Meta Model](#) came.

We can learn simply from the language patterns that people use, how people construct their model of reality, their deletions, distortions and generalizations. The NLP [Hierarchy of Ideas](#) is what connects these two different levels. Ideas can be extremely specific or they can be extremely abstract and the more specific an idea

becomes. The more concrete it becomes the more and more abstract an idea becomes, the less we can put it in a wheelbarrow.

So even by attending to the level of specificity we can start to influence peoples language. Up up up to more and more abstract, more and more MILTON MODEL. Down down down to more and more specific, more and more Virginia Satir more and more concrete.

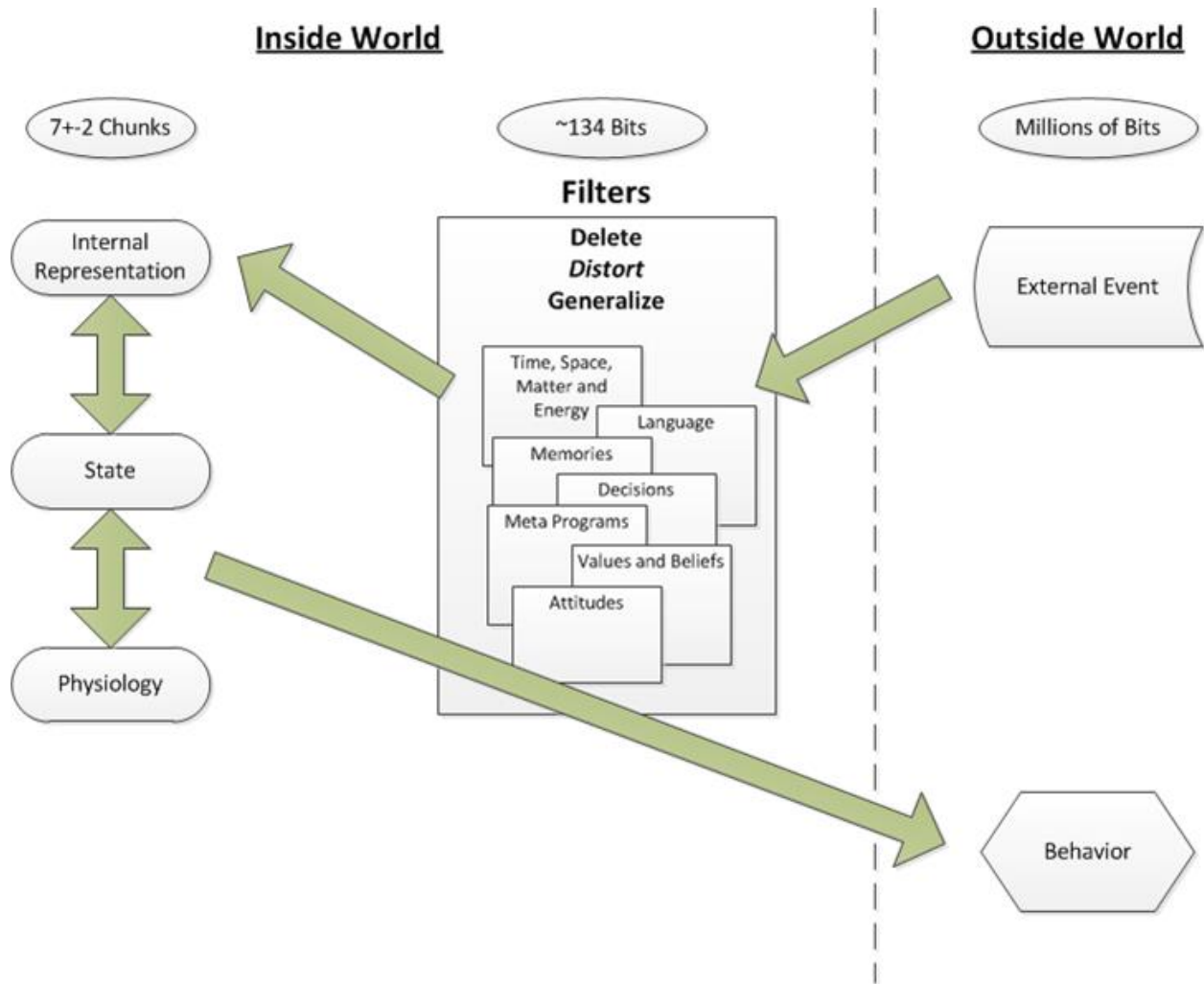
Metaphorically we can use stories as part of our range of language skills a method by which to reconstruct change, give new meaning to peoples internal representations. Metaphors are a fun and elegant way of assisting people have new neurological choices.

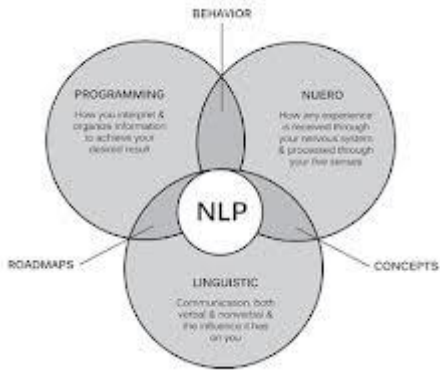


The
Neuro-Linguistic Programming (NLP)
Ultimate Success Formula

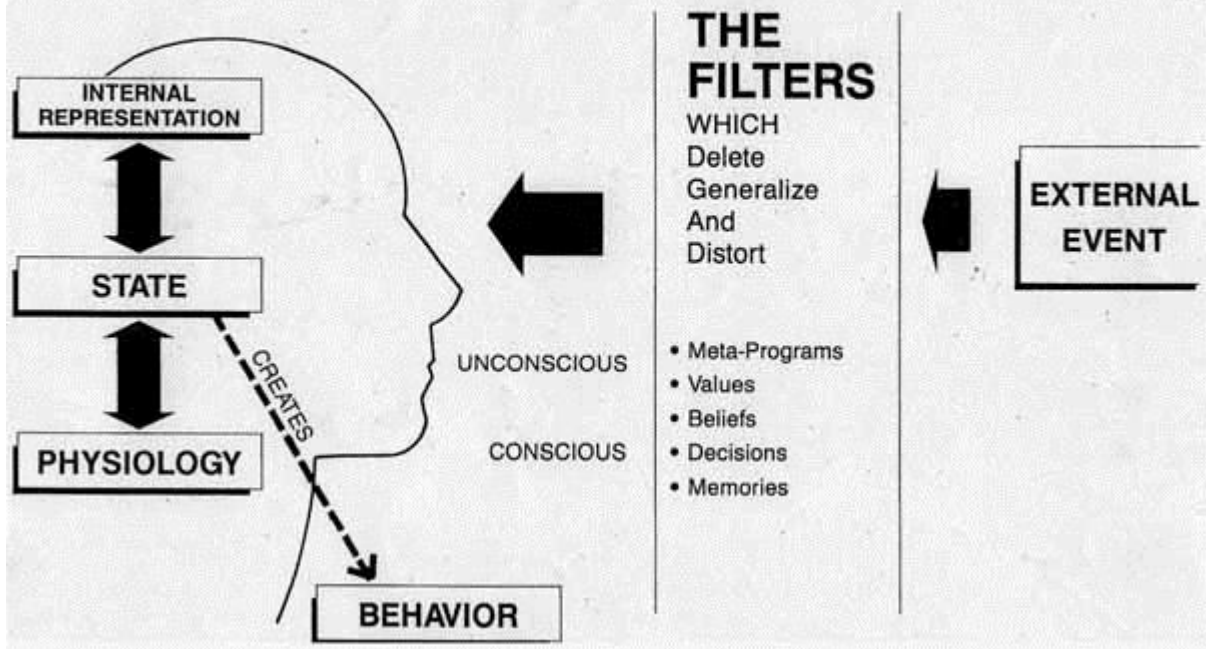
1. Take precise to the desired outcome.
2. Take explicit actions to achieve the outcome.
3. Note or qualify whether the actions are working.
4. Change the approach, as required to attain the outcome.

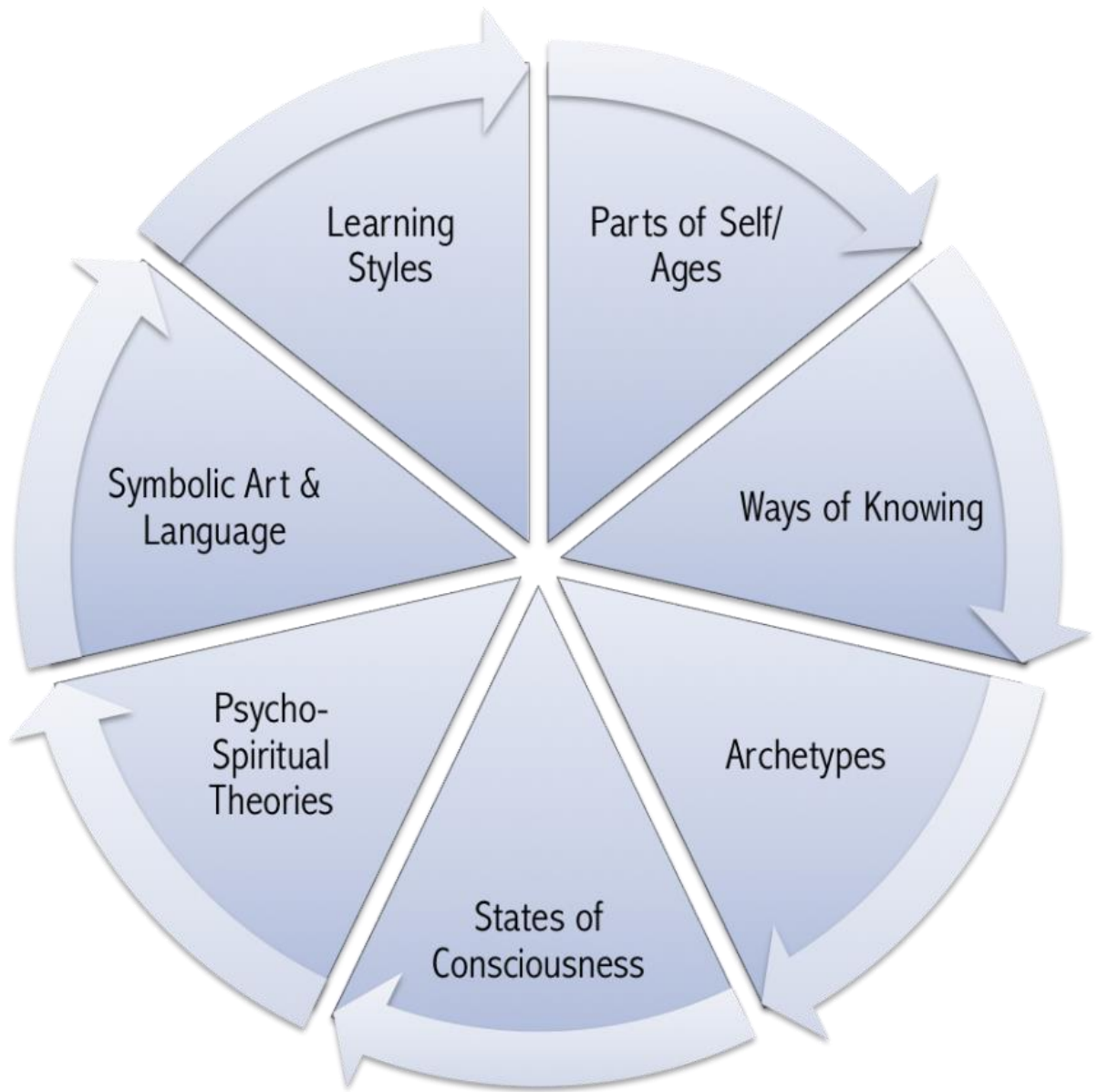


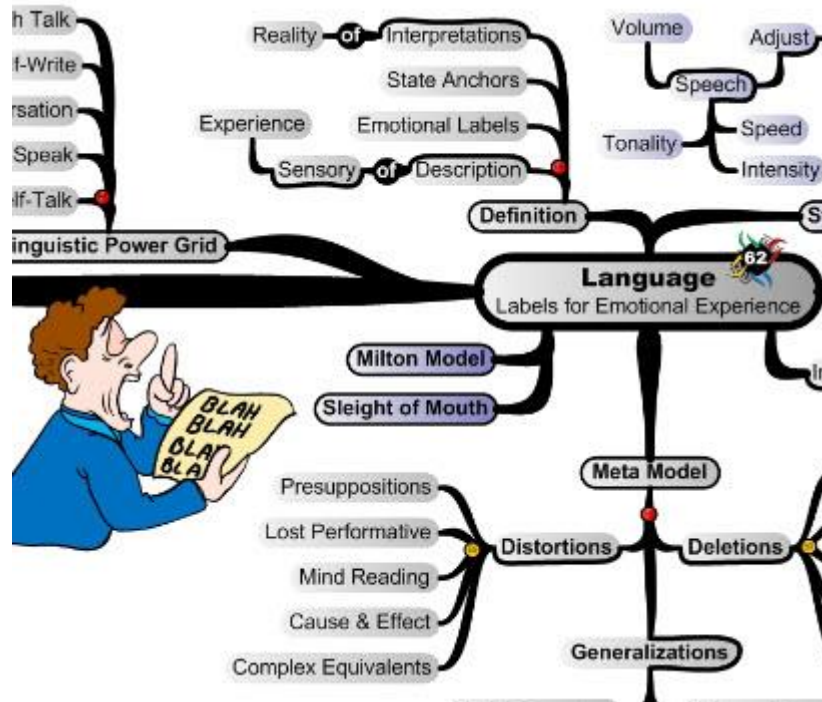




NLP Communication Model







The 9 Environments of YOU is a powerful way to see and design the world around you. We know that humans are always adapting to the world around them while at the same time creating the world as a reflection of themselves. What if you could design the world around you so that you could become who you desire to be AND evolve in unexpected often delightful ways?

Well it is possible and in this course you will learn how to do this with your players. In the [ENVIRONMENTAL DESIGN Coaching program](#) you learned how to design environments for sustainable success. In this program we go beyond results to Personal Evolution.

In this program you will have a real hands-on experience of the 9 Environments. You will work with a partner throughout the program as their coach - designing every aspect of their environment for personal evolution (and yes, they will be designing yours too)

To create environments for Personal Evolution we will explore the following themes:

- 1) The Evolutionary Coaching [Method](#): designing experiments and entering NEW TERRITORIES
- 2) Using Pattern Language to Design Environments: Find the phrase that captures the feeling, then replicate!
- 3) Using Pattern Language to identify conflict and dissonance in the 9 Environments fo You
- 4) The Memetic Environment (Part 1): The Magical Powers of Replication: Leverage our natural capacity for imitation.
- 5) The Memetic Environment (Part 2): The Conscious Selection of Memes: Choosing what influences you
- 6) The Patterns of Complexity and Simplicity: Abandon the non-essentials and watch your player grow!

Here are the themes of the program:

1) The Evolutionary Coaching Method

Evolution is fostered by designing experiments and entering new territories. This is how you facilitate rapid growth for your player in their game and as a person. In this program you will learn how and when to design experiments that foster Personal Evolution.

Did you know that your players way of thinking, behavior, capacities, skill sets and [paradigms](#) are not just limited to developing (linearly) over time but can evolve in unexpected ways. This means that they can become MORE complex and take on a different life far beyond what they may have been planned for. There is a wild adventure beyond personal development; Development means more/better of the same while

evolution means something new added to the mix that fundamentally changes its nature.

This class will delve into how to design experiments which stimulate your client in surprising ways. Personal evolution is a very different game, it is about using everything in your midst to move to HIGHER AND HIGHER levels of truth about life, people, nature, and the connection to a much higher power in the universe.

2) Using Pattern Language to Design Personal Environments

What games are your players playing? Are they games of BUSINESS, CAREER, romance, family, health, athletics or a spiritual quest? Through the use of carefully designed pattern language, it is very possible to design a world which is perfect for the games your player is playing; a world that brings the game to life! This class will teach you a method for designing environments using pattern language as a tool. With this tool you can develop dramatic new solutions to old and tired problems, create exciting new possibilities, and have success come in the games your client is playing with much less effort and willpower.

3) Using Pattern Language to Identify Conflict and Dissonance in the 9 Environments of You

Have you ever noticed that the environment is creating a source of conflict and frustration? This is a common experience when your client is playing a new game because your clients world is a reflection of the games they used to [play](#). And many of those games were outgrown years ago! Through the use of pattern language you will identify elements of your clients world that are not designed for the new game. This goes deeper than tolerations that

were identified in module 1. Here we get into the depths of your clients world and create new patterns.

For example, your player says that they want interdependent relationships yet they continue to attract people who are needy. Or, they say they want to live a clean and organized life, and they continue to collect clutter. Each and every thing in the environment is filled with energy. Every aspect of life is riddled with patterns...patterns of inspiration and patterns of drag or stuck-ness. Our players can want to win desperately, yet they may never get there due to patterns of self doubt. This is where the inner game and Environmental Design come together. This class will explore how conflicting intentions are reflected in the 9 Environments of you and how to articulate the pattern language to create freedom and possibility.

4) The Memetic Environment (Part 1): The Magical Powers of Replication

As humans, imitation comes naturally to us. As infants, we learn to say “No,” learn to wave good-bye, and LEARN TO SMILE as we see others greet us with an ear to ear grin. Each time we imitate someone else something is passed on and passed on again and again. Tunes that you cannot shake, catch-phrases, clothes and fashion, religious beliefs, the invention of the internet, the profession of coaching, and ways of designing buildings are all memes. This class will provide you with an introduction to the memetic environment...those ideas, behaviors, styles, or usages that spread from PERSON TO PERSON within a culture and have a profound effect on your client.

5) The Memetic Environment (Part 2): The Conscious Selection of Memes

A good part of who your player is, is influenced by what comes into their lives and how they respond to it. Is your player fueling up from sources that completely support them? We will look at the sources that influence what we think, why we think what we do, and what we can do about it to create optimal conditions to flourish. The places your player gets and the degrees to which they are influenced by memes may surprise and astound you and them!

6) The Patterns of Complexity and Simplicity

Ahhh...give me the simple THINGS IN LIFE. Now that your client has experienced the 9 environments of you and the strategies for personal evolution, it is time to begin looking closely at how to support your clients in discovering the environmental patterns of both complexity and simplicity. Abandoning the non-essentials and struggles in life leaves much more room for evolution, and your client will begin to move in the direction of their truest, closest to the heart dreams. This class will provide you and your client with a blueprint to begin designing their lives built on a foundation of simplicity, beauty, and clean open spaces. Your players spirit is about to soar!