

Getting better results with Neuro Linguistic Programming (NLP) INSPIRATION FOR SUCCESS - March2007

Since my last email I have become a certified Master practitioner of Neuro Linguistic Programming (NLP), Time Line Therapy™ and Hypnotherapy. A very powerful and life changing experience, with the added benefit of meeting some wonderful people too. Therefore it seems appropriate to give you a brief taster of some of the distinctions of NLP, with brevity as inspired by a great Chinese proverb gratefully received '*small minds need more space!*'

Firstly what does Tony Blair, Paul McKenna and Derren Brown all have in common? The answer is they are all NLP Practitioners. Why? Because NLP is based upon modeling individuals who have achieved outstanding results in life and then turning this knowledge into practical application. The subject is extensive, however here are some valuable life distinctions, which may not always be true, however where applied generally get better results:

1) Cause and Effect – very successful people operate on the cause rather than effect side of life. They make things happen, rather than living on the receiving end. We have all been guilty of complaining about others for our situation, whether the government, our employers, colleagues, parents, shareholders, an audience etc. To have great success it is wise to move from effect to cause! This is why I love coaching, as helping individuals through this transition is highly rewarding.

2) Results v Excuses – successful people don't believe their excuses. The responsibility lies 100% with you to get the result! Once you apply this though be warned, excuses are now a thing of the past!

3) Perception is Projection – we all have our own unique perception of the world and we should respect the difference. Through our communication we externalize what is inside to the outside world. This is why someone experiencing the same situation, can have a completely different perception of a holiday, pair of shoes, business meeting, film, play, book! This is because we are externalizing our inside map of the world! NLP is about learning how to change our perceptions to more empowering ones

4) Responsibility for results – this lies with you 100%! Ouch!

5) The Mind-Body Connection – the mind and body are closely connected. For example do some physical exercise and you feel mentally much better. NLP is concerned with adopting the right state to perform in a particular situation. In the optimum state you will receive better outcomes. Also a positive and calm internal perspective is a major factor in preventing stress and illness.

Wishing you success always!

Chris Cooper
Managing Director

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