

## Day 1 – Introducing NLP

Can you imagine a set of tools that will allow you to use your mind with optimum power to take control of your life? Neuro Linguistic Programming is such with the added benefits that have an ongoing personal development effect.

NLP is learning how your mind works and how to navigate and change it productively to make the improvements you want in your life. The added bonus is that you can also use the techniques to help others change their thoughts and behaviors too.

NLP has been described as the latest cutting-edge technology with a laser precision influence. These techniques, tools, and understandings can be utilized in business, education, sales, management, therapy, parenting, relationships, training, and more. In fact, NLP contains valuable skills which can be transferred to any area of life. Many call it the art and science of personal excellence. Over the years, millions of people from all corners of the world and all walks of life have benefited from NLP.

Nelson Mandela so eloquently stated, “Taking charge of our lives puts us in power of our actions, our light – our life.”

### *Understanding NLP*

When we teach an NLP Practitioner certification, we ask our students to tell us what they think NLP is. We share with you some of the most common definitions:

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- The manual to run the mind, brain, and body
- A systemic approach to understanding human effectiveness
- Skills and techniques to have a successful and happy life
- Software for the brain
- Communication and modeling tools to achieve excellence at whatever you choose

In general, most definitions center around personal development. NLP can provide useful ways of improving performance and being even more competent and in control of thoughts, emotions, and behaviors.

Richard Bandler, one of the co-founders of NLP, has been quoted as saying that “NLP is an attitude, and a curiosity that leaves behind a trail of techniques.”

It is also defined as a system of organizing human behavior into its smallest component parts, on both verbal and nonverbal levels.

We are fortunate to live in an age of science and technology as it helps us immensely to understand NLP. Much like a computer has programs, we too have programs – programs for learning, for selling, for parenting, managing, loving, speaking, playing, teaching; in fact, we have a program for everything we do.

These programs are created from our life experiences and are influenced by the language we speak to others and to ourselves, and through our non-verbal language patterns.

Utilizing the unconscious mind, where we store and operate these programs from, we can clear old, ineffective programs and behaviors as well as create new, beneficial and lasting programs that allow us to be on a direct path toward our goals and outcomes.

Although the name **Neuro Linguistic Programming** could imply almost anything, it actually encompasses the three most powerful instruments involved in the human experience, which are neurology, language, and mental programming.

The **Neurological** system is responsible for how we process information and regulate our bodies. The brain is the center of this magnetic field. It is controlled by the three minds and through thought impulses. Emotions trigger the chemicals which activate the nervous system and keep it regulated. All thoughts are the electricity of the system, and emotions are the magnetism of the system. The chemicals that are necessary for the nervous system come from the physiology of the body. All three are necessary for the brain, mind and body connection to operate.

Put simply, our neurology or nervous system processes our experiences via our five senses: what we see, hear, feel, taste, touch, and smell. We learned about this in primary school. We see, we hear, and we feel our external world, and in a nanosecond we internalize it.

Language or **linguistics** determines how we interface and communicate with ourselves and others. Interestingly, it is directly connected to our verbal and nonverbal language which describes our lives and experiences. Then we speak in terms of how we experience things.

**Programming** determines the kinds of models we create and act from. This in turn produces a physiology or body posture with muscle tensions and weight distributions. We organize our experiences in our programs, which are held in the unconscious mind which is holographic, therefore not only in the mind but also in our bodies.

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All three work together simultaneously, continuously and in dovetail manner. One influences and affects the others all the time. When we change our internal image and language, then we change our physiology – your psychology is your biology. Changing your language changes your neurology and your physiology.

<b>Neuro</b>	<b>Linguistic</b>	<b>Programming</b>
The neurology of your brain-body including neurons, chemicals, bioelectrical currents, and neural networks of connectivity.	Verbal and non-verbal communication based on your five senses and how you make sense of the world around you.	How your mind organizes into patterns, your beliefs, behaviors, emotions, and thoughts.

### *What Can You Do with NLP?*

NLP teaches you to habitually take a systematic approach to life. To understand the different fundamentals that are part of the system and how they function. The system consists of events, thoughts, feelings, actions, and interactions with people and situations. Once you understand how the system is working, you have a means of navigating and operating it consciously, then unconsciously. In simple terms, NLP is like an electrician unraveling the wiring and bringing it up to code based upon the type of system it is supporting.

NLP is widely understood and used today in all areas of business, education, family, health, finance, and personal development.

NLP is a study of excellence; it is the latest technique of mind maintenance that comes from a person's desire to get more out of their life than what they have settled for and are usually achieving. As a thought system it gives you choices. What makes NLP so effective is its ability to break down functions into very small chunks or pieces and to find the internal processes that operate, such as thoughts and feelings, and at the same time determine the external behaviors or what the person is doing.

NLP is a very powerful body of knowledge, techniques, and processes. Hypnosis is interwoven throughout the fibers of most practices. Most of our programs are automatic or habitual. To be able to access your unconscious mind and clear and change your old, unwanted behaviors and limiting thoughts and beliefs seems magical. NLP offers you a way to deliberately use your brain and to have the life you want.

### *A Brief History of NLP*

Historically, Neuro Linguistics comes from a long history of processes, techniques, and beliefs of the physical influences on the mind, using language dating back to as early as 1861 from the work of Dr. Paul Broca (1824-1880) and later studied by Alfred Korzybski, a general semanticist (1879-1950). Korzybski coined the term Neuro Linguistic in his book *Science and Sanity*, written in 1933. He also had a training called *Neuro-Linguistic Training*, in 1941. He saw it was a key element in developing a better understanding of the role and limitations of language and how we build our maps of the world. Much is attributed to Korzybski in NLP. As we now know, the world was not fully equipped to understand and utilize these concepts that became tools. As the computer age was born, the timing became ripe for NLP.

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The basis of NLP we know today was originated in California in the early 1970s, primarily by John Grinder and Richard Bandler. Grinder was a Professor of Linguistics at the University of California, Santa Cruz, and Bandler was a student of Gestalt Therapy. As mentioned before, most of NLP was based on methods and understandings that were developed much earlier by countless doctors, researchers, educators, and philosophers. What these two men did was to:

- Replicate excellence with modeling techniques
- Systemize and make practical the tools for communication
- Unify these methods for success

By exploring how people excelled in their profession, they found patterns of behavior, thinking, and specific unified models to copy. They found that if other people could do something successful and excel, it could be replicated.

While Bandler and Grinder developed many of the early models and techniques, they were assisted by a committed core group of colleagues and students, including Leslie Cameron-Bandler, Judith Delozier, Robert Dilts, David Gordon, Frank Pucelik, Byron Lewis, Jim Eicher, Mary Beth Myers-Anderson and Stephen Gilligan, and many others.

What we do know is that the original foundations of NLP were modeled on the excellence of three professionals in the psychotherapy field.



The first was **Fritz Perls** (1893-1970). A psychotherapist and one of the founders of Gestalt therapy, “Fritz” Frederick was born in 1893 in Germany. He earned his M.D. degree in 1926, and then worked at the Institute for Brain Damaged Soldiers in Frankfurt. Here he was influenced by Ge-

stalt psychologists, and existential philosophers. Perls and his wife, Laura Posner Perls, founded Gestalt Therapy. They were not satisfied with psychoanalysis and wanted something different to help patients. Gestalt psychology, with its emphasis on the whole person, was a useful principle for the development of this new type of therapy. His work noted that many people split off from their experiences that are uncomfortable. One of his goals with his work was to move people into owning their experiences and developing into a healthy whole or gestalt. He moved to South Africa in the early 1940s and in the 1950s moved to New York City, where he and his wife organized the New York Institute of Gestalt Therapy. In the 1960s, they moved to California where he continued to do Gestalt therapy workshops until his death in 1970. One of his most important publications was *Gestalt Therapy Verbatim* (1969) which describes his gestalt therapy work.

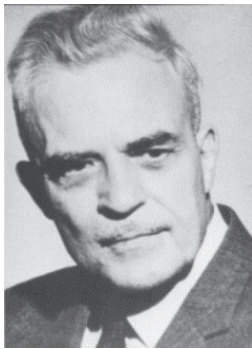


**Virginia Satir** (1916 – 1988), a family therapist, is referred to as "The Mother of Family System Therapy." Born in Wisconsin on June 26, 1916, her career spanned over 45 years. Rather than placing her focus on illness, Satir's style came to be based on personal growth. She was concerned with the health and healing of each individual human spirit by connecting with a universal life force.

As early as age five, she recalled that she knew what she wanted to do when she would grow up. She said, "I'd be a children's detective on parents." She was educated at the University of Chicago and received her master's degree from their School of Social Service Administration. She worked at the Dallas Child Guidance Center and at the Illinois State Psychiatric Institute. Later she helped start the Mental Research Institute in Palo Alto, California. She was instrumental in forming this country's first formal program in Family Therapy.

Satir has written or co-written twelve books. Her first book was published in 1964 and was called *Conjoint Family Therapy*. *Peoplemaking* was published in 1972. Another popular book, done in 1988, is *The New Peoplemaking*. She died in that same year, on September 10, in San Mateo, California.

According to author Steven Andreas, Satir helped people to reshape their way of problem solving into more positive ways. He quotes her as saying, "Problems are not the problem; coping is the problem. Coping is the outcome of self-worth, rules of the family systems, and links to the outside world." She recommends that a person pursue their dreams instead of trying to determine whether the dreams can be realized or not.



**Dr. Milton H. Erickson M.D.** (1901-1980) was both a psychiatrist and a medical doctor, having received his medical degree and his master's degree in psychology simultaneously. He was the founding president of the American Society for Clinical Hypnosis, as well as the founder and editor of that society's professional journal. His professional life since 1950 has included both a busy private practice in Phoenix, Arizona, and constant traveling to offer seminars in hypnosis and lectures both in the United States and many foreign countries. What is less well known is the fact that Dr. Erickson has a unique approach to psychotherapy which represents a major innovation in therapeutic technique. For many years he had been developing effective and practical methods of treatment, which may or may not have involved the formal induction of trance.

Grinder and Bandler and their team studied the patterns of these therapists and refined them into models for effective communication, personal change, accelerated learning, and greater enjoyment of life.



The basis of their research and modeling was that people have three elements that make up how a person functions.

1. **How people THINK**
2. **How people FEEL**
3. **What people DO**

Everyone has ways of thinking, feeling and behaving that are individual and makes them either effective or ineffective in whatever they are involved in. Most people are completely unaware of these basic elements as they are automatic or unconscious patterns.

### *How Can I Use NLP?*

There is a New Guinea proverb that says, Knowledge is only a rumor until it is in the muscle. This is true for almost everything that you want to learn in life, and NLP is no exception.

Often people come to the Institute with basic knowledge of NLP from books they have read or workshops they have attended, and they want to know more. They found that the missing ingredient was the actual trying out of the techniques. It would be like learning tai chi or yoga from a book without doing the poses. It's not impossible, but it's faster and more powerful when you have a coach or facilitator assisting your movements and learning.

First and foremost, we'd say that NLP should be used with yourself first. There are plenty of tools and techniques that will give you skills to maintain yourself in body, mind, and spirit. We have found that when people learn to do this, they then transmit an unsaid energy about themselves that translates certainty to others about who they are. Often, people will come up and say, "I've noticed how calm and at peace you are and I'm wondering how you achieved it." This is a general but

common statement that can invoke a person to share with others some of the simple techniques for change.

With the millions of people who have learned NLP, there are unlimited possible uses and applications.

You can use NLP in business to promote top-notch sales and customer service results. It is also an effective way to implement and change organizational procedures and structures.

In schools, NLP can assist teachers with the teaching and learning styles of both verbal and nonverbal language of every child. It can identify how each one learns best.

Therapists, coaches, and counselors have more efficient tools to help people in a shorter time frame.

Medical professionals can use language and simple techniques to alleviate anxieties and fears, as well as assist people to heal with faster procedures.

When you learn NLP and use it in your life, you will enjoy far greater control and freedom over your own state of mind, responses, and interactions with others. You will find a greater degree of rapport and communication with others, recognize how others are using language to influence you and change unwanted habits and behaviors that hold you back. You will find it much easier to clarify your dreams for the future and identify barriers that may be keeping you stuck while changing the unwanted habits and behaviors that are standing in your way. You will understand your partner's and children's needs and communication styles more fully and you will find it easier to achieve your personal and professional goals, because you will gain greater access to your internal toolbox and resources.