

## How to practice NLP after the Evolution Diploma Course

The best way to do this is to just take one aspect at a time starting as we did with the sensory acuity. Just decide to spend a day calibrating and noticing the cues and shifts as you engage in conversation (set your filters by imagining yourself noticing what you decide for that day). The next day pick another aspect. Begin by building your awareness then later on use what you notice to improve rapport, here is a reminder of the different components:

**“Experience is not what happens to a man; it is what a man does with what happens to him”**

**Aldous Huxley**

### Communication

**Sensory Acuity** – Remember to avoid making judgements on the meaning of what you see:

- Calibrate first
- Visual
- Auditory
- Kinaesthetic – clear your internal state using the 5 step tune up (see below) and notice any internal sensations (this is probably the most challenging and begins to develop more fully on practitioner training)

**Rapport - Practice the elements:**

- Physical – Match and mirror cross over mirroring for rhythms etc.
- Tone – speed and volume most important
- Words – use their words and notice predicates

**Rep systems** – first just notice when you hear words that relate to senses then begin to match them:

- Language clues – these may not always be there as the more technical the topic the less sensory words will be present
- Eye accessing cues are easier initially to be aware of and will give you a general idea as to how the person is processing through their senses VAK

### **5 Step Tune up**

1. Check your state – mental, physical, internal dialog and any issues current
2. Drink ½ Glass water at least (and any time you detect thirst in the process)
3. Brain Buttons hand over belly button remember to switch hands – (Minimum 2 minutes)
4. Cross Crawl (Minimum 2 minutes)
5. Hook ups cross legs at ankles and hook arms up (Minimum 3 minutes), then finger tips together feet flat on floor (Minimum 2 minutes), breath in through nose with tongue at back of top teeth and out through your mouth

How do you feel now? Ready to go?

### **Outcomes**

- Focus on your desired state rather than the problem

- Begin setting yourself simple outcomes before you begin a communication ask yourself “What do I want from this interaction?” or “What is my positive intention?” create a clear imagination of the answer to your question before you communicate. With practice this takes just a few seconds and will set your filters to align with your outcome.
- Check the other persons outcomes by asking them what is important to them (Values)
- Connect your outcome to theirs
- Ask questions to recover Deletions, understand Distortions and find out if there is are generalisations that will block progress.
- Use stepping up and down as a fast way of getting moving on an outcome
- Use the whole process for big outcomes and life change situations
- Remember better to spend a couple of hours testing your outcome than months finding out you have travelled the wrong path

“Learning has occurred when behaviour changes”

**Gregory Bateson**

## Change

Remember the fastest way to shift state is to move physiology, look up and shift breathing patterns

### Eye movements

- Use **Unwiring a synaesthesia** to unblock yourself from: fear, anxiety, negative interactions with other people and repetitive thought patterns
- Use eyes movements as emotional first aid together with the **Hook-up** from the 5 step tune up to reduce a highly charged emotional state

### Submodalities

- Use **submodalities** to reduce the effect of negative memories by doing the following:
  - Frame them
  - Dissociate – see yourself
  - Make them monochrome
  - Shrink to postage stamp size
  - Turn the sound off
  - Move away from you until it disappears
- Use **submodalities** to enhance positive memories or increase anchoring states by doing the following:
  - Make them panoramic
  - Associate – see through your eyes
  - Make them colour
  - Increase the size
  - Turn the sound up and surround yourself with positive music, voices and internal dialog
  - Bring it close
  - Find the feeling in your body and increase the size, vibration, sensations, allow them to fill your body, make this as ecstatic as you can have FUN!

## Language

- Monitor your **language** and how you use it:
  - If, but, try, can't and why – Say what you want, not what you don't want.
  - Experiment with **Chaining Modal Operators** e.g. "Yes, I know you can't do all of these parts of NLP yet and when you have practiced them you then can begin to be aware of how your abilities might have expanded and it will be quite soon that you realise that you will be using the NLP you have learned unconsciously.
  - Experiment with **Yes Sets** e.g. "Having received my email, opened the word document and begun to read it you will find it easy to put the ideas here into practice."
  - Experiment with **Cover All bases** eg "Some of you will start on this straight away others will want to digest the information before starting and some of you may want to keep notes or a journal of your successes as you practice the NLP"

## Beliefs

- Use **NLP presuppositions** to challenge your viewpoints see if there is any other way you could perceive a situation by thinking through with one or more of the NLP presupposition in mind.

## Anchors

- **Create Anchors** so you can have positive states on tap for situations where you want to be at peak performance.

## Attention Filters

- Notice people's **Meta programmes**, how are they perceiving the world (see notes for more detail)
  - Towards vs Away
  - Self vs Others
  - Internal vs External reference

## Timelines

- Be aware of how you are processing time,
  - Experiment with switching around your Timeline around so you can be in the best state
  - Put goals into your future using the Timeline

**"He who knows others is learned. He who knows himself is wise."**

**Lao Tzu**





