

NLP Training Guide 1 - Easy Start

Michael Beale (Draft 19.04.17)

Introduction

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/>

Welcome.

Like learning a martial art, learning to meditate or play a musical instrument we learn NLP by doing rather than reading. Many people learn most about NLP by treating their learning as an adventure.

We create our own adventure and use NLP approaches to: 1) help us achieve whatever we want and 2) to enjoy the actual journey. This guide will help you start your adventure. In the process you'll also demonstrate to yourself that this material works.

Since the year 2000, I have used NLP approaches and techniques with clients and on myself. The information in these NLP training guides are a summary of what I have learned about NLP over that time.

Michael

Contents

1. Introduction
2. NLP is an Adventure
3. What is NLP
4. Brief History of NLP
5. What does NLP offer?
6. Do I need a Trainer or Coach?
7. How to get the most from this Guide?
8. Suggested exercise
9. NLP Adventure Summary
10. Guides in the Series
11. About Michael

NLP is an adventure

Developing NLP skills is like taking part in an adventure. It's about being able to explore life to the full. It can sometimes be scary and sometimes involves hard work, and you have to show commitment. However, the joy and success that can result makes the exploration well worth the investment.

Many of my clients use the NLP approaches here to help them improve their communication with others and with themselves. These improvements make it possible for them to kick-start their careers, overcome significant challenges, start businesses and improve the quality of their lives.

An observation. I've discovered that my clients that have at least a touch of curiosity, ambition, courage, openness and discipline. Are you able to access these attributes?

What is NLP?

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/what-is-nlp/>

NLP stands for Neuro Linguistic Programming. This is a modelling approach that offers a toolkit of techniques for dealing with life's opportunities and challenges. It is a very pragmatic discipline, concerned with bringing results into the real world.

One key NLP belief is that we all build our own maps of reality. These maps, or worldviews, are filtered by our senses, experiences, beliefs and neurology. This means that many of the challenges we have are based upon our perceptions of the world, not the world itself . If we can help people improve the way they take in and use sensory information we can help them improve their performance.

NLP allows us to add structure to the otherwise abstract world of the senses.

We have to notice, to listen and be aware of what (and how) people see, hear and feel.

Understanding our senses and their effect upon ourselves and others helps us to develop useful strategies for guiding behaviour. Great NLP is about leading and guiding ourselves and others. It is not about telling, tricking or forcing; it is about exploring what is constructive for both parties.

With all that in mind, my personal definition of NLP is as follows :

NLP is an exploration of how we think, communicate and act. How we emulate and improve upon great performance across a wide range of activities, and help ourselves and others in the process.

A Brief History

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/what-is-nlp/>

NLP was created more than 40 years ago by Richard Bandler and John Grinder. They studied and worked with Milton Erickson, Virginia Satir and Fritz Perls – some of the most talented psychiatrists and therapists of the day. They took a different approach to the majority of the academics of the time in that they focused on bringing about measurable change, rather than merely theorizing.

They wanted to know the strategies great performers used – what they did and how they did it. They devised means for modelling these strategies so others could replicate their performance. This became the initial model of NLP.

It was then continually tested and refined with their clients. As different groups heard about its benefits it spread across a whole range of human endeavours, including coaching, art, sport and business.

What Does NLP Offer?

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/what-does-nlp-offer/>

Many of my clients have used (and continue to use) NLP to improve their lives.

They go on to achieve better results, promotions, new jobs and careers or to start new divisions and businesses. In the process, they also become much more satisfied and fulfilled. NLP has led many people to increased personal freedom.

NLP has helped them lead their own way.

I sometimes say that NLP is like the scaffolding on a house. You use it to provide support at first, but when it is finally removed the finished house remains standing by itself and you can then use the scaffolding again to build something else.

Copyright 2017 [Business NLP Ltd](#)

NLP also gives us a vocabulary with which we can describe and replicate what works – in any situation. It provides a toolkit of techniques designed to gently prod you into better knowing and expressing your goals, maintaining your states of mind and also the means to create your own tools and models.

Do I Need a Coach?

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/do-i-need-a-coach/>

Most likely yes. The coach may be a friend, colleague or buddy who is on a similar journey, and may or may not be a paid trainer or coach.

It's simply much harder to take this journey on our own. It's too easy to fool ourselves that we're making more progress than we actually are. There is a difference between learning and achieving results. A good coach can help us turn what we've learnt into real world results.

Quite often, our challenges are not unique after all. Many people experience similar difficulties and the solutions have similar patterns. A good coach, over their years of experience, will have built up many ways of addressing any challenges that a client brings. A good coach will help you develop your answers.

Good coaches have listened to the concerns of hundreds of people and have kept a careful eye on those that have successfully solved them – learning how people succeed is key to NLP.

However, even a great coach may not be great for you at the time you go looking. You have to find the right coach for your needs, and sometimes, you also have to learn how to use a coach.

The best coaching partnerships arise when the client and the coach choose each other. Never go with a coach that doesn't feel right for you. Choosing a coach you're happy to work with is an important part of the process, remember : you are in charge of your success.

Our advice for choosing a coach

1. They've successfully helped someone like you in the area that you want to be helped.
2. They are happy to share what they did with that client.
3. They're clear about what you need to do to be successful.
4. They genuinely believe in you and genuinely commit to your success.
5. You're prepared to be totally honest with them.
6. You enjoy working with them and are prepared to listen to what they say.
7. You're happy to action anything you've agreed together.

How to Get the Most From This NLP Guide

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/how-to-get-the-most-from-this-nlp-guide/>

I always tell my clients that they will gain the most if they take an active part in their development. As mentioned previously my clients that have benefited the most have at least a touch of curiosity, ambition, courage, openness and discipline.

The same applies for getting value from this guide.

- You'll benefit from just reading along,
- you'll benefit more when you do the exercises, but
- you'll benefit the most if you review your progress with a colleague or coach.

You benefit in proportion to your investment

Remember the concept of investment. We need to invest in ourselves for the long term. Setting long term goals and ensuring you work a little bit towards them each day is a definite path to substantial progress.

My clients are often really surprised by what they achieve.

If you have these attributes and enjoy the process, then you are likely to find yourself achieving a lot more, and sooner than you thought possible.

(With a lot more fun and satisfaction.)

Suggested NLP Exercise

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/suggested-exercise/>

I've already said that you'll gain more from this site if you participate, so it's really worthwhile setting aside some time to complete this NLP Exercise.

1. Choose end goals

Choose 3-5 end goals that if you achieved them all in, say, 10 years (any long term timescale works) you would feel intensely satisfied.

- When choosing, think both about what you get out of achieving them and what you'll learn from tackling them.

At this stage the only rules are that they should be what you want, as opposed to what you want to avoid, and that you are prepared to dare to dream.

For example – financial freedom, geographical freedom, building a successful business, having a healthy and happy family.

2. Add milestones to your goals

What are they? Break them in a small number of manageable milestones; As in, smaller stepping-stones between now and the final goal. About three milestones is a good number.

For example : 'I want to move to another country in the next couple of years. In order to do so I'll have to :

1. Do some general research to help me decide on which country it should be.
2. Study the native language to a level of proficiency
3. Touch base and scout for job opportunities.'

3. Find areas to focus on

Now select 1-3 focus areas that will help you move forward on at least one (maybe more) of your end goals. Typical focus areas include:

- 1) building your network,
- 2) developing your sales and influence skills, and/or
- 3) develop your health and resilience.

After completing this exercise congratulate yourself, because you've taken a step in investing in your future.

NLP Adventure Section Summary

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-adventure/section-summary/>

- *Treat NLP as an adventure, leading wherever you care to go.*
- *An attitude that includes **curiosity, ambition, courage, openness** and **discipline** will help you on your journey.*
- *Reviewing your progress with a coach or colleague will speed up your journey.*

Remember that previous participants have achieved better results, received promotions, started businesses and discovered more success and fulfilment in their lives.

These ideas are simple but have been shown again and again to make a significant difference.

Guides in the Series

You can access these guides from:

<https://www.business-nlp-training.uk/nlp-training-accredited-nlp-practitioner-training/nlp-pdf/>

NLP Training Guide 1 - Start Your Adventure (this guide)

Like learning a martial art, learning to meditate or play a musical instrument we learn by doing rather reading. Many people learn most about NLP by treating their learning as an adventure.

We create our own adventure and use NLP approaches to: 1) help us achieve whatever end we want and 2) to enjoy the actual journey. This guide will help you start your adventure.

NLP Training Guide 2 - Plan Your Adventure

To achieve anything worthwhile we're significantly more effective if we have a plan and framework. We need to align our purpose, vision, plan, actions and review how we're doing.

This guide explore a number of tools that we've found to significantly improve progress.

NLP Training Guide 3 - NLP Coaching

Whether we're coaching ourselves or others a coaching model will improve what we do. Our Coaching model is a much richer version of the GROW Coaching Model.

As well as helping us achieve our own visions the NLP Coaching Model in this guide will also improve the impact of all the NLP techniques and approaches we use.

NLP Training Guide 4 - NLP Techniques

This guide features 16 of the most popular NLP techniques including the fast phobia cure, hypnosis, modelling, perceptual positions, timeline and storytelling, which improve our ability to influence ourselves and others.

It's important to remember that this guide builds on the preceding guides. We'll be much more effective when we combine the approaches in all the guides.

About Michael

Michael Beale is a Richard Bandler certified NLP trainer and coach trainer, and a Marshall Goldsmith certified stakeholder leadership and team coach. He offers individuals 6 month 1:1 NLP training and coach training programmes worldwide over Skype. He offers companies 12 month leadership and team programmes based on a 'no growth, no pay' basis.

Michael can be contacted through websites:

<https://www.business-nlp-training.uk/>

<https://www.nlp-techniques.org/>

<https://www.executive-coaching.global/>

Or book a phone or Skype call directly in his diary:

<https://www.timetrade.com/book/HPBLR>