

# NLP Training Guide 2 - Plan Your Adventure

Michael Beale (Draft 19.04.17)

## Introduction

See video:

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

This is a changing, challenging and exciting world. To keep succeeding we need at least a simple plan: some long term vision or direction to help us focus on what's important, and save us from getting swept along with what others say is important.

In addition we all have a limited amount of attention, time, and energy. Much of our success and fulfilment are a direct function on how wisely we invest these resources. If we're using them randomly, it's unlikely that we're ever going to achieve anything like our full potential.

The elements in this guide have made so much a difference to my clients that I would now find it unethical not to bring them to your attention.

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## The benefits of an NLP plan

A good plan has two significant benefits:

- We're likely to accomplish a lot more.
- We'll feel our lives are in our own hands.

A surprisingly large number of people don't plan – or at least, their plans are only limited to a narrow portion of their lives. I've found that a number of CEOs, for example, although they have plans for their companies, don't ever think to plan their lives.

In this guide I'm suggesting that our business plan should fit into our life plan, not the other way round.

We need a plan and structure together with the discipline to stick to it. This helps us avoid the distractions that would otherwise take us off course. We can always change our direction, but as part of a thought through process, not in a reactionary way.

## Self Sabotage in Planning

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/self-sabotage-planning/>

Let's start by looking at the reasons some people don't plan.

What stops us from planning effectively?

- We're frightened of taking responsibility for achieving the plan or uncovering our own strengths and weaknesses.
- We've never learnt how to plan.
- We haven't allocated time for it.
- We make our plans too complicated.
- We get too comfortable in the 'fantasy' of planning and never get around to entering the real world.
- We've been too optimistic in our planning in the past, not produced the results we want, and we've blamed our bad results on the planning process.
- We've listened to the experiences of others, who themselves don't know how to plan effectively.

How can we make planning easier?

- Keep plans very simple.
- Allocate time to plan (and review). Timebox it.
- Accept that any new activity often takes longer than we think. Build generous time-buffers into the plan.
- Listen to people that make the planning process work for them – not those that haven't.
- Relish the opportunity to demonstrate ambition, courage, discipline and openness.
- Remember that it's the only way to learn – we can't succeed without first failing.
- Learn how to plan. This guide is a good start.
- Keep at it. The more we follow the process the easier it becomes.

## Plans A, B and Z

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/plans-ab-z/>

Especially with my entrepreneurial clients, I recommend having 3 plans.

- Plan A is what they want and what they are focused on.
- Plan B is an amendment to Plan A, taking account of the environment or market you find yourself in.

But here's the one people often neglect.

- Plan Z means having a contingency for if everything goes wrong. It may include going back to live with mum or dad for a while, or getting a part time job to keep the proverbial wolf from the door. The idea is that with a safety net beneath us we are braver, less strained and have the freedom to walk away from less-than-perfect scenarios.

Why would anyone want a Plan Z?

At first I thought it was a negative way of thinking. However, in practice it's turned out to be genuinely empowering. It removes a lot of imaginary pressure, so we can put all our focus on our own goals.

I don't know of anyone who has actually resorted to plan Z.

That doesn't mean they wouldn't swear by it as a confidence-building tool.

(note: The original idea for Plans A, B & Z came from Reid Hoffman's 2012 book The Start Up of You.)

# Success Quiz

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/success-quiz/>

Do this quiz at the start of your NLP adventure, and then quarterly thereafter.

I use this quiz to prime my clients' thinking processes and to start them imagining what they really want.

You don't need to share your individual situation, all I want is a number representing how confident you feel about each area.

Score yourself between 0 (low) and 10 (high) for the following:

1. How strong is your sense of purpose in life?
2. Do you have a very simple plan to move towards achieving it?
3. Do you appreciate what you have now, regardless of where you are?
4. Do you have a simple and short way of reviewing and reflecting on how you've done every day?
5. Are you able (at least some of the time) to speak your mind without hesitation, make your own decisions and take action on them?
6. How well do you connect with yourself and those people important to you?
7. How happy are you with the time you invest in yourself?
8. How well do you build health and resilience? For example: doing sport, meditation, art, hobbies etc.

How does the word 'purpose' make you feel?

The initial reaction people have to the first question regarding purpose is often: "Oh \*\*\*\*!" Purpose can be a problematic word, with various connotations. However it's up to you to define it for yourself. In my experience, clients that find meaning in the term do significantly better than those that don't.

The number you give is not important. Many clients have scored themselves '0' on some questions but still move forward.

Being honest and open with yourself is what's important. At this stage, the thinking behind your score isn't important to me.

## Using this quiz as a screening tool

I also use this quiz to select (or deselect) clients. If they engage with the questions and are obviously interested in moving forward they're likely to be engaged with the training and coaching.

However, if they're disinterested and don't engage, then another approach might work better, and in these cases, I suggest that they find another coach.

## End Goals, Milestones, and Focus Areas

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/end-goals-milestones-focus-areas/>

Take time to review your end goals when starting the programme and then twice yearly.

We flirted with this technique at the end of section one. Now we'll be taking it as far as it can go.

Once you have at least a simple plan, the next step is to select 3-5 different end goals. An end goal is a grand, even improbable-seeming leap to where you'd like to wind up, at least ten years into the future.

These are just a few examples of what my clients have chosen:

- physical and emotional health,
- financial freedom,
- geographical freedom,
- great family,
- lead a company,
- become an inspired speaker, author and coach.

Some clients find this easy, and are able to articulate their end goals immediately. Others take some time. Neither approach is right or wrong.

Use Milestones to make your End Goals actionable

To make these goals more actionable, break them into 2-4 milestones. A milestone is something we achieve en route to the end goal. For example, if your end goal is financial freedom but you're currently not doing so well, then getting out of debt will be a significant step in the right direction, and in itself a cause for celebration. That's a milestone.

What resources do you have already, or do you need?

Finally choose 1-2 focus areas. These are resources that will help you navigate problems along the way.

Examples of focus areas include:

- influence skills,
- sales skills,
- building a network,
- adding value to clients.

## Vision Boards

It's best to write these goals down on either a piece of paper or set up a collage of inspiring, emotive images on a pin board or a computer screen – this is called a Vision Board.

I use a portal on <https://www.coachingcloud.com/>, which works exceptionally well for both myself and my clients.

When completed it's easy to ask and answer the question :

“Do these ideas and images motivate me?”

If they do, great. If not change them! And of course, add more as you go along.

## Planning and Review Questions

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/review-questions/>

Our [Success Quiz](#) from earlier focused on numeric values. The following set of review questions explore the senses associated with your goals when you first set them up. They should be revisited on a monthly/quarterly basis as a more detailed review of your progress.

### 15 powerful questions to get you moving forward:

I ask my NLP students to present back their answers to these questions as part of the certification presentation :

1. What will you see, hear and feel (and maybe touch and smell) when you've reached your goal?
2. What will reaching it do for you and those closest to you?
3. What are some milestones (and possibly even challenges to overcome) in the process of achieving it?
4. What might be the very first, easy step in moving towards your direction/end goal?
5. What are some resources that you already have (think states, beliefs, experience and skills and people) that will help you?

6. What additional resources do you have at your disposal that will make the journey easier, more fun and more rewarding? (think states, beliefs, experience and skills and people).
7. What might be the one of two key areas to focus on now to build momentum?
8. What could you stop doing in order to make this journey more successful and fulfilling?
9. What are the few key weekly or daily actions to keep you moving forward?
10. What are the few key weekly or daily actions to keep you mentally, physically (and spiritually) healthy and ensure you can easily deal with any setbacks?
11. What are you going to do to keep track of your progress?
12. **What are you going to start doing / do more of?**
13. **What are you going to protect (or ensure, maintain)?**
14. **What are you going to accept? (You may not like it, but you have to do it.)**
15. **What are you going to stop doing?**

(Questions 12-15 are highlighted because they are very effective.)

## Key Outcomes

Those questions were about attitude, but these key outcomes questions are about taking the motivational images you have built up and funnelling them into real-world **practicality**, and establishing **priorities**.

With your **end goals** in mind :

1. What are three main outcomes you want to achieve for the next 12 months?
2. What are the three main outcomes you want to achieve in the next month?
3. What are the three main outcomes you want to achieve in the next week?
4. What are the three main outcomes you want to achieve today?

When we've answered these questions we're ready to include them in our [daily questions](#), which we're coming to next . . .

# Daily Questions

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/daily-questions/>

Every day, make time in your routine to ask yourself the following questions. They are a key part of the process – they keep you on track, and make the journey manageable.

You may start small and choose 3-5 key questions to start.

## Basic Daily Questions

Today, did I do my best to: (score between 1-10):

Find meaning and purpose

1. Build positive relationships (including with family)?
2. Build positive relationships
3. Provide my clients with value?
4. Be open and to encourage luck and randomness?
5. Review the key three outcomes for the year, month, week and day?
  - a. Did I do my best to execute yesterday's actions to achieve my outcomes?
6. What are my three outcomes for tomorrow?
7. Play, have fun and give my clients the opportunity to do so?
8. Make the very best of whatever happened?

## Daily Questions of Routine

Today, did I do my best to: (score between 1-10)

1. Maintain healthy eating habits and to stay on track to achieve (target weight) by the end of (date)?
2. Appreciate feeling slightly hungry
3. Complete my 15 minute hard exercise routine 5 x a week?
4. Complete my 10 minutes meditation daily 5 x a week?

5. Complete my stretch workout 3 x a week?
6. Complete my 5 people-that-I-appreciate exercise (what I see, hear, feel) daily?
7. Complete my 5 experiences-that-I-appreciate exercise (what I see, hear, feel) daily?
8. Ensure high quality sleep?

### **Daily Additional Questions**

Today, did I do my best to choose:

1. Success?
2. Health (purpose, exercise, food, meditation, sleep)?
3. To embrace the full catastrophe of life?

## **NLP Plan Section Summary**

See video:

<https://www.nlp-techniques.org/nlp-techniques-neuro-linguistic-programming-techniques/nlp-plan/section-summary-2/>

### **Planning your NLP adventure makes it much easier**

The second guide has been about the importance of planning, routine, and discipline in achieving your goals. Setting goals, milestones, and focus areas as well as regular reviews and daily questions are all ways to make the journey much easier and more enjoyable.

- To most effectively use our resources – our attention, time and energy – and achieve the results we want, we need a simple plan and review structure. And we need to make using them a habit.
- Articulate your end (long-term) goals, if only to yourself.
- Set up a vision board with milestones and focus areas, together with daily questions and occasional review questions.

While setting this up takes some thinking time, on an ongoing basis the approach takes less than 15 minutes a day.

## 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

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 (this guide)

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.

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

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