

IMPROVE YOUR LIFE

NLP SECRETS TO CREATE THE LIFE YOU WANT



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About the Author

Starting in MLM just fresh out of High School, Stephen instantly fell in love with the direct sales industry. With a tumultuous journey in this industry, Stephen experienced many successes and failures in his stride. Introspection and soul-searching led him to realise that it was not the external environment but the inside of him which was impeding his growth. That's when he began a journey of personal development to find out what makes people do what they do, and why some make it and some don't.

Stephen realised that given the right tools to work with on the inside, as well as a complete system to build your business, you could have the results you want a lot sooner. It is with this that he began to work on himself and experienced amazing results in every aspect of his life including his business.



Stephen is a practitioner and coach of Neuro Linguistic Programming, [Hypnosis](#) and Timeline Therapy™, and also a member of the Australian Board of NLP and the [Time Line Therapy™](#) Association.

With a background in Nursing and Training & Development, Stephen has worked with students from all different backgrounds. His work with the long term unemployed, allowed them the necessary skills to successfully gain employment as nurses.

Stephen is a dynamic presenter and passionate about what he does. He is a member of Toast Masters International and his club. Also a keynote speaker, Stephen has spoken at many events both nationally and internationally.

Though his background is extensively in the Direct sales industry, his clients come from all different social and economic backgrounds, who are dissatisfied with where they are, and want more out of life, business and relationships.

You too can have the life you desire, so contact us now to find out how.

“The journey of life can be challenging and yet fulfilling at the same time, giving the necessary tools you can create abundance in your life. An abundance of Joy, An abundance of peace, An abundance of love, An abundance in wealth, An abundance of Health, An abundance in your relationships. The choice is yours”

Stephen Licciardello

Index

Chapter

[Introduction](#)

[Chapter 1-Introduction to NLP](#)

[Chapter 2-Introduction to Hypnosis](#)

[Chapter 3-Self Discovery through NLP and Hypnosis](#)

[Chapter 4-NLP for Self Development](#)

[Chapter 5-Hypnosis for Self Development](#)

[Chapter 6-The Power of Two](#)

[Chapter 7-Conclusion](#)

Introduction

We humans are capable of achieving whatever we set our minds to, whether it is living a fulfilling life or achieving business success. Unfortunately, most of us end up spending our lives without ever realizing our true potential. I too would have remained one of the could-nots' had I not discovered NLP.

NLP helped me uncover my subconscious blocks and I learnt effective techniques to bring positive changes in my life and business. I realized that that it wasn't my luck that was preventing me from closing sales and creating the life I deserved, but my own attitude and communication skills (or lack of them). Thanks to NLP I learnt not only effective prospecting and selling techniques but also several self-development techniques that helped me become a better and happier person.

The beauty of NLP is that it can be applied to any area of your life, whether its relationships, health, self-development or your profession/career/business.

Today, I spend most of my time coaching and mentoring people in the Direct Sales industry. My personal coaching, team-events and seminars are specially designed to help direct sales entrepreneurs grow and expand their business by using easy and practical NLP techniques.

Through this book I hope to assist people with simple NLP techniques that can help them build healthy and fulfilling lives.

Chapter 1- Introduction to NLP

"NLP is whatever works." **Robert Dilts**

This perhaps is the most simplistic definition of NLP. Neuro Linguistic Programming or NLP is the structure of our behaviour in response to external stimuli. NLP consists of three elements:

- Neurology or more simply put, our thinking process
- Linguistics or our language
- Programming or the behaviour patterns we use in our daily lives

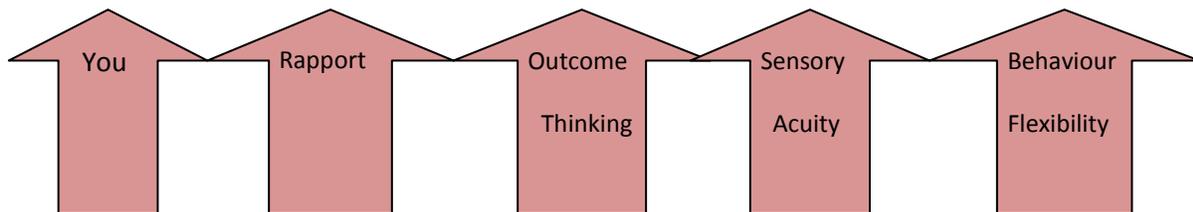
NLP structured behaviour thus is a pattern that helps us get what we want or react in a manner that can turn every situation in our favour. Now this may seem a little complicated in theory, a practical example, however, may just do the trick.

Take a hypothetical situation in which you have to convince a young mother of three little children that you have the best beauty products for her. Now, in this scenario your biggest challenge will be to get her to give you time in the first place. Young mums with little children tend to be very busy and if there are three of them, you can well imagine her situation. So, NLP here would involve understanding her situation and getting your timing right, i.e. asking her in advance when would be a good time to speak to her. Your sales pitch would work if you take time out to understand what her needs are. In all probability it would be beauty solutions that offer quick results and are not very expensive. Empathy towards her situation will be an important part of establishing a rapport.

By using NLP in this situation you are more likely to get a conversion than if you went ahead with cold calling or tried to sell her an expensive face pack that would eat up at least half an hour of her time!

Pillars of NLP

NLP stands on five pillars; you can also call them essential elements of NLP thinking. An understanding of each of these elements is essential if you want to make NLP thinking a part of your daily life.



You

This is perhaps the most important NLP pillar. NLP thinking depends on the person who adopts it! This means you are the centre of NLP and the success of NLP for you depends on how you use its concepts and principles to bring about a change in your life.

Rapport

Rapport is about establishing a relationship or a bond with the person you are communicating with through verbal and non-verbal actions and reactions. You can build a rapport with another person by showing sensitivity and respect to their views and opinions, paying attention to

them and communicating with them in a tone and language that they can relate to.

Outcome Thinking

As the phrase suggests, outcome thinking is about focussing on the end result. It is when you focus on the end result that you are able to take purposeful actions towards your goal. For example, if your end result is adding new people to your network then you will be able to attract them if you model your interactions with them accordingly. This does not mean that you should talk about what you want at every stage but that every step you take whether it is introducing yourself, exchanging business cards or inviting them to a party, should be with the end result in mind. Needless to say, there is no need to make the same obvious to the person you are communicating with.

Feedback or Sensory Acuity

Sensory acuity refers to the ability to read feedback in terms of verbal and non-verbal cues. This means in order to practice the NLP way of thinking you have to develop your senses so that you don't miss the little pointers that can give you key information about how to act and react in a situation.

Flexibility of Behaviour

As the name suggests, behaviour flexibility is about being open to adapting to situations and changing your strategies when the ones you have adopted do not seem to be yielding results. Flexibility essentially is about

increasing your choices and the more choices you have, the more likely you are to succeed.

Pre-suppositions of NLP

Pre-suppositions are NLP assumptions or beliefs that NLP thinking is based on. You can view these pre-suppositions as extensions of the NLP pillars. These 13 beliefs will help you understand the essence of NLP.

1. People respond to their perception or experience

Think of a time when you got into a huge argument with someone you love. After it was resolved did you realize that you interpreted some of the things your loved one said in a negative manner and vice-versa? That's the first pre-supposition of NLP! You reacted as per your perception of what was said in the heat of the argument and not to the reality of the statement being made.

This situation is just an example of how we respond to our perception of people's actions and reactions. The reality of our world to us may be different from what it is to the next person. The difference though does not lie in reality but in perception.

2. Having a choice is better than having none

It's human tendency to rebel when not given a choice. For instance, let's say that you are shopping and you really like a particular product. Chances are that you will not make a buying decision if that's the only product that's available with the seller or the only

product you have seen in the niche. Now, if this same seller had shown you a few other inferior products, making a buying decision would have been easier because you would have felt as if you are making a conscious choice to choose something better instead of settling for what's available.

Let me give you another example to explain this. Let's say you want to quit smoking. Now in all probability you would be more successful if you are doing it out of your own will, i.e. when you feel that you have a choice in the matter instead of a scenario in which you are feeling forced to quit because your spouse/partner has been nagging you.

3. People work perfectly

When you cook, clean, drive or create a report for work in your mind, you are doing it perfectly, right? The imperfections only become apparent when you don't see the desired results. This means that all of us live our lives perfectly and the problem lies in the strategies that we employ. So, if we do not get results we desire we have to make a change in our approach.

4. People make the best choice that they can at any given time

Most people do not deliberately make choices that are likely to backfire on them. The fact that they sometimes do is a different matter all together. The point is that knowingly all of us make the

best choice in any given situation. For example, let's say a colleague lost his temper at work and got into an argument with a superior. Now the choice was obviously not a wise one. But if you look at things from his perspective perhaps at that time in the heat of the moment he saw getting into an argument as the best way of standing up for himself.

5. Every behaviour has a positive intention

Even in the worst scenarios people usually behave with a positive intention in mind. Going back to the previous example, the positive intention was standing up for himself. From a third person's perspective it may be difficult to always see a positive intention in people's behaviour, but if you let go of the conventional meaning of positive and see it from a 'selfish' lens you will realize that people's positive intentions usually mean 'positive' for themselves.

6. All actions have a purpose

Everything that we do, right from waking up in the morning to hitting the bed at night, has a purpose. It could be killing boredom, seeking attention, looking for support, etc. The fact is that everything we do has a purpose behind it even when we are consciously unaware of it.

7. The subconscious mind is not malicious

Our subconscious stores all our memories and experiences, remembered and forgotten. It fuels our instinctive reactions and there is no malice in things and actions that we take on instinct. Our subconscious essentially balances our conscious mind.

8. We already have all the resources we need or they can be created

There really is nothing new under the sun! All of us have the potential to create whatever we need to make our lives better from what's already available to us. For example, if you want to live a healthier life you already have the resource- the desire and will to make a change. For what you don't have, methods and ways can be found by using your will and desire.

9. Effective communication is not just about the message you want to send across but also the response that you get

You may create a sales pitch hoping to sell your product or service, but an effective sales pitch is one that can help you get the desired outcome, i.e. close sales (in this case). If you do not get the response you wanted, it doesn't mean you can't communicate but that you may have to change your strategy of communication.

10. We process all information through our senses

Sharp senses can help us get the most accurate feedback. For instance, if someone told you that they loved your gift and they smile

a fraction of a second late, chances are that they are lying. Now, you will only be able to decipher this non-verbal communication if your senses are sharp enough to notice the delayed expression. Similarly, the tone that a person uses and the vibe that he/she sends can also communicate a lot more than their words can.

11. Our mind and body are interconnected

This means you cannot bring about a physical change without a corresponding mental one and vice versa. So, if you lose weight, you can't do it unless you adopt healthy living and thinking as well.

12. Act and understand

Acting is the best way to understand something. For instance, if you want to adopt positive thinking as a way of life you will have to start acting on it to even understand what positive thinking is really about.

13. You can model successful performance to achieve success

This simply means that if someone has used a certain strategy to achieve success, you can do it too. No, you do not become a me-too copy of the person. But you can learn from their strategy and adapt it to suit your particular situation.

The important thing to remember about these pre-suppositions is that you do not have to believe in them, but just assume that they are true and act accordingly.

The Potential of NLP

So, you know the elements, pillars and pre-suppositions of NLP, but the question now is how will they help you? What can NLP do for you? The answer- it can make your life more joyful, fulfilling and successful. Let me give you a few hypothetical examples:

By using NLP you can model your personal goals in a way that you never fall short of motivation. Say you want to attain a greater work life balance, now by using NLP you can tell yourself that you have three choices, professional success, personal fulfilment or both. Now you need to make the choice that will make you the happiest.

You can then take purposeful actions towards your goal, by implementing better time management strategies, communicating your needs to your boss or re-evaluating your career path.

NLP can help you in communication, both on personal and professional fronts. You will be able to send across your message in a more effective manner by looking at things from your superior's perspective and forming your message in way that he/she is able to relate to it.

At home too you will be able to make your personal relationships more fulfilling by adopting more compassionate and sensitive communication methods.

NLP can help you bring about personal changes such as letting go of a bad habit, adopting a healthier lifestyle, managing your stress better, etc, by

helping you to understand yourself better, set smarter goals, keep yourself motivated and follow successful strategies implemented by others.

Chapter 2 -Introduction to Hypnosis

Hypnosis is a technique that helps us delve into our subconscious, uncover the thoughts, memories and secrets lying therein and most importantly, modify what we believe is our instinctive behaviour.

Induction and Visualization are the two procedures that you need to learn in order to practice hypnosis successfully. Induction refers to relaxing the mind and body and gradually bringing them to a trance-like state in which the conscious mind is calm and quiet. Visualization techniques on the other hand involve conjuring moving images to relax the mind and body further and re-enforce certain suggestions or messages. Visualization techniques can be used along with affirmations or verbal suggestions to re-program the mind.

How does hypnosis work?

Let me give you a simple explanation for this. Our conscious and subconscious minds together guide our thoughts, emotions, feelings and general behaviour. If we imagine our mind as a filing cabinet, the conscious mind contains all the information that we remember. The unconscious mind, on the other hand, has all the files that contain experiences that we have either blocked or have no conscious memory of. These experiences could be from the formative years of our childhood or may be associated with a traumatic or painful experience that we have blocked out.

It is our subconscious that controls and guides our 'instinctive' or natural behaviour and reactions. So, by uncovering the reasons why we act and behave in certain ways, not only can we make a conscious attempt to act differently, but by using hypnosis techniques we can also change the unconscious triggers that push us to act in a certain way.

The next obvious question is 'what are triggers'? Triggers can essentially be defined as external stimuli that elicit certain reactions from us. These triggers are generally developed over time and are more often than not a result of conditioning. For example, let's say you are struggling with your weight but can't seem to control your eating habits. Now, as you examine your schedule, you may realize that you tend to eat more at certain times during the day when you are bored. This could mean that boredom is one of your hunger triggers. Through hypnosis you can alter your instinctive reaction to this trigger and program yourself to do something more constructive than seeking food to kill time.

In fact, Hypnosis can also help in sales and marketing. Have you ever wondered why you can recall the exact jingles or catch phrases of some ads? One reason could be repetition, but in a lot of cases it is also the use of hypnosis. Essentially, hypnosis works by engaging the conscious mind so thoroughly that messages can be sent straight to the subconscious. In self-hypnosis it is done through breathing exercises. In sales and marketing it is done by creating an AV or a message so engaging that your conscious mind can be brought to a state of focussed attention. Once this state is achieved the key message is sent straight to your subconscious.

How is Hypnosis Related to NLP?

NLP and hypnosis have so much in common that often they are seen as two aspects of the same philosophy. Both techniques work with conscious and subconscious and they help in altering our behaviour to bring about positive changes. In fact the different techniques employed in NLP and Hypnosis are complimentary to the extent that they can be used to make each other more effective.

For example, visualization techniques used in hypnosis can make the process of goal setting through NLP far more effective. Similarly, sensory acuity can make hypnosis based visualization far more powerful.

The Potential of Hypnosis

This was just an example of what hypnosis can do! The technique is so powerful that you can use it to transform your life! Here's a list of some key areas in which hypnosis has shown phenomenal results:

- Weight Loss
- Anxiety
- Anger Management
- Health and well being
- Relationship issues
- Communication issues
- Negative body image
- Negative self image

- Low self-esteem
- Low self-confidence
- Success in sales and Marketing
- Goal Setting
- Emotional Wellbeing

Using NLP and Hypnosis

I have already talked about how hypnosis and NLP compliment each other. Taking it further, let me explain exactly how the two techniques can be used together.

NLP or Neuro Linguistic Programming is about structuring and understanding our behaviour to external stimuli. This knowledge can be used to create more powerful and effective hypnotic suggestions and visualizations.

For example, as you read more about NLP you will realize that our mind tends to skip certain words especially 'not'. So, if I ask you 'do not think of a flowering tree' your mind will do just the opposite and conjure up the image of a lovely tree! So, if you kept this fact in mind you would be able to formulate more effective hypnotic suggestions.

While using NLP you can use the hypnotic technique of inducing focussed attention to bring about a quicker change in behaviour. For instance, while selling a product you could create an engaging story about someone in a situation similar to that of your prospect. It will help in engaging your prospect and creating a state of focussed attention. Towards the end of

the story you can embed commands using your knowledge of NLP to push them to buy. This is just an example of a scenario in which you can use the combined forces of NLP and Hypnosis.

Chapter 3 Self Discovery through NLP and Hypnosis

The key to creating a more joyful and fulfilling life is knowing who you truly are and that comes from introspection. NLP and hypnosis can serve as two of the most insightful tools for self-discovery.

By using the combined forces of NLP and hypnosis you gain a deeper insight into your own conditioning, behaviour patterns, information processing techniques, as well as your thinking and learning processes.

The first step of self discovery that I would recommend is understanding how you process information.

Representational Systems- How Do I View The World Around Me?

To make sense of the world around us we use our senses. However, since each of us is unique, we have our own sense preference or information processing mechanisms. These can broadly be divided into the following categories:

➤ Visual Processing

As is obvious, this technique is adopted by people who have strong visual sense. Visuals tend to have the maximum impact on them and their speaking pattern too is rather visually oriented. For example, if you often use phrases like, "I see", "I can see where you are coming from", "I can totally picture it", "Let's see how we can go about this"; etc, then chances are that you have a visual representational system.

➤ Auditory Processing

Auditory processing is preferred by those whose hearing is their sharpest or most developed sense. They learn faster by listening to others rather than watching. They may have a habit of reading aloud to themselves in order to understand something and could be musicians or music lovers. While talking auditory people often use phrases like, "I hear you"; "Sounds great"; "let the message go across loud and clear", "Let's hear you out" instead of "Let's see what you have to say", etc.

➤ Kinaesthetic Processing

Kinaesthetic people are those who don't see the world but feel it! They tend to be emotional and are usually able to make sense of things more by practicing than reading or listening. They are usually DIY kind of individuals. In conversation too the phrases they use often are, "I can feel it"; "I totally understand where you are coming from"; "I understand", instead of "I see", etc. If you are a Kinaesthetic person chances are that you respond best to emotional stimulation.

It is important to remember that these representational systems are not straight jacketed or rigid demarcations. You could have a combination information processing system as well. To discover how you view the world try the following exercise:

Exercise 1: Visual, Kinaesthetic or Auditory-Who am I?

Step 1- Take a blank sheet of paper and make a note of the phrases you use most often

Step 2- Write one paragraph describing the room you are sitting in

Step 3-Make a note of how you prefer to learn new things. For example, if you want to cook a new dish how do you go about getting the recipe? Do you prefer to read it to yourself from a book, magazine or the net? Do you find it easier to remember the recipe by watching a video or talking to someone on the phone? Or do you like DIY approach of experimenting and tasting to get the dish right?

Step4- Examine what you have written.

Are your most often used phrases, visual, auditory or kinaesthetic?

What kind of adjectives did you use to describe the room? Were you focussed more on how you feel in the room, how objects appear or the sounds or lack of them in the room?

What's your preferred approach? Do you like reading to yourself or hearing it on the phone (auditory), do you prefer watching (visual) or are you DIY experimenter (Kinaesthetic).

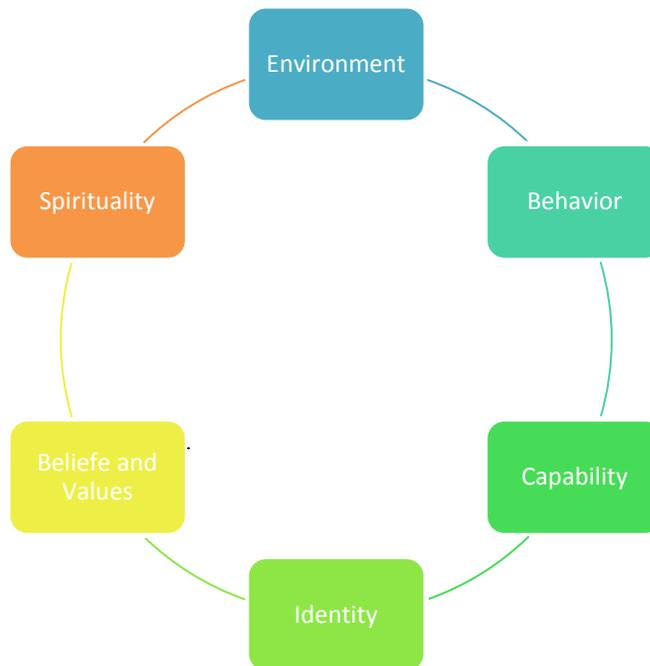
If your answers reveal a combination of two or all three, don't worry, you are not confused. Look deeper into each of the situations and you will know which sense you tend to use while learning something, which sense

has the maximum impact on you and which sense you prefer to use to communicate. You will learn a lot about yourself!

Your Neurological Levels

The next step in self discovery through NLP and Hypnosis is gaining an understanding of your neurological levels. This essentially refers to where you stand on the learning scale in different areas of your life.

According to NLP, there are 6 interconnected neurological levels; a change at any level affects all the others.



Environment: This refers to the circumstances and external factors influencing a situation.

Behaviour: Our behaviour essentially describes our 'natural reactions' and actions. How we act and carry ourselves is influenced by a lot of factors.

Beliefs and Values: Our beliefs and values are the result of our conditioning and upbringing. Usually, thoughts that are repeatedly enforced in our minds and the experiences in our formative years form the essence of our beliefs and values.

Capability: This refers to what we believe we are capable of or can do. In other words the level describes our perception of our skill sets and potential.

Identity: Identity refers to self-perception. It is who we see ourselves as when we look into the mirror.

Spirituality: Spirituality defines our religious and spiritual beliefs.

Introspection with Neurological Levels

Now that you are aware of your neurological levels, the obvious question is how do you use this information? Here's how:

Whenever you are unable to move forward in a situation, ask yourself the following questions:

- What circumstances or external factors are hindering my progress (environment)?
- What are my current beliefs about this situation (beliefs)?
- How am I reacting to this situation (behaviour)?

- Am I capable of handling this successfully (capability)?
- Am I being true to myself here (identity)?
- Are my goals here in sync with my religious beliefs (spirituality)?

Once you are done examine your answers. It will reveal exactly where you are getting stuck and will hopefully show you the way out! Let me give you a hypothetical example to explain this better.

Let's say you want to lose weight and adopt a healthier lifestyle but find yourself unable to stick to the goals you have set for yourself. You ask yourself the questions listed above and get answers on the following lines:

- My job doesn't give me enough time to exercise. I am always running short of time.
- I want to lose weight but I am not sure if I will be successful
- I am trying my best but I get de-motivated frequently
- I can lose weight if I try hard enough
- No, perhaps the real 'me' would try harder
- Yes, absolutely

If you examine these answers carefully, you will probably realize that the problem lies at the following levels:

- Environment
- Beliefs
- Behaviour

Once you have identified the problem areas you can move forward by addressing each of these challenges individually. In this case it would be

working on better time management, looking back at your experiences to understand why you hold negative beliefs about yourself and re-visiting your exercise patterns to identify at what times and in which situations you feel strongly de-motivated.

The NLP Action Plan

The NLP action plan can be described as a roadmap that will help set achievable goals and deal with the neurological level challenges you have identified. In order to form an effective action plan you need to ask yourself the following questions:

- What do I want? (Answer this with what you want and not with what you don't!)
- When do I want it?
- How much do I want?
- Where do I want it?
- How will this outcome affect me?
- Is the outcome challenging and motivating?
- Is the outcome achievable in the desired time frame?
- What are the resources available to me?
- How will I measure my success?

Going back to the weight loss example, here's a likely list of answers:

- I want to lose weight
- In next two months
- I want to lose 10 Pounds

- Right where I am, in this city, in this house, in this job
- It will make me feel more confident and happy about myself. It will improve my health, make me look better. I will feel more energetic and stronger than I do now.
- Yes, it is
- Perhaps not
- I have the cash to invest in a gym membership, I have the ability to cook healthy food, I have the money to buy weight loss books
- I will check my weight every week to see how much I have lost

Testing the Feasibility of Your Plan

The next step is to run your plans against your neurological blocks to figure out whether or not you are ready to move forward. Continuing with the weight loss example, if you hit a road block in the plan, which in this case is about achievability, make appropriate changes to ensure that your action plan is grounded in your current reality.

Run the challenges you identified through your neurological level analysis to add new 'actions' to your action plan. This means you should add two additional points here:

- I will manage my time better so that I can make the best use of the resources available to me
- I will remind myself of my weight goals whenever I feel de-motivated
- I will lose weight

Making the action plan itself will help you take the first step in banishing your limiting beliefs about your ability to achieve the goals you have set for yourself.

Visualization Exercises to Gain Clarity

The clearer you are about your goals, the better the outcome is likely to be. The process of introspection is incomplete unless you have gained clarity from it. Hypnosis based visualization exercises can help you do exactly that! You may have heard of sportspersons visualizing scenarios in which they are playing their best game before an important match. The rationale behind it is that the more intense the visualization is the clearer will be the path to success.

When we visualize our scenario, we feel the emotions associated with it. For example, if you close your eyes and imagine that you are enjoying watching the sun rise on a beautiful calm beach where you can feel the soft sand under your bare legs, breathe in the fresh slightly salty morning breeze, feel the wind gently ruffle your hair, you are likely to start feeling a little relaxed, right? That's the power of visualization!

In goal setting, visualization helps us focus more intensely and clearly on our goals. So, whether you want to lose weight, quit smoking, expand your business, get a promotion, live a healthier life, have more fulfilling relationships or make more money, visualizing your success scenarios will not only give your greater clarity but will also keep your motivation levels high. After all, the thought that if just visualizing success can give you so

much joy, how would the real feeling be, gives most people that much required extra dose of motivation.

Chapter 4 - NLP for Self Development

Introspection is no good unless it pushes you to make positive changes in your life. The beauty of NLP is that not only can it make you more aware of your challenges but it can also show you the most effective way to overcome them.

By now you probably have your NLP action plan ready, the next obvious step is to execute it. The following tips will hopefully help you do just that:

Executing The NLP Action Plan

➤ **Challenge Your Beliefs:**

Our beliefs are the result of our conditioning and there is no such thing as an absolute belief. Some beliefs push us to give our best to everything we do, while others do nothing but hold us back. The first step in your NLP action plan must therefore be challenging your beliefs and ridding yourself of the limiting ones. If you found yourself stuck at the 'Beliefs and Values' stage in neurological level exercise then this step is even more crucial.

The best way to question and challenge your beliefs is by examining whether they are holding you back or giving you the space to grow and develop. Once you realize that a belief set is not helping you in any way it will be easier to let go of it. The fact is that your beliefs don't choose you, you choose them and choice is something that's completely in your control.

➤ Examine your perceptions about your capabilities objectively

Remember the keyword here is 'perception'! We believe certain things are possible or impossible based on our perception of our capabilities. So, if capability was a neurological level challenge that you had identified in the last chapter then you need to examine your perceptions carefully. Do you believe that you lack the skills and capabilities to achieve certain goals because you have failed in the past? Or because people have made you believe otherwise? Are you 100% sure that you will fail if you try or are you more sure that you will fail if you don't? The idea is to strip yourself of perceptions that are doing nothing for you and realize your true potential.

➤ Do I deserve it? Define your Worthiness

This part of the execution can be emotionally and mentally taxing. A lot of our negative beliefs and behaviour patterns stem from the fact that we do not see ourselves as worthy of success. Unfortunately, the sense of self worth is quite complicated. We may want to make our lives better but the real question that we need to ask ourselves is, do we believe that we deserve better lives? In case you are unable to come up with a straight 'yes' or 'no' answer, you may have to probe a little deeper. For example, let's say that you want to double your business sales. But do you believe that you are as intelligent, smart

and sharp as some of your competitors? Do you believe that you truly deserve to expand your business?

Worthiness can be seen as extension of our capabilities and beliefs. So, if you found yourself stuck at one or both of these neurological levels, this part will be crucial for you.

➤ Make New Beliefs

Letting go of negative pre-suppositions is only half the battle won as far as execution of the NLP action plan goes. In order to truly move forward you have to create new beliefs to replace the old limiting ones. One of the best ways to do this is to start acting as if your new pre-suppositions are true. Of course, this is easier said than done! However, if you consciously follow the same pattern that helped you adopt your self limiting beliefs unconsciously, you will find that task of adopting positive beliefs easier.

Repetition and conditioning are the key drivers of our beliefs. For instance, your beliefs about money are probably the result of what you have heard repeatedly and your upbringing. While you may not have had much control over your conditioning in your formative years, you do now! This means constantly affirming to yourself that something is true and acting accordingly can eventually help you adopt a positive belief. So, if you want to believe that you can be a successful entrepreneur, start acting like it! Think big, plan well and

tell yourself repeatedly that you have the capability to achieve the success you deserve.

An important point to remember while forming your affirmations is to always word them positively and talk in the present. Do not use words like 'try', 'attempt' or 'not' and neither should you use future or past tense. The entire purpose of using positive affirmations is to adopt new beliefs 'now'.

Learning New Behaviour Patterns

Your new beliefs will only help you move forward if they are reflected in your behaviour. This means that along with adopting new beliefs you must also adopt positive behaviour patterns. Consciously adopting new behaviour is not as difficult as it sounds if you are able to deconstruct behaviour and work on individual elements to adopt a new pattern.

For example, let's say you want to make your lifestyle less stressful. Now, the first thing that it would demand is that you change your reaction to crisis like or stressful situations. In order to do this you have to find out exactly what triggers an extreme reaction in you. Is it fear? Someone's loud voice? A noise? Heat? Let's say you notice that you are always cranky and stressed by the time you reach home, but are in a relatively better mood when you leave from work. This means that something on your way home triggers your stress. It could be traffic, noise, the constant buzzing of your cell-phone; any of these things could be your triggers.

Positive behaviour change can be brought about if you alter your reaction to a trigger. NLP and hypnosis can help you identify your triggers and alter them. However, before we do that it's important that we understand the learning stages.

Stage 1- Unconscious Incompetence- As the name suggests, this is the stage when we are unaware of what we do not know. In terms of behaviour this would be the stage at which you were before you started introspecting.

Stage 2- Conscious Incompetence-At this stage we are at least aware of what we do not know. This is the stage that you were most likely at after completing the neurological level exercise.

Stage 3- Conscious Competence- Conscious competence is where you are likely to be when you start consciously adopting new behaviour patterns.

Stage 4-Unconscious competence- This is the stage at which you move from conscious practicing to habitual actions and reactions.

Stage 5- Mastery- At this stage you start using your newly adopted positive behaviour effortlessly.

By using a combination of NLP and hypnosis, you can jump straight from stage 2 to stage 5. We'll take it one step at time. So, I will end this section with a little exercise to help you identify your triggers and we will move forward to using hypnosis and advanced NLP to alter behaviour in the subsequent chapters.

Exercise: Identifying Your Triggers

Step 1-Analyze the current behaviour that you want to change

Step 2- Keep a journal and make a note of the time and situations in which you usually adopt the said behaviour

Step 3- Close your eyes and go back to the time when you last adopted the behaviour pattern you are seeking to change

Step 4-Recall and visualize every small detail that you can

Step 5-Make a note of the things you did, sounds you heard and the circumstances that triggered the particular behaviour

Step 6- For the next three weeks make a note of everything you did, heard and felt just before you acted in the said 'manner'

Step 7- Examine yourself after three weeks and identify common patterns-those are your triggers

Chapter 5-Hypnosis for Self Development

Hypnosis is a very powerful technique for altering behaviour. Old habits and behaviour patterns get so firmly entrenched in our subconscious that it gets difficult to unlearn them and adopt new positive lifestyle changes. With hypnosis, however, the process can be easier.

Whether you want to deal with your weight problem, confidence and relationship issues, communication skills, or any other area of your life, hypnosis based techniques can help you release negative experiences and beliefs that form the root cause of your self-limiting behaviour patterns.

We have already discussed the part about identifying triggers associated with your negative behaviour. With hypnosis techniques you can move to the next step and release your 'instinctive' reactions to these triggers.

For example, if you have gotten into the habit of seeking a smoke when you are bored and/or stressed, then with the help of self-hypnosis based visualization and affirmation techniques you can release the beliefs fuelling your negative behaviour patterns and re-program your mind to react differently to the two triggers- stress and boredom.

Working on Yourself with Hypnosis

In order to master hypnosis, you first need to practice it on yourself. Self hypnosis typically consists of the following three elements:

- Induction through breathing exercises
- Visualization to deepen the trance and re-program the mind

- Affirmations to re-enforce certain beliefs

Let me give you a simple exercise that will help you understand how the three elements are integrated together to create a powerful self-hypnosis experience.

Self Hypnosis Exercise to De-stress

Step 1- Induction through breathing exercises

- Lie or sit down in a comfortable position
- Close your eyes
- Take deep breaths
- Focus your attention on your breathing
- Let your body relax more with every out-breath
- Allow all stray thoughts to leave your body every time you exhale
- Immerse yourself in this state of relaxation with your mind, body and soul
- Enjoy the feeling of peace that has slowly started engulfing you
- Revel in the joyful silence
- Continue with this deep breathing exercise till your mind starts feeling calm and relaxed

Step 2- Visualization to deepen the trance

- Visualize a calming white beam of light entering your body through the top of your head
- Feel this white light seep into every pore of your scalp
- Allow every cell in your scalp to relax

- Let the light seep in deeper and visualize all your thoughts dissolving away into this white light
- Visualize the light now flowing in and slowly seeping into every cell in your face
- Allow it spread through your forehead, flow to your eye muscles, feel them relax
- Imagine that your face is now illuminated with the beautiful white light
- Feel the light flow further down to your neck and shoulders

Step 3- Visualization to re-program the mind

- Allow all the negativity of suppressed thoughts and emotions to dissolve into this white light
- Let the light travel further down to your back.
- Feel every muscle in your back relax. Imagine that the calming white light is seeping into every muscle in your back, loosening it, relaxing it
- Let all the stress and fatigue stored in these areas dissolve away into the white light
- Visualize the light flowing further down to your chest and stomach
- Let it seep into every organ, every cell, every pore
- Imagine it healing all your organs and taking away all the smallest signs of discomfort
- As the light moves through your body it is re-energizing and rejuvenating it
- Feel the light flow into your abdominal and genital area.

- Let it heal the negativity and stress stored there
- Allow the light to cleanse every pore and cell it finds its way into
- Imagine the light slowly flowing into your feet
- Allow it to relax them and let your fatigue dissolve away into the cleansing white light
- Now let the light flow out from the soles of your feet
- Visualize it travelling down into the earth taking away all your stress, anxiety and fatigue with it

Step 4- Affirmations/Verbal Messages to re-enforce certain beliefs

- You are now feeling lightheaded and at complete peace with yourself.
- You are free of all stress and fatigue
- Every negative thought and belief has left your mind
- You are feeling light, relaxed and rejuvenated
- Enjoy this state for as long as you want

Step 5- Waking up

- Slowly open your eyes. You are charged and refreshed.

Creating Your Own Self Hypnosis Exercises

You can modify the basic exercise suggested above to create a self-hypnosis exercise to deal with any challenge. There is not much that you would need to change about the induction technique. The visualization part, however, will have to be altered depending upon the challenge you want to overcome.

Hypnosis based visualization exercises can be put into the following categories:

Metaphor- These visualizations make heavy use of symbology such as white light to symbolize a feeling of peace, a red ball for anger and/or pain, sheets of strips of paper for the challenges you want to overcome, a silver or black chord to symbolize positive or negative relationships you share with people. There are no hard and fast rules about these metaphors, you can create your own as long as you identify with them and they make sense to you.

Real Outcome Scenarios- These visualization exercises involve visualizing real scenarios. For instance, if you want to quit smoking then a hypnosis based visualization exercise for the same would involve visualizing a scenario where you are feeling healthy, energetic and free of the need or desire to smoke. These exercises work best when they are detailed, i.e. you visualize every aspect of your desired outcome, whether it's the reaction of your loved ones, your own feelings, mental and physical state, etc.

Now that your visualization basics are clear, you may adopt the following step by step approach to create your own visualization exercise:

Step 1- Identify the challenge you need to overcome

Step 2- Close your eyes and give a shape, colour and texture to the challenge

Step 3- Visualize the most satisfying way to overcome the challenge- do you want to embrace it, banish it, destroy it?

Step 4- Combine step 2 and 3 together and visualize yourself overcome the challenge with your chosen method

Step 5- Now ask yourself how do you want your life to be after you have overcome the challenge?

Step 6- Visualize the scenario

Step 7- Ask yourself how do you think your overcoming the challenge will affect your loved ones?

Step 8- Visualize the scenario

Step 9- Ask yourself how will you feel once you have overcome the challenge

Step 10- Visualize the scenario

Step 11- Combine step 4, 6, 8 and 10 and your visualization exercise is complete

How powerful are visualization exercises?

When we visualize something we start experiencing the associated emotions. The more involved we get in the conjured images, the more intense the emotions are likely to be. Visualization techniques thus tune our body and minds to the said scenario. The more frequently we visualize a scenario, the stronger its effect will be on the mind. And repetition as we

have discussed earlier helps in sending the message across to the subconscious mind. Just like regular practice makes activities like driving and swimming a part of our subconscious, repeated visualization of a scenario makes the desire to make it real a part of our subconscious.

So, for example, if you want to learn to control your temper better, repeated visualization of scenarios where you are metaphorically banishing angry feelings and realistically handling high pressure situations in a calm manner will help you move towards the desire subconsciously. If you practice diligently the visualization will have such a strong impact on your subconscious that a 'calm' reaction instead of 'anger' will start coming to you naturally.

Chapter 6- The Power of Two- Creating the Life you Want with Advanced NLP and Hypnosis

True empowerment comes from the knowledge that we have the power and resources to change our lives. NLP and hypnosis are based on this philosophy- We can achieve anything that we want with the power of our minds.

So, to create the life that we want we need to focus inwards rather than outwards. Even if you think of it rationally, you will realize that it makes practical sense. After all, there is very little that you can control about external circumstances and people's actions. However, you can control your actions and alter your reactions in a manner that your external circumstances are turned in your favour and people respond to you in a positive manner.

Hypnosis and NLP are both powerful techniques in their own right, but when you combine the two, the results can be phenomenal.

We have already discussed basic hypnosis and NLP techniques; however, before we move to the advanced ones and learn how to effectively combine hypnosis and NLP to create powerful life improvement techniques, it's important to learn about the Meta and Milton models as well as our mental sub-modalities.

Meta Model: In the simplest terms, the Meta model is about decoding language to understand deeper, hidden meanings. In our language we use a lot of distortions and deletions without realizing that by doing so we are

conveying a deeper meaning with the statements that we make. Fact is our behaviour and language are not objective; they are influenced by our past experiences. For instance, when we make a statement like, "Things went out of control", what we are really saying is that it wasn't my fault!

So, The Meta Model is essentially about asking why and how questions about the language that we use to understand our own and people's actions and reactions better. It is essentially about going from vague statements like "things went out of control" to specific statements like, "we couldn't handle the situation because we were not prepared." The Meta model can also prove to be extremely effective in understanding our self-talk patterns and bringing about positive changes in the same.

Milton Model: The Milton Model is basically the Meta model turned on its head. The Milton Model as it is called is in many ways is like a mirror image of the Meta Model. The patterns that you question in the Meta model to go from vague statements to specific answers are used in the Milton model to formulate vague statements.

The Milton model can help you formulate open ended statements that are excellent for drafting hypnosis based creative visualization scripts.

Mental Sub-modalities- Mental sub-modalities refers to the way we structure our experiences. How do we recall experiences that we hold close to our hearts, how do we visualize or imagine scenarios that make us nervous and anxious. The whole idea about understanding mental sub-modalities is to consciously use the elements of positive experiences to make our visualizations more intense.

Emotional States- The emotional state we are in at a particular point. The state that we are in determines our reactions and behaviour patterns. Through NLP not only can we figure out our exact emotional level but can also change it effectively so that it becomes more conducive to handling a particular situation. For example, before an interview or an important sales deal, anxious is not the best emotional state to be in. However, if you can change it to enthusiasm, you have a much better chance of success.

Understanding the Meta Model

The Meta Model was developed by John Grinder and Richard Bandler. It involves decoding language by identifying the following patterns:

Deletions-

- *Simple deletions*- When we refer to something or someone as 'it', 'this' or 'that', etc, we are effectively using simple deletions. For example, "I am not here for that"
- *Unspecified and Referential deletions*-
This refers to statements where an action is described in a vague manner, without taking or giving any responsibility. For example, "things didn't work out."
- *Judgments*-These are statements where you express an opinion as a fact. For example, "He is dumb!"

- Unspecified Verbs-These are patterns wherein we describe an action without giving full information about it. For example, "She was great today."
- Comparisons-These patterns refer to comparisons that do not reveal what makes one better than the other. For example, "Joe's café is better than Gloria's."

Generalizations-

- Modal operators of necessity- These patterns refer to statements that express set rules about what is necessary and what is not. For example, "I don't need relationship advice from you."
- Modal operators of possibility-These statements express limitations and possibilities. For example, "I can't control my anger when I am stressed."
- Universals-These are general statements of opinion stated in a way that allows no exceptions. For example- "I have no luck in love".

Distortions

- Mind reading- These are statements that imply that you know what's going on in the other person's mind. For example, "You are being spiteful deliberately."

- Nominalization- These are statements wherein you turn a verb into an abstract noun. Nominalization can make a statement very vague, for example when you say, "I have a lot of insecurity", you end up nominalizing the verb 'insecure' into an abstract noun without revealing the root of the insecurity.
- Cause and effect-These are statements implying that an event/person/behaviour/ is responsible for another event/purpose/behaviour. For example, "I always get nervous when a prospect shows disinterest."
- Pre-suppositions- These patterns are reflected in statements wherein an assumption is stated as a belief. For example, "I don't know when she will stop making up stories!" is based on the presumption that the said person is lying.
- Complex equivalents- These patterns are reflected in statements that imply two different things actually mean the same. "He's always busy at work; he doesn't care about me anymore!"

In order to work with the Meta model, you need not memorize these patterns. All you need to do is to become more aware of your language. Every time you make a statement associated with a life area you need to work on, probe a little deeper to see if you are making any deletions, generalizations or distortions unknowingly.

For example, let's say you want to learn better time management skills. However, whenever you talk about your work day or personal life, you usually make statements like, "there just isn't enough time", "there is so much pressure that I can't find time for myself". Probe a little deeper to see what patterns you can identify. Why isn't there enough time? Who or what is responsible for there not being enough time? Questions on these lines will help you formulate a more specific statement and identify the root of the unintentional deletion. Similarly, asking yourself questions like -"why is intense pressure" equivalent to lack of personal time? Who decides your personal time? Who handles the pressure? What is the exact connection?" can help you decode your language and identify the real problem.

Understanding the Milton Model

The Milton model is named after its creator Milton Erickson. You will notice that the model will come in handy when you start developing your own visualization scripts as well as for improving your communication and persuasion skills. Why? Because suggestions work best when the statements are open ended and follow patterns of deletions, distortions and generalization.

For example, " You will start feeling relaxed as the white light seeps into every pore of your body" or "you feel at peace in this garden", etc.

However, before you start working with the Milton model, it is important that you understand the additional patterns that this model makes use of:

Punctuation Ambiguity-Statements create deliberate punctuation ambiguity with the purpose of engaging the conscious mind so that a suggestion can be sent straight to the subconscious. This technique is used by sales and marketing experts as well to create greater brand recall value. For example, "weight loss and good health are interlinked. It doesn't make sense to compromise on your health just to save some money. Investing in Health shakes therefore makes sense."

Double binds- These statements involve giving a choice between two or three set options thus subtly encouraging the subject to choose one. You may have noticed how at eating outlets you are often asked, "What would like to have with that sir, coke, iced tea or coffee?" More often than not when a question is put like that you are likely to place the additional order than if you were just asked, "Do you want a drink to go with that?"

Conversational Postulates- These are 'yes' and 'no' questions that the subconscious interprets as commands and gives an instinctive 'yes' as the answer. This pattern is often used in persuasion scripts. The idea is to keep the subject engaged and casually lead them in the direction you want. For example, "Now that you have shortlisted the products, we can move on to discount schemes so that you can choose the best deal, shall I proceed?"

Tag Questions- These are rhetorical questions appended to a statement to keep the subject engaged and involved. "All of us seek value for money, right?"

Metaphors- When we visualize realistic scenarios the mind may editorialize them. However, when we use metaphors we end up simplifying real scenarios to the extent that there is minimal room for editorialization. For example, when we visualize a realistic scenario wherein we are letting go an addictive habit like smoking, the mind may throw up feelings of anxiety associated with the change. However, this exercise is likely to be more impactful when we visualize the addiction as a metaphorical dilapidated home that we are leaving.

Understanding Your Mental Sub-modalities

The best way to understand your mental sub-modalities is by making a conscious effort to analyse how you structure your behaviour. You can do this by visualizing scenarios that involve the following:

Achievement and Success

Fear and anxiety

Disappointment

A long cherished dream

An experience you treasure

An experience associated with success and achievement

Make a note of the sounds, feelings and visuals in each scenario. You will notice that your submodalities of positive scenarios will be different from those of negative ones like fear, anxiety and disappointment. There may be subtle differences in memories of real scenarios and imagined ones. The idea is to understand how you visualize and experience positive real scenarios and to replicate those visuals and feelings consciously in imagined scenarios of success and achievement.

Understanding Emotional State

Our emotional states vary from situation to situation. However, there is a certain state that we tend to maintain in general- this is called our baseline state. In order to bring about positive life changes and bring behavioural changes our baseline state has to be conducive to learning.

Of course, before you start making any efforts to alter your baseline state you need to identify it and analyse how and why it is not conducive to learning and growing. Seeking answers to the following questions will help you here:

Am I comfortable in my current state?

Can I give my best in this state?

Does this state make me feel good about myself?

Is this my pre-dominant state?

Has this state become a part of my personality?

Will altering this state make me perform better?

Do I want to change this emotional state?

What emotional state do I want to achieve?

The answers to these questions will help you take concrete and effective steps towards making positive life changes by altering your emotional state.

The Plan Of Action (POA)- Tying all the elements together

Now that you have all the information you need, you are now ready to move forward and put the information to practical use. Irrespective of the life changes you want to bring about you will have to ensure that your POA includes the following elements in order to for it to be successful:

- Creating the right emotional state
- Unlearning old negative patterns and behaviours
- Adopting new positive patterns and behaviours

We have already discussed how visualization techniques and NLP scripts can help you in self development and communication. Now, going a step further, we'll tip up everything and explain exactly how you can bring about positive life changes by combining the power of hypnosis and NLP.

Creating the right emotional state

Once you have identified your baseline state, the next step is to induce emotional disassociation so that you can consciously move to a state more conducive to learning. You will find a combination of hypnosis based visualization and the NLP Meta Model extremely useful here.

Hypnosis based visualization can help us disassociate from our current state and the Meta Model involves probing into your current language and behaviour to understand the root cause of your blocks and challenges. Applying the model to your baseline state means that you should question the whys and hows of your state in order to arrive at a neutral place emotionally.

For example, let's say your goal is to improve your communication skills and by using the 'baseline state analysis' exercise you have figured out that you feel anxious and pessimistic about learning new communication skills. So, to create the right emotional state you have to first disassociate from your baseline state and then gradually move to more positive states such as curiosity and enthusiasm.

The following is one of the most effective Hypnosis NLP scripts for this:

Step 1- Sit in a comfortable position and close your eyes

Step 2- Focus on your feelings. Are you comfortable, anxious, relaxed

Step 3- Deep breathe for a minute

Step 4- Start directing your attention outwards

Step 6- Visualize the room that you are in with your eyes closed

Step 7- Move a step further and visualize yourself sitting in this room

Step 8- Imagine that you can see yourself as well as the room you are in from a top angle

Step 9- Now focus on your feelings again, this time from a third person perspective

Step 10- Can you feel them as strongly as you did in step 2? If yes, then go back to step 2 and start the exercise all over again. If the answer is no, congratulations you are ready to move on to the next step

Step 11-Ask yourself why am I feeling anxious? Am I scared of learning new things? Why do I have a defeatist attitude? Is it because of past failures? Is there something in my personality that may stop me from becoming a better communicator? Can I not change it? How do I know I will not succeed if I don't try? If I have failed in the past, does it mean I will fail again? Can I not learn from my mistakes and move on? The idea is to move from a vague emotional state of anxiety and pessimism to emotional curiosity and eventually enthusiasm.

The beauty of this exercise is that you can adapt it to help you in any situation. All that you have to do is remember its core principles -

- Disassociation through hypnosis based visualization
- Emotional state alteration by using the Meta Model

Unlearning Old and Limiting Behaviour Patterns

More often than not it is negative conditioning that stops us from making positive life changes. For example, if you have been conditioned to believe that investing your money is akin to taking risks and making fixed deposits in the bank is a smarter way to manage your money, then learning smart wealth creation techniques will be difficult for you.

This means in order to grow your money you will have to unlearn your old and traditional money management beliefs. Of course, letting go of thoughts and belief systems ingrained in you over the years is difficult. However, the task can become easier by using a combination of hypnosis based visualization techniques and NLP affirmations.

For example, let's say you want to unlearn your traditional attitude to money and adopt a more dynamic approach. The best way for you would be to start by visualizing a realistic scenario in which you are most likely to adopt the traditional saving instead of investing approach to money. You could imagine that you have just received a bonus check. Now instead of making a bank deposit, visualize that you are studying smart investment options and eventually making a conscious choice to take a proactive approach to grow your wealth.

The next step would be to create a metaphorical visualization. So, give a shape and colour to your limiting beliefs like an opaque object in a corner of your mind or a sheet of paper that you can tear and burn. Imagine that with every out-breath the opaque object is diminishing in size or visualize that you are tearing the sheet and allowing a strong gust of wind to carry

the scraps away. The idea is to make yourself feel that you are consciously letting go of your old beliefs.

Finally, use NLP affirmations to make the process of unlearning even more effective. Your affirmation will work if you create them as per your representational system. This means, if you are kinaesthetic learner focus on your feelings in the affirmations, for example, 'I now feel liberated from my old limiting beliefs about money', 'I am excited about embracing new wealth generating beliefs and ideas'. Similarly, if you are visual person, your affirmations should be on the lines of- 'I can see my old beliefs slowly vanishing', 'My vision for my financial future is clear and bright', etc.

Learning new behaviour patterns

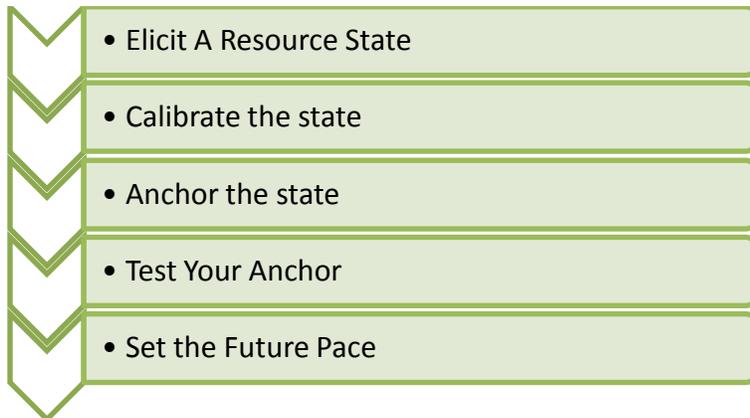
We have already talked about the basics of learning new behaviour patterns while discussing the NLP action plan. The focus here will be taking the exercise of indentifying triggers a step further and making use of the NLP technique called anchoring.

What is anchoring and how does it work?

Anchors are triggers associated with certain responses. These triggers may be personal, regional or even culture specific. For example, a happy country song may suddenly cheer you up but not have the same effect on your friend. The reason could be that you have happy memories associated with country music or the particular song. Similarly, for a person who prefers mountains to beaches, visualizing the former may invoke feelings of peace and tranquillity.

The purpose of identifying your anchors as we have discussed before is to deconstruct your behaviour so that you know what elements to focus on in order to adopt a new behaviour pattern.

Anchoring in NLP typically involves the following steps:



Elicit a Resource State- This involves the emotional disassociation that we discussed in the beginning of this section and gradually creating a more resourceful state by using Meta model concepts.

Calibrate the state-This part involves making note of all your feelings and emotions in the resourceful state so that you can recognize and replicate it again. Questions like- How am I feeling in this state? Am I comfortable? Am I curious and enthusiastic? How is my body reacting to this state? Am I restless or calm? etc. will help you calibrate your resourceful state.

Anchor the state-This is one of the most important aspects of anchoring. It involves creating a trigger or anchor that you can associate with this state. The anchor can be visual, auditory or kinaesthetic. The idea is to create one that is unique to your resourceful state and is easily identifiable.

You can look at your anchor as a button that you can press in order to create the calibrated resourceful state. An important point to remember here is the timing of your anchor; ideally it should be associated with the peak of the state. For example, let's say your most resourceful state is 'excited'; now you can create an anchor by snapping your fingers in a way that the snap is followed by your index finger pointing upwards, at the peak of your excitement.

Test your anchor-Bring yourself back to a neutral state and test your anchor. Does it evoke feelings of your resourceful state? The first time you test it the feeling may not be very strong, but as long as it's positive, you can congratulate yourself for anchoring your resourceful state successfully.

Set a Future Pace-This part involves building a strong connection between your resourceful state and the anchor so that you can experience the feelings associated with the particular state whenever you use the anchor. One of the most effective ways of setting a future pace is through hypnosis based visualizations. Use your knowledge of your mental sub-modalities to create a realistic and powerful visual scenario of your most resourceful state and use the anchor you have created at the peak of the state. Regular practice of this exercise will help you create a strong connection between the anchor and your most resourceful state.

In case you are setting an anchor to achieve a resourceful state that will help you get rid of a long held bad habit, you may need to break down the old anchors associated with the habit in order to make your new anchors work effectively. For example, let's say you want to quit smoking and you

have identified stress as one of your triggers for smoking and have created the action of taking five deep breaths as your anchor for creating the more resourceful relaxed state.

In this scenario you will have to create a new anchor to replace stress. You can do this by imagining a scenario where in you are stressed like during a fast approaching deadline. Create a realistic visualization of the same. Now after you recreate the un-resourceful state of stress, instead of imagining yourself lighting a cigarette, see yourself taking five deep breaths, let your body and mind feel relaxed, visualize yourself getting back to work, relaxed, rejuvenated and free of your cigarette craving.

Chapter -7 Conclusion

A lot of us go through life complaining and blaming our circumstances and situations for our lot in life. Our intention behind such behaviour is to seek some comfort out of shirking responsibility. But what we end up doing instead is making ourselves feel completely powerless!

NLP and Hypnosis are based on empowering philosophies. Both involve extensive introspection and self-development with the aim of creating a better and more fulfilling life.

In my experience NLP jargon often scares away a lot of people from truly making an effort to understand the nuances of NLP. So, I have made a conscious effort to keep things simple in this book. The jargon, if I may call it that, merely consists of acronyms and words that describe simple NLP techniques based on one philosophy- 'You have the power to change your life'.

The techniques and exercises we have discussed so far can be applied to any area of life, whether it is professional growth, personal development, relationship issues, wealth creation/management and general health and wellbeing. The basic idea is the same, no matter what the issues is, by changing our actions, reactions and behaviour patterns we can turn any situation in our favour and create the life we want!

I hope that by now you have understood how to create the life you want with NLP. In case you have any questions about the NLP techniques

suggested in this e-course or wish to learn more about how NLP strategies for good health please feel free to contact me at:

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