THE POWER OF NEURO LINGUISTIC PROGRAMING:
AN INTRODUCTION TO THE EFFECTIVENESS OF NLP
AS A PERSONAL DEVELOPMENT TOOL

A complimentary gift from
www.CenterForPersonalReinvention.com

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Neuro Linguistic Programing:
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as a Personal Development Tool

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What Is NLP?

NLP or Neuro Linguistic Programming is a highly effective educational program that involves both human senses and effective communication methodologies. The study of NLP can greatly help individuals in developing new essential behaviors and habits. This is all about the relationship between subjective experiences and effective patterns of behavior. It can also be about discovering how individuals create their experiences inside their minds and how can they can go after developing new learning experiences and behaviors that can be a great contribution to enhancing their living experiences.

This programming is unique in contrast to other various studies with regards to the behavior of people since it is focused on replicating and learning effective communication talents. It is about educating people in self-awareness so they can change their patterns of communication to be more effective with others. This only means that mastering an NLP program can greatly help individuals in developing themselves into more determined and responsible people. This can also help people in using and further developing their mental and physical talents. These factors can support in the development of self-confidence in individuals and this can greatly help them in finding the career niche that best suits their needs and honors their values.

NLP pertains to neuro and linguistic areas in the life of individuals since it includes essential components in fabricating necessary human experience when it comes to language and neurology. It also involves planned thoughts as well as a learning of the psychological cognitive practices behind behavior. It provides the necessary skills and tools for the development of states of excellence in people, yet it also provides for a system of giving power to assumptions and thoughts with regard to what people are and what communication really is.

Neuro Linguistic Programming can also enhance self-discovery so as to allow one to further determine the path of greatest success in life. NLP can be helpful in supporting to develop life skills, identify one’s gifts and talents and better select a career that will prove to be fulfilling and rewarding. In this way, NLP can assist you to discover your real place in this world. Far too many individuals remain in professions or careers that are unfulfilling and provide them with little satisfaction or meaning. This state of resignation is often sourced in the thought that they need their job to survive difficult economic conditions in a world that offers few options to those with limited skills. Of course, this is untrue but nevertheless keeps many stuck and suffering in silent desperation.

Learning NLP can support people to discover the careers, professions or businesses that will best support their lives and in the best possible ways to achieve their goals. Through NLP, an individual can also realize that they can achieve whatever they desire as long as they are determined, skilled, and motivated enough to acquire the elements essential for creating the success they desire. In doing so, they can remain empowered in the process of learning new skills and discovering new insights, knowing that they are following an essential step by step process that will result in the achievement of their goals.

The path to creating success can be as simple as following your dreams, following your heart, and following your passion. Deriving satisfaction from your career is a critical element in bringing about the success that you desire. Contrast this to remaining in a boring or unfulfilling job simply because you lack sufficient belief in your ability to learn new skills and succeed in an area that provides you with the satisfaction you deserve. Take responsibility in following your dreams as you consider all the possible ways you can successfully reach your goals.

Often times, one of the primary reasons why many stay suffering in jobs that no longer provide them with satisfaction is the fact that there are people around them who are influencing them to do so. However, when a person believes in themself and sees their eventual success as inevitable, they can learn how to effectively communicate with their family members and others who may influence their decision to boldly pursue their dreams – or not. It is these two qualities, namely self-esteem as reflected by a belief in oneself and the ability to charismatically influence others, that form the basis of accepting full responsibility for making life work optimally.

NLP can indeed play a vital role in supporting one's ability to communicate powerfully so as to influence others. For many, this ability to impact the way those around them see the world, can make the difference between accepting a life characterized by mediocrity as opposed to a life that empowers one to go for the brass ring, realize goals most important to them, and honor the core values that make life worth living. This can also be an important tool to empower someone to go beyond their comfort zone and risk intelligently in pursuit of their dreams. NLP supports this priceless gift of being able to effectively communicate with the people around you and enrol them in seeing things from your perspective.

Consider the costs of living a life spent resigned to staying in work that is unrewarding or unfulfilling, settling for a passionless relationship because of an inability to confidently seek one that thrills you, and settling for less than you deserve in others areas such as health, fitness, fun, adventure, and otherwise failing to pursue your dream life. Learning effective communication skills with NLP can provide the opportunity to charismatically influence others in a manner that they become more amenable to your suggestions and requests.

What Is Hypnosis?

Hypnosis refers to the ability of changing thoughts and behavior patterns by influencing the subconscious mind. Hypnosis experts typically use hypnosis on the subconscious level to develop self-esteem, get rid of addictions, as well as to be able to influence behavior that is resistant to change with non-hypnotic methodologies. For instance, many report great results using hypnosis for such goals as smoking cessation, weight loss, eliminating bad or harmful habits, eradicating phobias and generally promoting more productive thoughts behaviors and beliefs.

Hypnosis has proven particularly useful in assisting people to alter thought patterns and behaviors when other modalities have proven ineffective. Thanks to hypnosis, the impossible or improbable can be turned into reality when the blocks to achieving an outcome are overcome. However, this is not to imply that hypnosis should necessarily be the option of first choice in all circumstances. There are many effective ways to achieve results that can be attempted prior to resorting to hypnosis. Coaching, counselling, goal setting, education, and many other techniques and tools depending upon the intended goal can often prove effective in bringing about the results desired. Hypnosis is a great alternative for those difficult accomplishments involving a mental stop getting in the way of the results desired.

There are several factors that you should know about hypnosis and these include the following:

- Hypnosis should be achieved with the help of an expert or professional hypnotherapist. Subjects who succeed in the accomplishment of their goals through hypnosis share a common characteristic – that is, they trust in the hypnotherapist's ability to produce a result. We suggest you never consider being hypnotized by a person who is not expert in the art of hypnotism. Always keep in mind that hypnotic success involves both your intellect and your whole being. Go into a hypnosis relationship expecting positive results, suspending doubt, and trusting in the expert you have contracted to assist you.

- There are various theories that seek to explain how hypnosis works with sceptics attempting to find reasons for the results produced that discredit the hypnotic process. Some look at its inner workings with confidence in its ability to impact results, while others seek various other explanations so as to dismiss its validity. The most widely held belief regarding hypnosis is

that it is focused on supporting a subject to surrender by focusing on a particular word or object. In so doing, the hypnotist focuses the human intellect on achieving what they want to accomplish.

- Hypnosis is extensively used today in treating a variety of issues with particular efficacy in alleviating addictions. Those addictions that sufferers report excessive difficulty in overcoming are often assisted hypnotically to resolve.

- Hypnosis can also be used in developing self-esteem. Those lacking self-esteem have interpreted things from their past or bought into negativity from others so that it has eroded how they hold themselves as less than capable, competent, worthy, significant, lovable, belonging, or able to realize their goals and dreams. People lacking self-esteem often withhold their feelings, step over saying things on their minds that are better expressed, and otherwise self-sabotage by listening to their own negative self-talk. Their limiting beliefs keep them from showing people who they really are – which is always magnificent at their core. Those deficient in self-esteem do not have the courage to develop and share with others their talents, skills, and even to share their knowledge because they limit themselves to being their very best.

Often times, hypnosis can be a great help to individuals who do not have enough self-confidence to come out of their shells to reveal and share their magnificence with others. Those considering this option will be well advised to search for experts in this field and make sure that they select an expert who is both licensed to practice hypnotism and adept at the art. A thorough research process can identify the best suited hypnotists to support whatever issues need attention. As with any profession, it is wise to select a hypnotist with a proven track record for treating cases similar to the challenges wishing to be resolved.

In order to realize a successful result through hypnotism, it is imperative that the subject be open to being hypnotised. In fact, an unwilling or resistant subject can never be hypnotized by anyone no matter how experienced the hypnotist is. Hypnotism involves communicating powerful suggestions to the subject's mind or the intellect; therefore, those who do not believe that they can be hypnotised will not allow their intellect to be programmed via hypnosis. Hypnotism is a powerful tool that can impact change but the intellect and will of a person is even more powerful. We all know of countless examples whereby a sick person can get well because he or she believes that he or she will. The mind can be a powerful resource for good or a potent adversary resisting change for the better. As has been said, for those who believe, no evidence is necessary and for those who do not, no evidence is possible.

This truism surely applies to hypnotism. No one can be hypnotized if their mind is not ready for the process. Conversely, for those open to the process and willing to experience change, great things can be often accomplished.

Warning: the hypnotic profession is fraught with charlatans seeking to fool people who are naïve to the difference between true professionals and imposters seeking to cash in on the unsuspecting. Therefore if you are interested in seeking the assistance of a true expert, do your homework to avoid a bad experience. Never let yourself be fooled by those who use deception for illicit purposes.

Why NLP Works For Those Seeking Self-Improvement

Neuro Linguistic Programming or NLP can be a great service to support people to develop self-confidence and to succeed in most every venture involving communication with others. It is a great training that extensively involves effective interaction to influence others. Every person possesses their own unique gifts, attitude, limitations, skills and knowledge. NLP can champion people to be their best in developing the skills essential to influence others and become masters of hypnotic influence.

Clear and compelling communication with others, from friends and family to acquaintances, co-workers, and casual contacts is essential for anyone to master their personal effectiveness. NLP helps people develop the self-confidence which results from becoming a master of communication and influence.

Often times even those who can convey their thoughts fairly well when given the opportunity to formulate them, struggle to communicate effectively when the heat is on and they become stressed to perform in public. NLP training would likely greatly support such an individual to gain mastery of effective and influential communication. There are various types of NLP trainings; therefore those interested in improving their personal effectiveness can select which one can suit them best based on their limitations and skills.

The qualities of discipline and honesty would serve the NLP student well in properly assessing a path of learning. It is important to carefully and honestly analyse the things that one can do well and identify any significant missing elements in supporting powerful communication. By taking on a detailed plan of action to address any deficient areas, an NLP student will be best able to develop him or herself as a powerfully adept communicator. Failure to identify lacking areas of development will cost the student in their ability to influence others to get the results desired.

Limiting beliefs prevent people from realizing their ability to impact others in a manner that produces efficacious results. NLP training can support people to acquire the skill set to become a master of influential communication if a plan of serious study is undertaken. It can greatly help individuals to explore and discover new ways to impact others by using such tools as hypnotic suggestion, making powerful requests that can be clearly understood, appreciated, and acted upon and edifying others in a sincere manner that causes them to want to comply with the speaker's directions.

Although many may think that they fully know themselves, in reality such an attitude likely limits their continued search for answers. Once an individual believes they 'know' the answer to a question, all further inquiry and discovery likely ceases. Those who embrace personal development should not cease in their unending quest to continue discovering new things about themselves, about others, and about the world in general. There is no limit to the degree of growth and development any person can take on. We are either constantly learning and growing or sliding backward down the hill of decay and complacency. Effective NLP training includes the use of all four senses. Sensory feedback assists in effective communication and powerful communication plays a vital role in supporting the achievement of goals.

There are many ways to go about a plan that will result in the enhancement of one's skills in communicating with others. Effective communication can involve mastering many different communication vehicles, namely chat, email, written communication and spoken communication. Start with a commitment to practice influencing family, friends and those who you regularly communicate with on a daily basis. Have an intended result for each conversation you engage in with another person. Ask yourself if you are truly listening to what the other person is saying as opposed to listening to your own thoughts, emotions, and opinions.

Effective communication starts with a genuine interest in the other person. As such, listening for their needs and concerns, to empower your interaction with them, for what's important or missing in their world, and listening for the gold rather than the dirt will all support you in your quest to influence them effectively.

NLP is behind every person's successful communication; neuro stands for the mental component of influencing using the intellect and linguistic stands for the best communication that will produce a desired result. This is really very important when it comes to helping oneself in achieving both tangible and intangible goals. NLP training can assist in effectively managing self-limiting thoughts as well as in overcoming poor or lacking communicating skills.

Using NLP to Overcome Barriers...

NLP is a program that can be very helpful to individuals who have problems with their mental and structural communication skills. There is no more effective tool in influencing others than the power of effective communication. Likewise, NLP is one of the most effective ways to enhance one's skills in this arena. It can both help people to express themselves more clearly and powerfully while making it easier for other people to understand them. Whether one desires to enroll a spouse in an idea that is important to the relationship, or influence a co-worker about a potential business concept, NLP skills can support overcoming objections and building trust.

The art and science of effective NLP communication supports the speaker in taking responsibility to be clearly heard and increase the likelihood that her message will be appreciated and acted upon.

The following are some of the instances in which NLP can prove its value when it comes to conquering mental barriers:

Reluctance in taking action to bring about desired outcomes.

This is one of the ways that NLP can play a role in conquering mental barriers. Often times, people may exhibit a reluctance in expressing their thoughts and opinions when bringing up sensitive topics, pointing out deficiencies in the performance of others or making requests that move a situation in a forward direction with velocity. Fear of rejection, the desire to look good and be liked or the fear of looking bad and offending another can cause paralysis in communication. NLP can assist a student of this discipline to take control of a situation with the expectation of influencing the conversation in the manner desired. This does not mean to imply that a conversation based on NLP sound principles will not experience rejection or opposition. It does mean that a student adept at implementing NLP principles will be more mentally prepared to counter such opposition and look with the other person for win-win based solutions to an impasse. In short, these skills will serve to enhance personal effectiveness and creativity in looking for alternative solutions.

Fear of failing

No one wants to fail. However, failure is an essential component for success as all great accomplishments involve an element of risk. Failure builds knowledge, backbone, increases resolve and provides insights into breakdowns and stops to overcoming problems. Those unwilling to fail will lack the courage to do what is needed to think outside the box and eventually achieve the level of success desired. Neuro Linguistic Programming further supports people to develop the mental fortitude essential to getting the things that they want by assisting them to overcome challenges and look for the gifts that inherently lie concealed within every problem. As a result, such qualities essential to success as commitment, courage, personal effectiveness, charisma, and creativity are greatly enhanced in the process.

NLP fosters extroversion and self-belief.

Fear of public speaking is generally considered one of the most common stops preventing people from getting ahead in business and in life. NLP can greatly help those individuals by enabling them to expand well beyond their comfort zones as it builds character, personal resolve and communication skills. By supporting people to face their fears and increase their ability to impact others, NLP builds the muscle of trusting oneself to risk in stressful situations involving venturing into new and uncomfortable situations. NLP can help people face their fears and achieve significant strides in their ability to effectively interact with and sway others to their favor. It is clear that those possessing the discipline to engage upon a path of constant and never-ending improvement while learning from adversity and mistakes will grow personally and professionally as they eventually reach and far exceed their goals.

Using NLP to Overcome Procrastination...

Procrastination is behavior that is characterized by the postponement of action or a task to a later time. Knowing what is the cause of putting off into the future that which can be accomplished today is the very first step to overcome the problem. There are various reasons why people procrastinate. Here are some possible origins of this unproductive behavior…

What triggers procrastination?

- *Stress.* Stress can trigger behavioral responses that cause us to attempt to avoid something unpleasant or less than desirable. When a person feels anxious and worried, she tends to be less productive and effective. Procrastination can be seen as an attempt to gain relief from the stress by

putting off something unpleasant. To overcome such feelings, look for the gifts that challenging situations and people afford you. Stress is always an interpretation and as such, always optional. As you master your interpretations, you can become skilful at replacing stressful thoughts with empowering interpretations that move you into decisive action.

- *Overwhelm.* A feeling of overwhelm with too much to do often triggers procrastination. Overwhelm is simply a failure to effectively manage commitments. Dealing effectively with feelings of overwhelm can mean making powerful requests of others, declining their requests or demands, setting priorities, delegating tasks or saying what's so for you responsibly while keeping others whole.

- *Laziness.* We are all committed to something. However, often times, we may find ourselves committed more to our convenience than to moving our lives forward. This failure to honor what is most important in propelling our lives in a forward manner can also trigger procrastination. If you think that the work given to you will take too much energy to complete, you may feel inclined to put off the task in an effort to conserve energy. As you continue to put off an important task for the reason that you lack the energy to do the job, you will opt for choosing convenience over commitment and procrastination will result.

- *Lack of skills necessary to move forward confidently.* For example, you are given a necessary task but you are not confident in your ability to complete it effectively. Your desire to avoid the pain of embarrassment or disappointment can cause you to put off acting upon it. Fear of failure can cause paralysis of action. When left unchecked, such fear can cause a further downward spiral of inaction resulting in the formation of a crippling habit.

- *Perfectionism.* This unhealthy perspective can put unreasonable expectations on performance that cannot be realized and may lead to procrastination. Perfection is unachievable and often causes those unwilling to settle for less to procrastinate. Instead, choose excellence and commit to have each day be an opportunity for growth and learning. Take responsibility for looking at 'what's missing that if put into place would support your insights or breakthroughs in moving beyond challenges and problems. Give up your right to be perfect and decide to embrace the learning process as you welcome the insights that mistakes provide you with as gifts to your development.

Decide to welcome feedback. Rather than perceiving it as criticism, know that by welcoming ways to improve, you will be growing in wisdom and knowledge with each daily challenge. Give up your right to be invalidated. Know that the universe will always provide for you the exact learning experiences you require for your growth and evolution. Embrace change and do not put off for tomorrow what you can do today. Remember that one of the characteristics of a powerful person is decisiveness and a commitment to focused action.

Look for the larger picture. Declare a life purpose that motivates you to expand beyond your comfort zone to learn and grow and continually become more of the person you were destined to be.

Basic Sources of Motivation: Positive and Negative

Let's start with the latter first. There are two predominant types of negative motivation, namely fear and greed (which is often simply fear of scarcity). Neuro Linguistic Programming can be used to either move toward or to move away from some behavior. When dealing with procrastination, this becomes very vital to understand your motivational direction and use this knowledge for your benefit.

If you are motivated to move in the direction of positive rewards rather than away from negative consequences, then you can consciously support yourself to take advantage of being positively motivated. We are wired much like a thermostat. If we see our future as bright, we become self-motivated to take those actions that will result in the manifestation of that bright future deliberately. To the contrary, if we see our future lives as bleak, marked by scarcity, strained relationships, unfulfilling work and unhappiness, we will self-sabotage and then get to be right about our expectations. There is a great contrary pleasure in having the ability to say, "I was right! I knew I couldn't be happy, wealthy, fulfilled, or in meaningful relationships!"

Neuro Linguistic Programming can support people in manifesting positive personal changes that overcome inaction, procrastination and self-sabotage by envisioning positive outcomes that are marked by empowering interpretations and the embracing of the constant and never-ending process of learning and growing.

Using NLP in Making the Law of Attraction Work for You

The universal law known as the law of attraction is just as real and valid as a physical law such as the law of gravity. And just like any physical law, you can use it to your advantage when you know how. The law of attraction is inherently tied to your state of mind. It is also directly related to energy. We will tend to attract people and situations that are consistent with the energy we put forth into the world.

The law of attraction is also tied to belief. As the old adage goes, “If you think you can or you think you can’t, you are right!”

Those who attract wealth see the world as a place filled with abundance, awaiting their discovery. Likewise, those who see it as characterized by scarcity and poverty attract that very reality as their own.

Similarly, if we see others as good and loving and show them love and kindness in our interactions with them, this will be our reality. If we see the world as marked by angry, violent people we must defend ourselves against, this reality will manifest in our lives. We get not only what we create but what we expect.

Changing Your Energy

Belief combined with vision and passion will equal to manifestation. Your energy is determined by your belief which is multiplied and manifest by your actions. As such, your vision set into motion by your passions will result in your manifestation of your expectations and energy put forth to others and into the world. If you don’t like what is showing up around you in life, simply change your energy and expectations and take action to manifest your dream vision by living with passion.

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Changing Your Belief

Our beliefs are responsible for creating the reality we experience. I invite you to take the perspective that everything you surround yourself with is a function of your beliefs, expectations, energy and creation. The good news is that if what surrounds you is not to your liking, you have the power to create a new reality that does. To raise the quality of your life experience, raise your vibrational energy so it is more consistent with what you wish to attract. A great way to access what you don’t know that you don’t know about how to manifest a new, higher vibrational reality is through the process of mentoring and coaching. This can support you to access the areas you are blind to achieving. Spend time with those who have already done what you intend to do. Neuro Linguistic Programming can support you in stepping into a new reality that is consistent with your desires and higher level vibrational energies.

Neuro Linguistic Programming is a methodology that will help you to control your emotional responses to life's challenges. The way you see situations, the energy you put forth in response to them, the wording you use to describe them to yourself and to others influences the quality of your experience. Experiences are comprised of thought patterns, a mix of emotions, behavior that contributes to the experience and beliefs about it.

Neuro Linguistic Programming can assist you to maintain a positive state of mind, where you create empowering interpretations, expectations, energy, words, actions, and beliefs that all come together to create a new reality characterized by positive energy and resulting similar manifestations. NLP overcomes such negative elements as procrastination, fear, anger, sadness and self-sabotage by programming new empowering thoughts, words, and actions that will serve to attract positive people, situations and experiences.

NLP is supported by taking an empathetic perspective of others' behaviors. By asking yourself, "What might it be like in the other person's world to have them say or act as they have?" allows one to become non-attached to the less than desirable behavior of others. By giving up our right to be offended or invalidated by the words or deeds of others, we gain a great new personal power that supports us to live non-reactively and without attachments to the things others do. This newfound emotional freedom is based upon the assumption that people do the best they know how to do, consistent with how they see the world. Now, I am not condoning bad behavior or justifying immoral actions; I am simply saying that we need not be sucked into other peoples' stuff. This posture will support you to maintain a positive perspective and create positive attraction, no matter what the challenge encountered. Such detachment can free you of the pressure to react to what others say or do. When you open your eyes to the world in this manner, you will see your surroundings differently, with a different attitude and effective behaviors and beliefs to propel your life in a forward direction.

For example, equipped with a positive expectation for success in all areas of life, you adopt the positive attraction mind-set of being a winner. You set goals in the areas of health and appearance, career, relationships, wealth and finances, personal and spiritual development and recreating, pursuing your passions and having fun. You then create a detailed action plan to reach each goal in every life area. All goals that we have in life should be achievable but a stretch, measureable and specific, and grounded in time with an accomplishment date.

Neuro Linguistic Programming is of great interest today because it can support people to better accomplish their goals with velocity. It supports people to enhance their charisma and personal effectiveness and to thus better possess the skills that will translate into the realization of their goals. In short, NLP fosters a positive attraction towards life.

Using NLP in Wealth Manifestation...

Wealth goes far beyond financial riches. Those possessing an abundant mind-set know that true abundance means an endless flow of rewarding relationships, the pursuit of a life purpose that makes work synonymous to play, empowered goals that allow one to play a ‘master game’ that enables them to leave a legacy behind as they develop and share their gifts with the world. Those possessing fulfilling work, health, happiness, a meaningful spiritual relationship, and an attitude of gratitude are truly wealthy beyond measure.

The attainment of a life characterized by these qualities can be facilitated with the art of Neuro Linguistic Programming. NLP can be especially helpful when it comes to improving communication and maintaining a winning mind-set.

- NLP can assist in the development of self-confidence, which is essential in all life and business ventures. Belief in oneself while believing that success is inevitable will lead you to manifesting and creating wealth. Lacking confidence translates into decreased personal effectiveness and self-sabotage. If you want to succeed and generate the wealth that you have long been dreaming of then, by all means, you have to develop confidence and self-esteem which is facelifted by NLP training.

- Communication plays a vital role in impacting the results you desire. In the absence of clean, clear, and effective communication, productivity is diminished and relationships become strained. Business success demands such skills as the ability to make powerful requests of others, listening to concerns and commitments, effectively painting a picture that clarifies intentions, missing elements, needed actions, and potential challenges. Successful business people are organized, self-disciplined, motivated, and possess a win-win abundance mentality. They believe in rewarding initiative and productivity while not stepping over communicating challenges, sensitive topics and taking decisive action as they continually evaluate progress, measure effectiveness and adjust to reach goals in record time. NLP can facilitate communication skills that will make such success more likely.

- Lastly, NLP training can help to overcome mental barriers which create self-sabotage in dealing with others. Being skilled in communicating with others is a skill that breeds confidence and facilitates accomplishment.

In the arena of business, good communication skills, combined with such qualities as discipline, determination, and total responsibility (not as in blame or fault, but in being response-able to identify deficiencies and put into place whatever may be missing in order to realize the results desired) will ensure success in most any endeavour.

Neuro Linguistic Programming skills can further translate into a valuable skillset that can pave the way for career advancement and sharing such skills with others as a mentor or coach. Those who possess the tools making them most effective in their communication with others while also possessing a winning attitude and mind-set will accomplish their goals and reach their dreams with velocity.

How to Use NLP to Overcome Social Phobia

Social phobia is a disorder that can be experienced by anyone deficient in self-esteem. It stems from either buying into the negativity of others or creating interpretations about not belonging, being good enough, socially competent, or being somehow flawed in one's ability to relate powerfully with and communicate effectively with others. Those stopped by such social challenges find themselves lacking the confidence and self-belief that can make them powerful in their interpersonal relationships. It can cause paralysis, fear of risking, and the tendency to play small and defensively rather than risk humiliation and failure.

Social phobia is defined as a condition characterized by a distinct and constant fear of social incompetence possibly resulting in feelings of humiliation. Exposure to social performance situations invariably aggravates an anxiety response that creates self-sabotage while further displaying social incompetence… and so accelerating the downward spiral of fear and failure.

Individuals who suffer from social phobia may develop hypersensitivity to criticism, negative thoughts or rejection. They also have difficulty being assertive and have a low self-esteem or a feeling of weakness around others who they perceive as being more charismatic, capable and powerful than they are. Their poor social skills or noticeable signs of nervousness further reinforce an energy teaching others how to hold them as such. Nuero Linguistic Programming can teach those who are socially challenged both how to more effectively communicate powerfully but more importantly how to shift their mind-set to one of self-assured confidence and positive expectation.

Neuro Linguistic Programming has for more than 40 years helped alleviate negative ideas and practices while developing more competence for each individual's social life and business skills. Millions have overcome traumatic experiences and phobias through Neuro Linguistic Programming.

Ways that Nuero Linguistic Programming Can Foster High Self-esteem:

- Representational Systems – this is a technique using an array of applications which include increasing motivation, emotional intensity and rapport.
- Matching & Mirroring – using characteristics of another person's structure, words and energy in order to create connection.
- Shifting Perceptual Places – involves shifting between various points of view one of three mental places such as the self, another person's viewpoint and from a third person's perspective.
- Developing Well-Formed Results – improving a specific sensory-based outcome. This is an array of applications particularly in the area of goal setting.
- State Management – this involves techniques effective in altering mind-set and physiology.
- Reframing – creating empowering interpretations of an experience in order to change its meaning and move an individual forward.
- Meta Mode – this is a model that has a number of linguistic differences that aid recognizing language patterns that hide the definition by means of removal, alteration and generalization. This model can be very beneficial in enhancing communication and helping to make change happen with velocity.
- Switch Patterning – this is a powerful technique of replacing an old, undesired behavior with a new, desired behavior. This can be effective in generating lasting changes in behaviors and habits.

These are just a few of the basic Neuro Linguistic Programming techniques that can be used to overcome social phobia.

The following are considered to be powerful advanced techniques for overcoming social phobia:

1. Meta-states – this is bringing the state of mind-body together to maximize your mental capabilities, fully utilize your resources and optimize your state of mind. We create meta-states to develop further mental awareness, clarity and perspective; it's about further developing thoughts and feelings in reflection about original thoughts and feelings.

2. Nested Loops – this is the method of connecting states. This is a great way of changing states while interacting with a certain person or a group. You can use nested loops to tell your story in a compelling way that engages your audience. Nested loops create a slight trance in your audience by starting to tell a story and then without ending that story, go

into another story…and continue this process multiple times to create a hypnotic effect.

3. Language Patterns – these are the linguistic devices that can be utilized to assist in increasing influence and communication. By saying language patterns over and over again, you are able to put your listener into a hypnotic state. It's about tying words together in a cause and effective relationship that creates a hypnotic effect. Language pattern words might include but are not limited to words such as: *makes you, causes you to, will make you, will cause you, will create, triggers, sets off* etc.

4. New Behavior Generator – this is a mental picture technique for knowing how to quickly combine new skills and behavior. By using mental imagery or rehearsal, and creating habits, long term outcomes are more easily generated. A new behavior generator sets up a mental map that facilitates the creation of a habit that supports a desired outcome. An example might be to go from unconscious incompetence in learning a new skill to conscious incompetence to conscious competence to unconscious competence. This learning process progresses as a result of new habits and 'distinctions' acquired as a new behavior is learned – as one progresses from novice to master of the skill.

There are many such powerful advanced NLP techniques that can be used in order to overcome social phobia and progress in the mastery process. There are professionals that can help you do with these techniques. The purpose of this document is simply to introduce you to some of the possible NLP tools to support your communication and personal effectiveness.

Using NLP to Boost Self-Confidence...

Self-confidence is a characteristic that high self-esteem people possess. To further define the term, it is the difference between feeling fearful and feeling that your success is inevitable, as a result of your ability to apply yourself to learn and do whatever it takes to achieve a desired result. How you hold yourself has a massive impact on how others identify you. Your self-perceptions and the energy you put forth into the world influence the perceptions of others and your and their reality. The more self-confidence that you possess, the more the likelihood that you will succeed in whatever endeavors you decide to pursue.

But there are lots of factors that affect self-confidence that extend beyond your control. There are numerous things that you can definitely do to build self-esteem. In short, building high self-esteem requires three areas of development:

First is healing and completing your past so that you reformat your cellular memory, alter how you perceive your history and create empowering interpretations that support your new identity.

Next is properly assessing your present situation including evaluating what's working and what's missing in the 6 key areas of life (health and appearance, wealth and finances, career, relationships, personal and spiritual development, having fun and recreating while pursuing your passions).

And lastly, designing a compelling future in choice that is consistent with your life purpose, vision for your dream life and allows you to grow and learn as you passionately fall in love with the process of life.

For a detailed roadmap of reclaiming self-esteem, there is likely no better program available than Dr. Joe Rubino's Self-Esteem System (www.theselfesteembook.com) or for those wishing to master the self-esteem elevation process, for adults (www.highselfesteemadults.com) or children (www.highselfesteemkids.com)

Those lacking self-confidence play small, avoid intelligent risks and stay stuck and suffering in the resignation of their own creation. Those who live their dream lives, marked by happiness, success, abundance, fulfilment, and rewarding relationships have one thing in common and it is that they believe in themselves and their capability to attain the things that they want. Those lacking in self-esteem and self-confidence will inevitably self-sabotage and then get to be right about their inability to see their future as inevitably bright and rewarding. So, if you want to build soaring self-esteem and gain your self-confidence in order to achieve all of the things that you want out of life, Neuro Linguistic Programming can be a valuable tool to support your mind-set and ability to influence others.

NLP can be a definitive tool to support effective psychotherapy and organizational change based on a model of interpersonal communication. It is primarily concerned with the relationship between successful patterns of conduct and the subjective experience underlying them. It searches to educate people in self-awareness and effective communication and to modify their patterns of emotional and mental behavior to enhance charisma, positive belief and personal effectiveness.

Possessing high self-esteem and self-confidence should not be confused with high ego. Those possessing high ego are primarily self-centered and concerned predominantly with getting their own needs met – even if that means at the expense of others. High self-esteem individuals in contrast, think win-win, abundance, not scarcity. They know that wealth comes from providing others with rich value and the more they contribute to others, the more they will receive

from the Universe in return.

Many mistakenly fear that if they possess high self-esteem and self-confidence, others will be jealous and not like them. The opposite is most often true – those possessing high self-esteem exude the charismatic energy that attracts others to them magnetically. Neuro Linguistic Programming can support anyone to turn these fears into a self-confident ability to hypnotically attract and influence others as a result of the attractive energy and humble self-confidence they exude.

In your initial use of Neuro Linguistic Programming, I encourage you to begin by identifying the limiting thoughts about yourself that keep you from reaching your goals and living your best life. What negativity did you buy into from others that has held you back? What interpretations have you created about yourself, others, and the world that no longer serve your excellence? If which of the 6 key life areas have you settled for less than you desire?

For example, if you desire to have a new and rewarding intimate relationship and you are holding back because of the fear of being rejected, then you can utilize Neuro Linguistic Programming to shift your mental vision to expect acceptance, love, and pleasure in place of rejection and lack.

Neuro Linguistic Programming can support you to:

- Release your fears and replace them with a positive expectation of success in all areas that matter to you in life

- See your life as deeply blessed, overflowing with abundance, rewarding relationships, fulfilling work and happiness. Take a moment and create a mental vision of your dream life taking place before your eyes 6 months or a year from now. Imagine the entire scene clearly. Imagine the love that you will receive, the magnificent places that you will visit and the experiences that you will have as a result of your newly developed self-confidence. Clearly allow yourself to experience the joy of having the things that you dream of. What qualities will you be known for? What will a typical day at work and play look like? What people, possessions, houses, cars, vacations, recreations and passions will you enjoy? What people and causes will you contribute to? How will you feel? Describe your vision in rich descriptive terms and then write it all down, in first person, present tense, as if you are already experiencing it.

- With the help of a coach, create a detailed action plan to go ahead and bring about every single aspect of your dream vision deliberately.

Once you gain clarity about what your dream life looks like in every detail, allow yourself to experience living this reality in your mind’s eye daily. Read your vision at least twice a day, upon waking and before bed. Catch yourself in

negative self-talk and, in that moment, create a new interpretation that empowers you. Then take some positive action to move you closer to being the person you have decided to be.

Write down a list of all your good qualities, then read and review the list to ask yourself, “If I possessed this quality, how would I think and act moment by moment? Catch yourself when you revert back to old habits that do not support you and commit to doing better next time. Like any weak muscle, with exercise, your newly invented declaration of the person who you have decided to be gets easier to step into with repetition and practice. Add new qualities to your list as you develop them, and then believe in yourself that you possess them.

Remember that with any new commitment to growth and change comes fresh challenges. When you experience these interruptions to your commitment, return yourself to a reminder of what is really most important to you. Decide to honor the ideals you are committed to rather than taking the path of convenience. We are all committed to something. Don’t be like so many who are more committed to their convenience than to what truly matters.

Combining NLP with Modelling Techniques

NLP training can play an important role in assisting one to become a powerful and self-confident communicator. Effective communication is an important tool to getting the most from life. It involves both listening and speaking powerfully. Becoming a skilled and confident communicator is a great advantage to supporting anyone in achieving all of their dreams.

Combining NLP with modelling techniques can impact results in many of the following ways:

- You will be better able to share your insights so as to inspire others to be positively minded as they mirror your charismatic skills and reflect your attractive energy

- You will be better able to communicate the high self-esteem concepts of mutuality (looking at creating win-win possibilities in all your interactions with others while leaving them whole through effective and empowering communication

- You will gain the respect and admiration of others who see you as an empowered and evolved person possessing charisma and being maximally effective personally

- You will realize all three components of accomplishment. These are:

- You will be maximally productive and able to manifest your thoughts into reality, thus possessing personal power

- You will be able to immerse yourself in the unending process of learning, growing, and becoming all you can be

- You will be enjoying the process of life as you pursue your dream vision and live your life purpose, having fun as you welcome the gifts inherent in all challenges. Doing so reflects the true definition of a successful individual.

Using NLP as A Model of Communication with Others

Communication plays a great role when it comes to achieving one's dream at the same time as inspiring others. Every day presents a new opportunity to inspire others using effective communication. NLP can be used as an effective tool to make others great by empowering your communication with them. I invite you to take on the challenge of leaving EVERYONE you interact with a little better than you found them. By seeing the greatness in others and edifying them, you will be supporting them to step into new possibilities as they see themselves in a new and different light, thanks to your empowerment. In the process, you will have increased your personal effectiveness and enhanced your charisma.

NLP training can serve as a great model to communicate powerfully with others:

- It can provide great training to individuals when it comes to expressing themselves effectively through verbal communication. At the same time, it allows people to empower others through conveying words of wisdom while championing them to achieve their goals.

- NLP enhances effective communication and thus supports people to achieve their dreams by learning to be most powerful in their interactions with others.

- It can help individuals to condition their mind-set so they possess the courage and confidence to speak their thoughts powerfully, enhancing their communication skills and ability to produce results.

Consider the reasons why you might desire to enhance your personal

effectiveness by taking on powerful communication using NLP. NLP can support you to reach your goals in record time by strengthening your mental capabilities and your ability to impact the lives of others. To the extent that you gain clarity regarding what your most important values and goals are, you will be better equipped to realize them.

Master NLP in 5 Easy Steps

The road to achieving NLP mastery can be best accomplished by pursuing the following actions:

- Reading books and watching DVDs - there are lots of books and videos that teach NLP principles for enhancing the way you live your life. Remember that knowledge alone is not the source of personal power. To gain mastery on any topic requires putting the principles you learn into action. By acting upon them, you will gain the necessary 'distinctions' that convert knowledge into wisdom. With practice, you will actually become the principles. For example, if you wanted to learn to ride a bike, you could go to the library or do a Google search on "how to ride a bike." You'd learn the ins and outs of bike riding like where to place your hands and feet, how the pedals move the chain that makes the tires turn, etc. But until you develop the distinction of balance, you will not become adept at riding. The only way to develop this "knowing" is to get on the bike, wobble from side to side, fall off a few times and get back on until you develop the hang of it and know how to use balance to become adept at riding. Personal effectiveness is developed in the same way, by becoming proficient regarding whatever principles are necessary to achieve mastery in the particular domain you are learning about.

- Learn from a skilled NLP practitioner - if you would like to become an NLP master, then it makes sense to hire a professional who is also skilled in this domain. Do your research and interview several experts to find one who can assist you in reaching your goals. Choose a professional with a proven track record of coaching many others to success.

- Take NLP Courses to learn the foundational principles – the internet is loaded with hundreds of courses from novice to advanced, self-study to those conducted in school settings. Ask for references and preferably speak to others who have experienced the programs and can vouch for their quality and efficacy.

- Visualization – Creative visualization is also a key principle of NLP. The mind cannot distinguish chemically and physiologically the difference

between something that is real vs. something that is vividly imagined. That's why people cry while watching sad movies and become fearfully agitated while watching scary movies. They KNOW they are watching a movie that is not reality, but their mind still reacts in the same way as if it were experiencing an actual event transpiring. We can use this to our advantage by vividly visualizing a future that is abundant, filled with rich relationships, marked by fulfilling work, and joyful.

- Connecting with Others – NLP can support us to enhance our communication effectiveness and so be better able to create strong bonds with others. It can also support you to enhance your ability to motivate others along with motivating yourself. To the extent that we 'land' as concerned, authentic, happy, and sincere with others, they will be more likely to want to know us, trust us, and work with us.

Mastering NLP is not difficult, it only takes time and practice. I invite you to immerse yourself in the pursuit of excellence and discover how NLP along with the many other personal development programs available can assist you to live your best life.

Recommended Coaching Certification Programs:

Self-Esteem Elevation Certification Program for Adults:
www.HighSelfEsteemAdults.com

Self-Esteem Elevation Certification Program for Children:
www.HighSelfEsteemKids.com

Certified Life Optimization Coaching Program:
www.LifeOptimizationCoaching.com

Certified Relationship Coaching Program:
www.CertifiedRelationshipCoaching.com

Certified Abundance Coaching Program:
www.CertifiedAbundanceCoaching.com

Certified Self-Confidence Coaching:
www.SelfConfidenceCoaching.com

To learn more about The Center for Personal Reinvention's life-changing programs, please visit: