

About Neuro Linguistic Programming (NLP)

Ask yourself:

Have you ever wondered why some people are able to just create success as if it takes nothing to do it, while others hesitate, all the time? Wouldn't it be wonderful to be successful anytime, anywhere? Do you know that you have all the resources and strength inside of you, buried deep inside of you, and that all it takes is to find a way to rediscover your strength? And that this can be done, very, very easily?

Do you know that NLP is offering you just that? Offers you the Art and Science of Personal Excellence! Offers you something that we call User Manual for the Brain?

What is NLP:

N-L-P -? Huh?

Neuro refers to the nervous system/mind and how it processes information and codes it as memory inside our body, and neurology. By neuro we refer to experience as inputted, processed, and ordered by our neurological mechanisms and processes.

LINGUISTIC indicates that the neural processes of the mind come coded, ordered, and given meaning through language, communication systems, and various symbolic systems (grammar, mathematics, music, icons).

PROGRAMMING refers to our ability to organise our sensory-based information (sights, sounds, sensations, smells, tastes, and symbols or words) within our mind-body organism which then enables us to achieve our desired outcomes.

Huh? Huh? I am not getting it!

There is a way to define NLP easily and understandably:

- NLP is the Art and Science of Personal Excellence
- NLP is an Attitude and a Methodology leaving behind a Trail of Techniques
- NLP provides a User Manual for the Brain

Better, but still!

With NLP, you can easily learn:

- How excellent people do what they do!
- How you can model this behaviour and use it over and over again!
- How you can consistently get great results in every situation and whenever you need it!
- How to manage your thoughts!
- How to understand the people around you better! Their body language, their way of speaking and what it actually means!!
- How to become so flexible in your behaviour and language that you are able to master your life!

Adoh! Any example?

Sure there is.

You are working at a computer. There are programs running. Let's assume that you prefer to work with Microsoft or MS Word.

There are plenty of books in bookshops that, if we buy them, we could, theoretically understand 100% of how MS Word actually works. It would take a bit of time, but well, it is possible. But what do we do, usually? We have our initial program, and sometimes, when asked, we download an update from the Internet.

Despite all of that we mostly use MS Word and the computer, in the same fashion as we use a typewriter. We look at the screen and type. Hardly ever do we understand all the nitty-gritty behind the software. Sometimes, when the program hangs, we ask friends to help us, or restart the computer.

Hey – this is similar to our brains, I believe. In fact, we don't get a user brain when we are born. We develop our brain while we are growing up. And, just like a computer, we are installing programs in us – these are beliefs, habits, values etc, into something that we call the subconscious or unconscious mind (both are actually the expressions for the same "thing"). In fact, while we are small, our environment "takes care of the installation." Parents, relatives, friends, school, TV, and the Internet and more. These all are forming our belief system. Just remember the time, when your parents asked you to "finish the food because it is so sad to throw the food away (I am not saying that this is good!) on the plate" or "don't play outside when it rains, because you get sick." These are beliefs and some are good and some are not so good. But they keep running on and on and on. Sometimes, just like MS word, or the computer, they hang – and this is when things get worse, because, it is not necessarily easy to stop such a program.

Imagine you were to finish the food on the plate because your parents told you that they then love you so much (and hey, I know you know parents like that!). You are the bad

son or daughter, if there is food left over. Now – after you grew up, this belief is in you. And it keeps running, and, ultimately you wonder, why you are not able to lose weight.

And then you just wonder

Now, NLP helps you to get to an awareness of those programs. It helps you to understand what is going on in your mind, and in the mind of those around you. By just looking at them, will you get to understand the people around you. Can you imagine something more wonderful? Can you foresee how great your relationships will be? How successful you can become?

NLP helps you to understand the way people (and you) process information, make sense of the world around them, and how they go about to achieve what they set out to achieve. Sometimes it works perfectly, of course, and sometimes, well, it doesn't or gives you limited results.

But the great part with NLP is that it works – incredibly fast, because NLP, over the years that followed its initialisation, derived techniques for easily and rapidly changing thoughts, beliefs and behaviours. The best thing, to repeat, is that it works fast.

Let's talk about an example of something that is not that great to have – a phobia. There are many phobias around, but it doesn't matter. Something happened a longer time ago, maybe you suddenly were alone in the elevator, the door closed too early. You got scared. You screamed but there was no one to help you. The elevator moved and you were alone, the whole long ride. At least, it felt long to you, when you were so very young. An incredible fear was built up inside of you. Now, to protect you, the mind or better, the subconscious mind, which does not see that you are okay now, still runs a program that wants to protect you to ever be exposed to the same situation again. The moment you see an elevator, this irrational fear comes back. What a great and instant learning, but of course, not very good, considering that you might need to go in an elevator every now and then.

Here, NLPers identify your individual strategy, how you get so fearful, inside of you. How do you represent the picture of an elevator inside of you, the feeling of an elevator, what do you hear, what do you say to yourself. Thus, we want to understand how the whole sensory input is utilised to create this fear in you. Then, because we know how we can help you to change your inner representation, NLPers are able to destroy the phobia in, may be, 30 minutes or 1 hour. Very fast, indeed.

I just talked about strategies for a phobia. Now, it is not that humans only have a certain number of strategies or internal processing programs. No way. We actually have a certain way or strategy in going about for what we do - strategies for relationships, strategies for learning, strategies for math, parenting, sports, communication, sales, negotiation, marketing, wealth, poverty, shopping, networking, working, meeting people,

happiness, eating, disease, creativity, relaxation, attention, shopping and fun. Anything!!!

And NLP helps you to understand all those strategies. Wow, isn't it great?

NLP is results orientated and flexible. We are not interested in the slightest about what SHOULD work only what ACTUALLY works. Too many people do things and fail because they feel what they are doing should be the right thing. If it doesn't work, in NLP, we would go a different route, and keep trying different ways until it works. Remember in NLP there is no failure, only feedback and flexibility is the name of the game. In NLP we are only interested in the results and giving people what they truly want from life.

Again, NLP is a user manual for the mind and to help you to achieve what you always wanted to achieve. Your own magnificence!!

Now, by the way, can you see any “program” in your mind that is outdated or doesn't work anymore? Wouldn't it be great if you find a way to update and **eliminate your own limiting programs** and may be others that you come across as well – just think anger, sadness, fear, hurt, guilt and doubt? And, while we are at it – do **you know that you can create your future – today?**

What will happen when you do this?

What's in it for you when you learn NLP?

That is the easy part – you will become magnificent and tremendously successful. How would it be for you, if you can:

- Attract and have people like you, immediately
- Explain your ideas in the client's language – and become successful in client servicing
- Influence others, without even talking?
- Increase your sales and/ or income, by knowing, what's your client's or bosses internal strategy, what motivates them and how they make decisions?
- Suddenly find personal strengths and create positive feelings in any situation
- Generate new habits and behaviour to solve old problems and new challenges
- Negotiate better contracts, close deals without buyers remorse
- Become the leader you always wanted to be
- Learn how to handle objections
- Let go of negative emotions in an instant
- And much, much more.....

Sure you understand this. You will change, surely, and I don't know anyone who hasn't changed after a good NLP program.

So, send me an e-mail, now, if you are interested to know more. Or join one of my NLP Practitioner Course, starting in January 2007. Over just a couple of days, you learn how to run your own brain and become way more successful in your professional and personal life. I promise you, it will be the best investment you can make in 2007 and beyond!

Write to Andreas at andreas@AsiaMindDynamics.com or andreas.dorn@gmail.com today, for the registration procedure, will you?

Or call me at 6-012 – 287 5048.

Accelerate Your Performance. Make your life Magnificent!

I see you when you are there ☺