

FIND YOUR



FREEDOM

(An e-introduction to the secrets of NLP)

by Clare Walker

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INTRODUCTION

Hi.

Thanks so much for downloading this course, and trusting me as your teacher.

Before we begin, it might be helpful for you to know how and why I came to believe so firmly in the power of the material that you're about to discover. (In the full version of this course, you'll be able to click through to an audio introduction here).

Five years ago...

If you had met me five years ago, you'd probably have got the impression that I was pretty miserable.

I was stuck in a job that I hated...Respectable and professional, yes, but slowly killing the, "real me," all the same.

My surroundings were driving me nuts...and worst of all, I was the ultimate, "singleton".

"Us" and "them"?

I read self-help books, and even went on some courses, but nothing seemed to change. Life, it seemed, was still composed of, "them" (who, "had it all", apparently without effort) and, "us" (the rest of us, who, "tried hard," but still felt as if dirty water was being continually splashed in our faces).

The books were all very, well, but I doubted that I could take the risk of being an optimist...I had been as a child, and had achieved quite a lot by the age of 18, but after all, I was an adult now. Surely it was better to, "play it safe", because after all, if you risk little and expect less, there's no danger of disappointment.

And anyway, all those damn books that urge you to, "think positively," never actually told me *how* to achieve that worthy goal. So I began to believe that happiness was not a, "realistic," aim for people like me.

In thinking like this, I was no different, and no worse off than 90% of the population.

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But now, five years later, I find myself enjoying every day of my life.

⇒ I have a job that I love, (being a teacher and author) [Click here to verify this, and find out how my print book, "Socialising for Success" can help you boost your confidence.](#)

⇒ I like my surroundings.

⇒ I am in a wonderful relationship.

⇒ And, far from getting worse, life continues to improve.

Being introduced to NLP was the single most important factor that helped me to bring about those changes for myself. (And most of these changes, and the foundations of many more, took much less than five years to happen).

I've also seen and heard this approach work for a wide range of other people, from all walks of life, having had them as my friends, colleagues, or students at London's [Mary Ward Centre](#), where I now teach NLP.

That's why I know that it can help you too, if you allow it to do so.

Above all, please have fun with this material, and know that my primary concern, and that of the people working with me, is to give you the best, most fruitful, and most enjoyable learning experience of your life.

All that said, come with me now, and begin to enjoy your life, and live it, as you've meant to all along.

Very best wishes

Clare

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AGREEMENTS

Like any product, using, "Find your Freedom," makes you part of a legal agreement.

But they are designed to fit the unique nature of the course, and in themselves to help you to begin to take responsibility for change in your own life. Therefore, we recommend that you read them.

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Your download of this book does not entitle you to free coaching as you work through the material(which you will get if you upgrade to the full version).

However, if you have any technical difficulties or general queries, we'll do our best to answer them, although we may not always be able to reply quickly.

The results you get are up to you

Whilst NLP has transformed many lives, the effect you get from, "Find Your Freedom, NLP generally, and any coaching or e-support depends upon you, and your willingness and ability to make changes in your life. If you

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The course can be used at the same time as counselling or therapy, but please tell your counsellor, therapist, doctor or other practitioner about the course if you are having any kind of therapy, counselling or treatment whilst taking this course.

This course is designed to be a springboard to greater personal happiness. Whilst you may wish to share any general insights you gain from it with friends or family, taking this course without more, in no way qualifies you to undertake any kind of therapy or developmental work upon another person. Concentrate instead upon using this course to bring about improvements in your own life, and lead others by example.

Take an NLP Practitioner Training

What's more, no part of this course is a substitute for the enjoyment and value you'd gain from actually taking a "live" course and becoming a qualified NLP Practitioner and/or Master Practitioner. Course details can be found within the full version of the course itself.

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- That any disputes be subject first of all to an independent mediation process.

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PRACTICALITIES

Just before we begin, here's some practical ideas to bear in mind about how to get the very most from this course.

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USING THIS E-BOOK

(If you're already familiar with e-books made using Adobe, please feel free to skip this text box).

If you're reading this, it means that you've actually done the most difficult task relating to this e-book, and have downloaded it successfully.

In essence, the book works like a conventional web-page and word processing document in one. The key points are:

- ⇒ The **cursor**, which is the, "hand", you'll see on the screen, but otherwise operates like a normal cursor (the, "arrow" in a word-processing document)
- ⇒ The **arrows** at the bottom of each page, which enable you to move forwards and backwards through the book, and
- ⇒ The **links**. If words are underlined in red, clicking on the link will take you to another part of the book. If they are underlined in blue, clicking on that link will take you to a resource somewhere on the Web.

version

THE STRUCTURE OF THE COURSE

This section is the Introduction.

After it, the full course is divided into 12 sections, the last of which will allow you to put together all that you'll have learnt from the course.

This version of the course gives you access to the text of the first three stages.

In each of the main sections you'll find:

- ⇒ A brief "overview" of the topic.
- ⇒ A more detailed explanation, including any relevant links.
- ⇒ Practical activities that you can carry out by yourself.
- ⇒ Suggested NLP activities involving observing or listening to other people. (If your circumstances make these difficult then you'll still pick up all the NLP you need without them, they just make learning a bit quicker. Alternatives involving TV, radio and films are also given.

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- ⇒ Audio clips. In the full version only. (These are specifically designed to run on virtually any kind of playback software. In all likelihood, you've already got the software you need, but just in case you need it, Windows MediaPlayer is available for free, by clicking here.)
- ⇒ An example of how the points being explained might play out in real life for a , "real" person, "Bloggs," (who is mysteriously the same as John or Jane Doe, if you're reading this in the US).
- ⇒ "What if..."discussions. (Remember that if you purchase the full version, you can also join the discussion list to take these further).
- ⇒ Suggested activities to help you integrate NLP into your everyday life, in-between completion of each stage.
- ⇒ Suggested points at which you might like to keep a journal, as it'll really help you to track your own progress (remember that a journal can be pictorial or speech-based, and needn't involve a lot of work).
- ⇒ Links to further resources. (Keep calm...if you just stick with this course, you will learn all the key points you need to. It's just that I'm so often asked how people can take things even further, that it helps us both if I increase your options by mentioning extra resources in context).
- ⇒ "Discussion Points" to help you track your own understanding.

In addition, you'll find that:

1) Certain terms within the text are **emboldened**. These words are specific pieces of NLP jargon. They have been kept to a minimum, and are all explained in the text as they occur and in the glossary. Remember, it isn't the jargon which matters, it's the practical application of techniques that counts.

2) Certain points have been placed in boxes, like this one. That means that it's a key concept in the NLP, "model of the world," or in relation to this course in particular.

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6) Occasionally, you will also find a phrase in italics. These are **NLP Presuppositions**, (ie phrases which, when acted upon allow you to incorporate the positive, curious spirit into your life). An example would be that "*You cannot not communicate*" (the idea that our every action conveys a message to others, whether we are conscious of this or not).

FINALLY...

You can also repeat sections as much as you like-that's the great thing about an e-course.

There are no time-limits and no obligation to carry out any part of the course which does not appeal to you.

On the other hand, the more you put into the course, the more you will get out of it.

There's certainly no obligation at all to get in touch with me, unless you want to, (or unless you have completed the full version of the course need or want a certificate to say that you've completed this introductory course.)

At the end of the day, my only suggested ground rules are that:

⇒ You approach each of the main sections in separate chunks, with some time to practise the ideas between each chunk. It isn't my job to tell you how long those chunks, or the interval between them, should be, as you know yourself best, but you WILL get more from this course if you make a pact with yourself actually to DO some or all of the activities suggested.

⇒ That you allow yourself to approach this course with an attitude of curiosity, light-heartedness, and fun...the true hallmarks of NLPers.

⇒ If you would like a certificate confirming that you have completed an introduction to NLP, please e-mail me at the end of the full version of

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the course...and in return for my receiving your own assessment of your progress, you'll get a certificate by e-mail saying that you completed this course. (It does not qualify you in any way as an NLP Practitioner or Master Practitioner, but I know that some people like or need certificates).

- ⇒ One of the ultimate goals of NLP is to be the best and happiest that you personally can and want to be. Therefore, if something feels uncomfortable for you, at any time, stop doing it. Equally, if you like something and it makes you feel more whole (or, in NLP-speak, **congruent**) do more of it.
- ⇒ Get comfortable with confusion. Confusion is a really encouraging state to be in...It's the gateway to all learning, so if you feel confused, it means you've already started learning.
- ⇒ If you learn well by writing things down, one option is to keep a journal of your progress. However, a journal doesn't have to be written. You could choose to keep it via pasted pictures, creative art or craft-work, collage, music, or on tape. And of course, you can choose NOT to keep one.
- ⇒ Have a notebook or open word-processing document with you as you work through the course, so that you can jot down any points that occur to you as you're going along.
- ⇒ Allow yourself to have fun as you learn...Remember one of the most important **NLP Presuppositions** is "*There is no such thing as failure, only feedback*". Given that this course will be unlike any other you have ever attended, it makes sense to try out a different and more light-hearted learning approach to match, doesn't it?

So let's get started on the, "real course"!

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STAGE ONE: WHAT IS THIS, "NLP?"

[Link to an audio introduction available here in full version]



OVERVIEW

- ⇒ NLP is an umbrella term for a collection of ideas often known as, "the psychology of excellence".
- ⇒ NLP helps us to understand and map our own individual state of mind at any given time, and those of other people.
- ⇒ A key NLP skill is to home in on "Yes," rather than, "No".

MAIN DESCRIPTION

NLP stands for Neuro-Linguistic Programming. It is ironic that a subject which is all about ease should have ended up with a name that is such a mouthful. However, an understanding of the context in which it came to be discovered will make the term easier to understand.

NLP was devised in the early 1970's in California. It is an umbrella term, covering all kinds of thinking pattern (or "models"). The common link between each of these patterns is that, when used in a particular way, they help people to increase their happiness, communication skills, effectiveness, productivity and sense of personal freedom many, many times over.

Whilst many different people stumbled across one or more of these patterns before the 1970s, Richard Bandler and John Grinder were the first people to realise that isolating and using these patterns of excellence was a study in its own right. They were also the first people to use the term, NLP.

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How did they discover these patterns?

Bandler and Grinder attended lectures and demonstrations by many who were eminent in their fields, particularly the anthropologist Gregory Bateson, hypnotherapist Milton Erickson, and the originator of family therapy, Virginia Satir.

Key differences

What Bandler and Grinder noticed was that these people exhibited certain common patterns in their speech and way of thinking. When they studied others who had not yet achieved that degree of fame or skill, they recorded that these patterns were either not present, or distorted in some way.

When this second group of people were taught the techniques observed in the highest achievers, they too became high achievers in their own right. Bandler and Grinder realised that they had discovered something important, and set about coining a name for the collection of techniques which they had isolated.

Bandler and Grinder are still key figures in NLP and related fields today.

Their websites include:

<http://www.richardbandler.com/> and

<http://www.quantum-leap.com/>

THE ORIGINAL DEFINITION OF NLP

As Bandler and Grinder's work was a collection of strategies and ideas, (sometimes called, "models") naming them proved a challenge. The name which they chose reflected their original backgrounds in linguistics and science and accurately described the issues at the heart of their techniques...

⇒ NEURO meaning "of the brain and nervous system";

⇒ LINGUISTIC meaning "related to language"; and

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⇒ PROGRAMMING to emphasise the fact that the sequencing of behaviour and techniques was as important as the techniques themselves.

However, different and more user-friendly definitions have developed since then, including:

- ⇒ The Psychology of Excellence
- ⇒ The Psychology of Achievement
- ⇒ "If it works, its NLP"
- ⇒ An attitude of curiosity, positivity and excitement.
- ⇒ The study of **subjective experience** (ie the internal world of each individual).

It's the last three definitions that we will be referring to most often on this course.

FURTHER DEVELOPMENTS IN NLP

Since Grinder and Bandler developed the field, many others have added to the list of, "patterns of excellence", including Robert Dilts, Judith Delozier, Steve and Connirae Andreas, Tim Hallbom, Suzy Smith, Tad James, Michael Hall, all the members of NLP Comprehensive, John Overdurf, Julie Silverthorn, and many, many more.

Even more exciting are the areas in which NLP has been applied, from education to health, business, banking and diplomacy, and many more besides.

One of the most famous early discoveries was the, "spelling strategy", which enabled previously poor spellers to achieve top marks, just by adopting the strategies of their colleagues who were naturally, "good spellers."

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GLOSSARY

Like any field, NLP has developed some jargon terms along the way, so being aware of them is part of your overall NLP experience.

But please concentrate on DOING, NLP rather than knowing fancy words...it's much more important to be able to create effective changes than to reel off lists of terms!

Having said that, this basic glossary will be useful to refer to occasionally throughout the course.

Term	Definition
Anchors	Specific sights, sounds, smells, tastes, sensations or combinations of these, which trigger a particular emotion or other state ;
Auditory	Relating to hearing and sound, whether internal or external;
Baseline state	The internal emotional and physiological condition or state to which you naturally return if you make no conscious effort to change
Behavioural flexibility	Being happy or comfortable to act in a different way to your habitual pattern;
Congruence	Acting from a state of wholeness, free from internal conflict;
Kinaesthetic or "K"	Of touch, feeling or sensation, both internal and external;
Logical levels	One of the NLP frameworks for

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	analysing entities in-depth;
Meta-mirror	A technique allowing you to experience a situation from three or more different perceptual positions;
Modality	Any one of the five senses;
Modelling ("Modeling" in the US)	The process of discerning and replicating a strategy or behaviour displayed by someone else;
NLP	Neuro-Linguistic Programming;
NLP Presuppositions	Phrases which, when acted upon allow you to incorporate the positive, curious spirit into your life;
Olfactory, (or, "O")	Relating to smell;
Reframing	Repeating back a person's perceived meaning, but with a slightly different, expanded and more positive emphasis;
Representational Systems, or "Rep. Systems"	Modes of thinking and perception linked to the five senses;
State	Any emotional feeling, including its effects upon your senses, perception and physiology;
Subjective experience	The internal world of each individual;
Timeline	An individual's personal

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	arrangement and perception of time;
Well-formed outcome	A famous NLP goal-setting process.

YOUR FIRST NLP PATTERN

But the easiest way to understand NLP, and therefore to freeing your mind. is to dive straight in.



ACTIVITY

Whatever you do next, please do NOT think of a blue circle.

Now click through to the next page...

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Chances are that the first thing you thought of was...



a blue circle.

And that's OK, because your brain is naturally wired to focus on what exists, rather than what doesn't.

To put it another way, in the sentence:

"Don't think of a blue circle,"

your brain must conjure up some thought relating to a blue circle before it clears it away, even though it may manage to clear away the circle very quickly.

(If by any chance you were thinking something different, then that's positive too, as you've clearly already got a habit of deliberately independent thinking that's a great starting point in NLP).

What's the impact of all this?



As well as being your natural way of thinking...(yes, honestly...watch small children if you need proof of this) concentrating on things that you want, or which definitely exist, brings those factors closer, by making them clearer. (If I say, "I'm thinking about a fruit, but it's not a banana, an apple or a peach," this is much less efficient than saying "I'm thinking about an orange.")

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In short, use words like "Yes," "Can," "Do" and, "Is" rather than, "No", "Can't," "Don't" and, "Isn't" to be at your most effective.

And so, all those self-help books that ask you to, "Think Positively!" Are on the right track...but it all makes more sense, and seems more believable, once you know why.



EXTENSION:

If you want to take all these ideas even further, positive phrasing can go a whole lot further than merely removing negative words. If you're aiming for maximum impact, challenge yourself to remove, "wishy-washy" words such as:

- ⇒ "Quite"
- ⇒ "Rather," and
- ⇒ "Try to"

as well as any others that you feel weaken the strength of your words. (Although of course, if you are unsure about anything, keep them in...finding freedom is about dealing with things as they are, rather than some, "perfect," cloud-cuckoo land!)

THOUGHTS ATTRACT THOUGHTS



ACTIVITY

Think for just a few moments about something you enjoy.

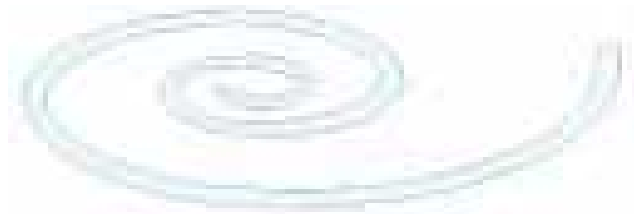
Then click through to the next page.

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Did you notice how, by concentrating upon the thought, it became bigger and bigger?

The strength of any thought increases the more attention you place upon it. So you have a choice as to whether you create upward spirals...



Or downward ones.



If upward spirals are already second nature to you great...go straight down to the activities.

But if actually doing this is a newer idea for you, take heart.

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Concentrating upon thoughts that are positive for you becomes second nature once you've done it for a very short time...then you'll wonder how you ever managed without it.



BLOGGS' EXAMPLE

Bloggs desperately wants to try out these new ideas, but is put off by the thought that other people might think him/her too idealistic.

Firstly, what would your response be to his concerns?

I'd invite him to consider these points:

- 1) The contents of your head are your business, and yours alone.
- 2) You've already tried it the other way...and you want to be happy this time, don't you?
- 3) Just because, "the majority" of people think depressing thoughts, or watch depressing TV doesn't mean you have to do the same, or that they are, "right"...or, "wrong,"(But it may well mean that they are preventing themselves from being as positive as might otherwise be the case).
- 4) Your only direct responsibility, and the only place where you can ensure change, is your own mind.

MAKING IT HAPPEN IN YOUR EVERYDAY LIFE

The purpose of these, "Making it Happen," sections is to enable you to put the ideas you learn at each stage into practice in, "real life".

Each of these sections includes discussion points. These will help you to understand how NLP might be applied in typical situations to help people free their mind.

No part of this course, whether a discussion section or not, can possibly give you definite answers...NLP is about your own thoughts, which are unique to you.

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Having said all this, here are some guidelines to help you start to get more out of life, every day.

1. Be aware of how many times in the day you say (either to yourself, or another person) something which is negatively rather than positively phrased. Eg. "I don't want another boring day!," rather than, "I want an interesting day!"
2. Once you're used to being aware of your phrasing, practise phrasing your words so that the real intention shines through, rather than being hidden by more negative words.
3. Before going to sleep each night, think of 5 GOOD things that happened to you during the day. They can be tiny (eg. "The sun was shining,") but they must be positive for you, and there must be at least 5 of them. Doing this before you go to sleep will also help you to, "program," yourself towards having an uplifting day when you wake up.
4. Become aware of the things you're dwelling upon. If you find that they depress you, consciously move your thoughts to a happier topic, and be aware of the difference in how you feel.
5. Start to keep a journal or other record of your experiences. Short entries are fine-the important thing is to make yourself more aware of how you're thinking, rather than what you think.
6. If you need some practice in approaching life from this new perspective, get the film, "[It's a Wonderful Life](#)," ...definitely the oldest recommendation in this course, but a classic, and enjoyable way of learning a lighter approach.
7. The full version of this course will introduce you thoroughly to NLP. But if you're one of those people that just loves the feeling of reading an actual book as well, click here for details about Joseph O'Connor's "[NLP Workbook](#)"

DISCUSSION POINT

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You find that you are always saying, "I feel awful...I can't stop thinking about...".

How might your knowledge from this stage of the course help you?

Click to the next page for some ideas.

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SOME IDEAS...

Change your thoughts

As thoughts attract thoughts, your first and most obvious course of action is to think about something else.

Many people resist this: it seems too simple.

But in fact, at first, you may need to change the direction of your thoughts several times in a day, or even an hour.

If you start to do this, be aware of the times when it works, and let everything else go. In other words, if you must resist something, resist the temptation to beat yourself up for any time at which you are less-than-perfect. This is a new idea, it'll take a little time to get used to it!

Head in the sand?

Some people feel that to take this approach is like burying their head in the sand, or running away from the problem.

In fact, by doing this, you are more likely to resolve any difficulties because:

- 1) Thinking about something else ensures that the thought stops growing, and therefore is more manageable.
- 2) It takes the pressure off your mind, and helps the more creative parts of it to be free to come up with new ideas and solutions.

However, if you still feel that extra worry is your, "early warning system," then, at the first sign of it, acknowledge it, thank the feeling for alerting you, and then set your mind to finding a solution that you want.

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STAGE TWO: "IN A WORLD OF YOUR OWN"



Q. How many Worlds are there in our solar system?

A. Arguably, six billion (or, one for every person on the planet).



NLP is far more concerned with *how* people think rather than *what* they think.

This stage's activities will help you begin to explore your internal world, and that of other people.

NLP concentrates on the idea that we build our impression of the world using our five senses. These impressions are also created to give us our own version, or memory of past events, and our projections about that which might happen in the future.

So, by being aware of the way in which you are using your senses to, "build", your world, you can, if you choose, change your perception of, "reality".

Many people these days are already in touch with their internal world as never before, through such processes as meditation and psychotherapy.

Why then, can an understanding of *how* the internal world is constructed rather than that which it contains, be of any use? Here are just some of the reasons:

- ⇒ The "internal world" metaphor provides another central reference point, via which the whole of the original NLP strategy collection can be understood.
- ⇒ If you know *how* rather than just *what* you think, you will be better able to control your thoughts so that they serve you well, rather than being, "your own worst enemy".

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⇒ If you are aware of your own thought structures, it is easier to become aware of those of others and thereby to promote harmony.

Collectively, our thought processes form a mental map through which we orientate ourselves in the world, but which do not necessarily reflect either the true "lie of the land", or the experience of any other person.

A SUBJECTIVE EXPERIENCE...

You might find it easier to work through the next activity by listening to the audio version, (which is available in the full version of the course).



ACTIVITY

Close your eyes.

1. Think of an everyday experience, such as travelling to work, or going shopping. Bring the experience to mind as vividly as you can. If you are doing this exercise in a pair, choose similar experiences to recollect.

2. Now, remove each of your five senses from the memory, one by one. So, please remove any element of the memory relating to:

- ⇒ sight,
- ⇒ touch (including both internal and external sensations)
- ⇒ hearing-including any internal conversations you may be having with yourself-
- ⇒ smell and;
taste)

3. Be aware of what, if anything, remains.

4. Restore your internal world to its former glory, sense by sense. Note whether the restoration of a particular sense does more to reconstruct the memory than the others.

5. Congratulations! You've just become consciously aware of your inner experience.

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6. If you're working through this course with anyone else, compare notes on the experience with your partner, and be aware of the differences. If you're doing the activity by yourself, check out whether the same senses are key for you as you take apart and put back together a different experience or memory.



EXTENSION:

1. Bring the experience from the last exercise back into your mind. Be aware of whether you are:
 - A) actually in the experience, or
 - B) looking at the experience as an outside observer.
2. If you are looking at the event, try experiencing it. What difference does this make to the way you feel about the event?
3. If you were experiencing the event, what is it like to be an observer? What difference does it make to your feelings?



In NLP, you are said to be **associated** if you feel that you are experiencing an event directly as you recall or project it. If you are remote from it as it plays through your mind, you are said to be **dissociated**.

And all of this is relevant because...

Our feelings about the world around us change according to the way in which we represent that world to ourselves in our minds.

Now that we know how those thoughts are put together, it's much easier to know how to change them, in order to get an effect which leaves you feeling more positive.



BLOGGS' EXAMPLE

Let's look at a practical example of this with our friend, Bloggs, who is thinking about meeting the new boss. (In the full version, you'll be able to

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click here to download a Flash demo that'll give you a peep into Bloggs' mind).

(If by any chance this isn't working on your machine, you'll need to download the free Flash player here. If you have difficulty accessing the clip for any other reason, please click to the next page, for a written summary.)

BLOGGS' REACTIONS

As you'll probably have noticed from the clip, it wasn't the idea of the new boss that Bloggs found scary, but Bloggs' own interpretation of the boss as looming and laughing at him that put him off.

If he'd thought of the boss as a cute gingerbread person, whatever the truth of the matter, he'd have spent the weeks prior to meeting the boss in a much happier **state**.

ACTIVITY



1. Think back to an experience that causes you some mild discomfort, say embarrassment.
2. Consciously alter the sights, sounds, feelings, sensations, tastes and smells that make up the memory. For instance, you might want to:
 - ⇒ Put more colour, or light into the picture, or remove any over-brightness.
 - ⇒ Add an uplifting soundtrack, or take away any, "nagging voices" in an existing one.
 - ⇒ Change any tense or tight sensations in your body into warm, relaxed ones, or even...
 - ⇒ Be aware of the incident from a distance (**dissociation**) instead of feeling directly involved in it.
3. Be aware of the changes you need to make in order to live with the memory more comfortable, then notice how your whole take on the incident changes.
4. Finally, whizz forward in your mind to a point in the future where the memory might have been a problem for you. Be aware of how you think you'll tackle that event now. (And know that you can repeat this activity as often as you need to in order to feel as good as possible.)

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(An audio version of this activity is available in the full course)

A MORE CONCRETE EXAMPLE...

Our personal, "map of the world," can be shaped by our external circumstances, as well as our thoughts, hopes and fears.

If you [click here](#), you'll see a map of the London Underground system, as it's normally used and perceived. (Be patient, as the graphics take a little while to load.)

As you study this map, please marvel at the complexity of the system, the amount of choice it offers passengers, and the sheer number of stations it serves.

Now, [click here](#). (And again, please be patient).

This map shows the Underground as it is experienced by people with disabilities. Be especially aware of how few stations are wheelchair-accessible.

By contrasting the different maps held by the ordinary passenger and wheelchair users, you can actually feel for yourself how different people's ideas about the same situation can differ in a big way.

GOING GLOBAL...

Of course, not all, "maps" are as physical as that of the London Underground!

Most, "maps" can't be seen, touched or felt, and are instead a collection of powerful ideas, attitudes and beliefs.

What's more, a single, "map", can be shared by more than one person.


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That's how mass movements, religions and political alliances begin...A set of shared ideas (the map) provides a common bond. This is absolutely natural, but problems can occur when other parties (or countries) disagree with those ideas (ie, they have a different, "map").

"THE MAP IS NOT THE TERRITORY"

The Flash clip, the Underground maps, and the differing ideas of political and other leaders, are examples of the **NLP Presupposition** that *"The map is not the territory"*.



Put another way, this means that we don't act upon things as they actually are, but rather, the way in which they present themselves to us personally. The trick is to distinguish between our own ideas of, "reality," other people's contrasting ones.

"Just the way it is...?"

Once we have established our very own internal world, it's tempting to assume that "That's just the way it is" for everyone.

For instance, if you grow up in a household where everyone is particularly careful with money, you may well decide that such care applies everywhere, and so be perplexed in later life by a partner who spends more. That partner meanwhile, may simply consider themselves "generous" and you "tight with money".

In each case, the actual "territory" (ie. money) remains the same, but the two "maps" are on a collision course.

Have a go at as many of the activities below as you can, as they'll all help you to get used to thinking about how your internal world works, and how it differs from the, "worlds", of those around you.



MAKING IT HAPPEN IN YOUR EVERYDAY LIFE

1. At various points during the week, take a few seconds to "check in" with yourself. Assess not only what you are feeling, but how you are feeling it, sense by sense. Be as specific as you can in relation to each

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sense. Eg instead of just saying, "I feel relaxed", you might "have a warm feeling in my stomach."

2. A crucial question in NLP is "What do you want?" Start thinking this week about a specific issue which you'd like to resolve, or move towards resolving, during the course. Don't worry if it seems far-fetched. Just think about what you'd really, really, like to achieve, if you could. This will prepare you for the next stage.
3. As in the last stage, keep listing in your mind at least 5 GOOD things that happened to you during that day (remember, they needn't be big, but they must be positive).
4. The **NLP Presupposition** for this stage is, "*The map is not the territory*". As you apply this in your life over the next few days, (a week is ideal) be aware of how it changes your attitude to the world around you.
5. Go back over as many memories as you can, and be aware of how they are put together for you, sense by sense.
6. Who said that activities on a course had to be dull? For a mind-expanding take on, "different worlds", watch or re-watch any episode of Ally McBeal...which specialises in showing the characters' internal worlds on film, instead.



DISCUSSION POINTS:

How could the things you've learnt in this stage be used:

- ⇒ To help you to get on with a, "difficult" relative?
- ⇒ To assist politicians and leaders in building a more peaceful world?
- ⇒ To help someone who is nervous about presentations or exams, which they say they always, "mess up"?

As ever, there are no, "right," answers to these questions.

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You'll find personal ideas about some NLP-based approaches on the next page.

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SOME IDEAS...

In many ways, the concept of, "maps," and internal worlds can be applied identically whether you're talking about a, "difficult", relative or a disagreement between nations...the only difference is the number of people involved.

In both cases, the person seeking to forge a resolution needs to accept the other person (or country's) world-view, completely without judgement.

This is not at all the same thing as agreeing with it! It's just that by respecting the other person's right to have a different, "internal world", you will automatically build bridges, because that person will sense that you are honouring their right to have their own stance...whether he or she is one of your in-laws, or a world leader!

If someone is nervous about exams or presentations (or anything else, for that matter), a useful trick is to find out how they are representing the *thought* of the event to themselves in their mind. Eg. the audience or examiner may appear to, "loom", over them, or be hostile. If the person can represent them in a less threatening way, they may then enjoy the event more.

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STAGE THREE: GETTING WHAT YOU WANT IN LIFE

"What do you want?" is such a simple question. Yet it rarely gets asked. Often, people are afraid to ask for what they really, want, thinking that they are somehow "tempting fate" and would be better off doing what someone else wants instead.

Often too, we can spend large chunks of our lives thinking that we *are* doing what we want to do...only to discover that we're really carrying out something that isn't really our heart's desire, but something which our partner, boss or family wants instead.

Yet living the life that you want to is a key part of freeing your mind.

BUT WHAT IF YOU HAVE RESPONSIBILITIES TO OTHERS?

Now you may be thinking, "This is all very well. But what if I want to go off canoeing for six weeks? Do I just up sticks and leave my family?"

Please rest assured: this stage is not a prescription for making your life fall apart. Of course we *all* have responsibilities and commitments that need to be honoured.

However, thinking about this example, someone who wanted to go canoeing but had a family might still, for example, be able to organise an outward-bound family holiday.

The purpose of this stage is simply to help you get clear about what you want. Once you know this, it'll be easier to move forward *and* find more creative ways to satisfy everyone's aims and desires.

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CREATE YOUR OWN WELL-FORMED OUTCOME

The Well-Formed outcome is a famous NLP process.

It's role is to help you check that you *really* want are the things for which you are aiming, and to help you weed out goals which have been foisted onto you by family, friends or colleagues.

It can also be done by groups of people, so is ideal for business and organisational goal-setting as well.

The easiest way to learn this is by applying the process step-by-step, with explanations at each stage. As ever though, making it a part of your life, rather than thinking of it as, "just a process," tends to yield the best results.

First of all, for those of you who like an overview, here's the **whole well-formed outcome process...**



1. Think about the outcome that you want in relation to a particular issue.
2. Then, check that your outcome is **stated in the positive**. The example given above is stated in the positive. For if you had said "I don't want to procrastinate", this would not be an outcome stated in the positive, but "I want to begin all tasks easily and confidently" would.
3. Assess how you will know when you have achieved the outcome, ie
 - ⇒ What will you see yourself or others doing?
 - ⇒ What will people be saying/what else might you be hearing (eg laughter)?
 - ⇒ What will you/the people around be feeling when the outcome is achieved?
 - ⇒ What would an outside observer see and hear once you have achieved this outcome?

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4. Can you start and maintain this outcome?
5. Ask yourself, what do you gain at present from not achieving this outcome? (This is the crux of the whole technique, and reflects the **NLP presupposition** the "*Every behaviour has a positive intention*").
6. Think of all the ways in which you can make these current gains a part of the new outcome too. Eg, sometimes people find that one of the "pay-offs" of being unwell is that they are nurtured by others for the first time. Their challenge is then to set the goal of becoming healthy, yet still receiving appropriate nurturing.
7. NB. Remember, if you get stuck at any point in the exercise, that's positive...it means that you are making sure that the goal REALLY is right for you. If at any stage you find that the outcome won't work as it is, go back to an earlier stage in the process...even to the beginning if necessary. This process is designed to leave you only with the outcomes you *really* want.

Now let's also go through the process step-by-step.

1. **Stating what it is that you want.**

At this stage, let your imagination run riot...any concern about that which is realistic, (whatever that actually means in your, "map of the world-see Step Two-) will automatically be covered in later parts of the process.



BLOGGS' EXAMPLE

Ms Bloggs and Mr Bloggs have opposite issues here:

Ms Bloggs has so many options from which she can choose that she cannot pick which one to tackle first.

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The solution for her is to go through her outcomes one by one, starting with the outcome which *feels* right for her. (She can then repeat the process as many times as she needs to do so.)

Mr Bloggs' entire problem, he feels, is that he can, "never decide what it is that I even *might* want."

In this case, his outcome might be, "To know what it is that I want[to do] next in my life".

If these examples apply to you to, take heart, as nearly all of us tend to veer towards one or other of these positions.

2. Phrase it in a way that's positive for you

You've already had some practice at phrasing that feels positive for you, in Step One. So draw upon this and give what you want the most powerful expression that you can.

Eg. Instead of saying, "I want to try to get a new job,"
Why not say, "I want to get a new job"

And just to recap, the reason for this positive phrasing is...Yep, as in Stage One, that your brain is designed to think most efficiently about what it wants, rather than that which it doesn't want.

Having said that, different people still have individual preferences about what they consider to feel most positive.

For instance, I like to put "want" in my phrases, because it feels powerful, and works for me.

Other people associate, "want" with, "lack" and therefore it has the opposite effect for them.

3. Assess how you will know when you have achieved the outcome, ie

⇒ What will you see yourself or others doing?

⇒ What will people be saying/what else might you be hearing (eg laughter)?

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- ⇒ What will you/the people around be feeling when the outcome is achieved?
- ⇒ What would an outside observer see and hear once you have achieved this outcome?

What's the logic behind this section?

There are two main reasons for it:

First of all, you'll know when you've actually achieved this outcome. Because you may have a goal such as , "To be more confident".

That's great-and very positive.

The trouble is, confidence means different things to different people. So at some point in the future, you might be displaying all sorts of signs which might indicate confidence, but not realise it, because you hadn't specified them.

Taking the goal of confidence as an example, you might decide that when you:

- ⇒ Are smiling at new people,
 - ⇒ Have a warm relaxed feeling in your body, and
 - ⇒ Hear friends complimenting you on your new relaxed manner at parties,
- you'll know that you're, "confident".

Secondly... the principles of cybernetics (that is, using our internal wiring for success) suggest that if we can see, hear and feel ourselves experiencing a particular outcome as if it were actually happening to us, we're much more likely to achieve it.

(In the full version, you'll be able to click here for an audio guide to seeing hearing and feeling yourself experiencing your outcome...which will allow you just to close your eyes and concentrate even better.)

4. Can you start and maintain this outcome?

This is self-explanatory, but vital, as many of us either have issues around beginning projects, or keeping them going to the finish.

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If you find you can answer, "Yes!," enthusiastically here, the chances are that you have so much thirst to fulfil your outcome that it'll help you to maintain your desire for it, even when facing challenges along the way.

If you feel lukewarm at this stage, that's fine too...It's just a sign that you should either repeat parts one and two of this process again, or if that still doesn't make the idea appeal enough, just choose another outcome!

5. Ask yourself, what do you gain at present from not achieving this outcome? (This is the crux of the whole technique, and reflects the NLP presupposition the "*Every behaviour has a positive intention*").

This step is crucial, unusual and boosts your sense of self-worth too.

It's a boost for you because it assumes that your *already doing the best you can* with the information and attitudes you have. Allow yourself to give yourself the benefit of the doubt about this, and enjoy the sense of freedom that this brings you.

It's unusual, because as far as I know, this question, and the assumption behind it, is unique to NLP.

And it's crucial because working with it will enable you to change your current patterns quickly and easily.

As a quick tip, it's best to do this section of the process with a pen and paper, giving yourself about 15 minutes of quiet time in which to list every advantage to your current position that you can think of.

(By the way, if this information should come out in "fits and starts", that's fine...it's just the way your mind's working...be easy on yourself, and avoid looking in detail at anything on that list until you've finished this section of the task).

Click through to page 45 for more thoughts about how, "*Every behaviour,*" can, "*have a positive intention.*"

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Or see below for the next part of the process.

6. Think of all the ways in which you can make these current gains a part of the new outcome too.

This is the natural extension of finding all those positive aspects of your current situation: it means that you can take all the benefits you already have into a new setting.

Or, you may decide that you have so many benefits already that you don't actually want to go forward with this plan after all.

And if that should be your decision...guess what...That's fine, and the **Well-Formed Outcome Process** has still worked brilliantly.

Its purpose is just as much to weed out unsatisfying goals from your life as it is to help you choose your heart's desire.

Eg, sometimes people find that one of the "pay-offs" of being unwell is that they are nurtured by others for the first time. Their challenge is then to set the goal of becoming healthy, yet still receiving appropriate nurturing.

8. What is the context of the outcome, ie:

- ⇒ **When do you want the outcome?**
- ⇒ **Where do you want the outcome to occur?**
- ⇒ **With/for whom do you want the outcome?**
- ⇒ **Is there any person, place or time in relation to which the outcome would not be appropriate?**
- ⇒ **For how long do you/others need the outcome to last?**

If you're the kind of person who prefers to think about life in general terms, ("The big picture") you might be especially tempted to skip through this part of the process. If so, here are two good reasons to think about it especially carefully.

First of all, thinking through all the details (or even better, writing them all down) helps you to translate your thoughts from dreams in your mind into a positive action plan. (For more about putting your ideas into action

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see any of Anthony Robbins books or tapes, eg. "[Awaken the Giant Within](#)", or, "[Unleash the Power Within](#)").

Secondly, have you ever heard the phrase, "Be careful of what you ask for, because you might just get!" This part of the process helps you to be absolutely sure that you really do want exactly that for which you're asking.

A cautionary tale...

When I did this process for the very first time, I was very successful in my working life, but had been single and unhappy about it for two years. So I decided that my outcome should be to:

"Transfer the confidence and resources I already have in my working life, into my love life"

Sure enough, a new relationship did soon begin...two hours after I lost my job.

So I had indeed managed to "transfer", the relevant confidence and resources, just as I'd stated in my outcome.

If I'd put proper thought and planning into this stage of the process, I might well have thought more about context, and decided that I wanted a relationship, "alongside my current job", for example.

So spend some time crafting the details of that which you want here...it's well worth it!

9. **A) Is the outcome worth the cost to you (or to another person, if their goal is being set)?**
- B) If this is unclear, make a list of the costs of achieving the outcome, then a list of the costs of NOT achieving it, in the long-term, and compare the two.**

(Remember that cost can be measured in terms of time, energy goodwill, physical help and any other resource that means something to you, as well as actual money).

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This stage of the process says it all really, and again, it's worth spending some time over.

Depending on the outcome you have in mind (because remember, this process can be used in any situation, at home, at work, or socially) it might even be appropriate to ask others for data (eg, enquiring about the cost of new equipment).

10. Finally, ask yourself, "Do I feel comfortable with this outcome?"

This question is actually a good point to include in any personal development work...and it's one which only you can answer.

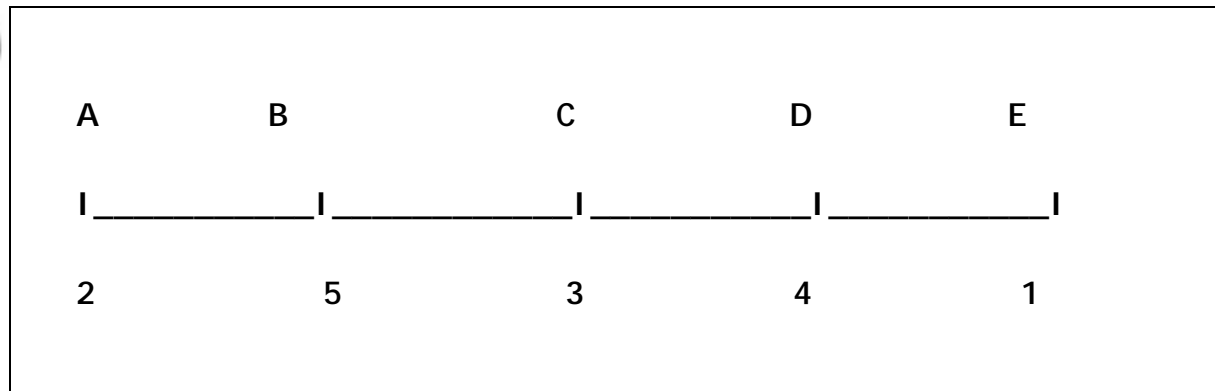
If you (or anyone else trying out the process) can give a resounding, "Yes!" with all your heart and soul at this point, then the process is finished.

If not, keep recycling through this process until you can, "sign-up," to an outcome wholeheartedly.

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EXTENSION: MAKING GOALS MOVE NEARER



- ⇒ The horizontal line represents time, punctuated by different markers.
- ⇒ The letters represent stages involved in reaching a goal. So, for example, E is your ultimate goal, A is the point at which you are now in relation to the goal
- ⇒ The numbers tell you the order in which to decide upon the various portions of your goal.
- ⇒ You decide first of all upon your ultimate goal, then assess where you are now (many of the previous exercises will help you with this).
- ⇒ Then, you decide on the "halfway" point.
- ⇒ Next, you decide how much you need to have achieved between the half-way point and getting to your ultimate goal. Only as a last step do you need to decide upon your next move.
- ⇒ NB. Stages A-E are often given dates in time, eg, you might want to get to E by "Dec 2004" or whatever.

Another advantage of this way of proceeding is that each step towards the goal can itself be divided into 5 mini-stages. (So if necessary, the steps can be made so small that the next stage could be just finishing this course!)

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But no matter how small, this method always gives you a manageable next step-helping you to start the task more quickly.



INDIVIDUAL ACTIVITY

Using the diagram on the last page, map out manageable steps towards a goal that you really, really, wants to achieve.

NOTES:



MAKING IT HAPPEN IN YOUR EVERYDAY LIFE

1. The **NLP pre-supposition** of the week is that *"every behaviour has a positive intention"* How does this alter your daily life as you apply it:
A) To yourself and your habits now?
B) To your past actions?
C) To other people?
2. Continue to ask for what you want, concentrating particularly on how clearly and positively you can ask *others* for what you want.
3. Continue to think about your "5 Good Things" each evening, and at the same time, set a well-formed outcome for the next day, too.
4. Watch the film "[Chicken Run](#)" for light-hearted inspiration about goal-setting, AND/OR read Paul Coelho's "[The Alchemist](#)" (a short book, but a great fable about the power of goals AND patience).

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DISCUSSION POINTS: PRACTICAL APPLICATIONS

What might the practical applications of well-formed outcomes, and asking for what you want be:

- ⇒ In dealing with your boss or colleagues?
- ⇒ In personal relationships?
- ⇒ With children or teenagers?
- ⇒ In making a career or life change?

Click through to the next page for some thoughts.

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WHEN TO USE WELL-FORMED OUTCOMES..

There are probably as many applications of this process as there are people on the planet, but here are just a few ideas:

At work: when planning strategies for the next day, week, month, year or longer, or when assessing how to deal with competition, launch a new product, or form an alliance with another organisation. It's also great for helping everyone in a team have a real input into policy-making and direction.

At home: When planning house moves, renovation, or re-modelling, deciding how to deal with an emotionally difficult situation, when helping the family reach a communal decision, helping children or teenagers make decisions affecting exam and life choices.

With friends/socially: Helping that one friend who never seems to know quite what to do next, party, wedding, or event planning, deciding where or whether to go out in the evening, helping anyone (including, most importantly) yourself, to find their heart's desire.

However, describing possibilities may mislead you into thinking this process has artificial limits.

In fact, it can be used with most people, in most places, at most levels of decision making...so please take the next step to freeing your mind, and be creative with it.

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STAGE THREE: EXTRAS

DOES EVERY BEHAVIOUR REALLY HAVE, "A POSITIVE INTENTION"?

Of all the points on an NLP introduction course, this is the suggestion that is most often a, "flashpoint" for many people.

The key point to remember is that you do not need to accept that it is true.

Instead, if you behave as if it is true, you will achieve the greatest freedom-of-mind.

You may have to hunt for positive intentions carefully!

The positive intention is not always the same as that which happens on the surface. For example, think back to the last time you shouted at someone, or felt angry, or, "ruffled".

If you ask yourself the question, "What did that do for me?", and keep asking that question in expectation of a positive response.

For example, if someone said, "I shouted at my neighbours last week," the process might go as follows, with the questions in ordinary typeface being the ones they posed to themselves, and the emboldened ones, the internal answers.

"I shouted at our neighbours last week".

"What did that do for me?"

"I couldn't hold back from complaining about all the noise they make,"

"What did, "not holding back", do for me?"

"I was able to tell them what I really felt".

"And what did that do for me?"

"I was honest."

"And what did that do for me?"

"It felt good."

"And what did that do for me?"

"I was able to be true to myself."

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So, in this example, the person shouting at their neighbours was motivated by their desire to be true to themselves.

But surely you can't just go round feeling good yourself?

It's true that what made this person feel as if they were being, "true to themselves", probably made their neighbours feel less than positive.

Here again, it's time to stress that a positive *intention* is not at all the same as a positive result. As the saying goes, "The road to hell is paved with good intentions".

What is the use of the, "positive intention," idea?

You may find your own answer to this question, but from that which I've experienced and known, it does two things:

⇒ It helps individuals to stop beating themselves up about everything they think is, "imperfect," (try it for yourself and you'll see what I mean) and,

⇒ It also makes it easier for our first response to others to be one of understanding, compassion and respect.

What about the people who do terrible things in the world?

Someone once said to me, "I know it's wrong to do drugs...but to me, it feels like the only way to get some peace and be free."

Here was a classic instance of someone's intentions being positive (peace and freedom) but their process and results causing trauma, grief and difficulty for themselves and others.

Without asking the right questions, many people might have assumed that that person, "couldn't possibly have had a positive intention". Which just goes to show that it may always be wise to assume that positive intentions are there, because they can lurk in the most unexpected places.

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Your task

In general, the quickest way to find your freedom, will be to concentrate on keeping this assumption steady in relation to yourself and those around you...whilst keeping an open mind about others in the wider world.

After all, if everyone in the world did this, the net results would be astonishing.

And in the meantime, just give the assumption of positive intentions a go. I promise you, you'll be pleasantly surprised at how the world around you appears to change as you do so.

So, here you are having already learnt a lot about managing and transforming your thoughts.

And you already know how much fun, and how easy, this can be.

But there's more...

But you could be getting access to:

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- ⇒ **The real truth about how your thought patterns create your life...and how you can change them to help things happen more easily.**
- ⇒ **Ways to change even longstanding issues, blockages and feelings at once**
- ⇒ **Over 130 extra pages of info about how people *really* tick**
- ⇒ **A way of understanding why you do what you do...even when thoughts and habits seem strange, and**
- ⇒ **The secret that will help you to succeed like people you admire,**

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In the meantime, v. best wishes and thanks for downloading from Selfworks

Clare

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