



What can NLP do for me?

A brief explanation of Neuro Linguistic Programming

What is NLP? Basically, NLP focuses on 'what works' through careful observation of reality. It is a very practical approach based on constant testing and gathering of tangible evidence about what is happening. NLP grew from modeling how successful people think and do the things they do. Because people are complex, NLP codified this research into a structured approach to simplify the complexity. NLP teaches these positive behaviours that create desired results through simple and practical techniques.

Where did it come from? NLP originated in the 1970's at University of Santa Cruz, California when Richard Bandler and John Grinder led a group of highly talented graduate students to explore all aspects of human behaviour. Together they collected, collated and coded their discoveries and insights from studying 'star performers' who excelled in their fields of knowledge. So NLP gathered ideas and techniques from many different disciplines: behavioural psychology, gestalt therapy, family therapy, hypnotherapy, linguistics, anthropology, martial arts, armed forces, dance and many other fields.

NLP theory and techniques currently provide the most complete set of coaching tools for the professional arena: in depth skills for communication, management of teams, managing upwards, increasing authenticity, credibility, confidence, motivation, influence and gravitas, entrepreneurial skills, strategic planning

A good analogy is that if the brain works like a computer, then NLP is like the 'operating guide' for making the best use of your mind. By learning NLP, you'll be able to manage your state, focus your thoughts better, change unwanted beliefs and clear out old baggage that has held you back.

'Neuro' refers to how the neurology of the brain processes information through the 5 primary senses and how that creates responses in the body. NLP teaches you how to make the best use of your sensory systems and how to increase your awareness. The objective is to help you be more present and able to live in the Now.

'Linguistic' means both the words and non-verbal communication you use to make meaning of everyday experience through pictures, sounds, feelings, tastes and smells. Everything in life comes to you through your ability to communicate

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with other people (or yourself). Learning how to choose the right words, frame your thoughts in positive ways and respond in all forms of communication will impact your health, your relationships, your career and your success.

Programming explains how your neurology has been programmed since birth, and how you can change it to be more compatible with what you want. If the strategies you have been using so far have not been successful, wouldn't it be good to change? NLP has borrowed strategies and principles from some of the most effective people worldwide. Wouldn't it be great to learn those insightful ways of thinking, feeling and behaving?

Neuro Linguistic Programming provides the most comprehensive set of skills, theory and technology for learning how to transform your own life as well as how to coach and empower others. People all over the world have come to recognise the value and power of learning NLP because it moves beyond remedial change (focusing on the problem), to more 'generative' change (empowering you to find the solution). A unique aspect of NLP is that it can be done 'content free'. Because NLP focuses on the structure of how you think rather than the story, deep and profound changes can be made without delving into detailed history.

What will training in NLP do for me? Good NLP training is carefully designed to make it easy and fun to learn the skills through a mixture of lecture and participation in exercises. NLP needs to be experienced. Because NLP must be used in action, the emphasis is on 'learning by doing' - special interactions that demonstrate the processes that run human behaviour. As you experience each concept for yourself, you also learn practical ways to use it for yourself and others.

- Raise confidence & motivation
- Make more effective decisions
- Get and maintain better rapport
- Master your emotional states
- Increase credibility & charisma
- Learn to ask the right questions
- Listen & communicate better
- Overcome fears & bad habits
- Heal past traumas and pain
- Develop brilliant coaching skills
- Maximize your potential

Where can you use NLP? Many people incorporate NLP skills into improving the work they do - business, education, law, therapy, health, even sports. Some people use it to develop a new aspect to their career, while others use it for their own personal development. NLP can be used to solve practically any personal or professional communication problem. NLP is essential training for learning how

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to be in control of internal states, being more positive, confident, motivated, decisive and convincing.

Practical Miracles trainings also specialize in assisting people to increase their Emotional Intelligence. Each facet of NLP helps to widen perspectives, raise awareness, reframe thinking, change limiting beliefs and let go of negative emotions. Throughout the training, participants experience growth, awakening, realizations and huge leaps of personal development.

Emotional Intelligence: Classic IQ tests measure only one aspect of human intelligence, and provide poor indication of a person's success in life. In contrast, high levels of EI, virtually guarantee the kind of interactions with other people that result in successful lives. The 5 basic elements of EQ are: increasing your self awareness, being able to regulate and manage your emotions, knowing how to motivate yourself, have empathy with others, and having the social skills to negotiate, persuade and manage emotions in your relationships.

So if you want to make a difference with your life, be more productive, more effective and achieve more excellence, NLP can help. The Practitioner Programs are not just about being certified in NLP. They are about learning the skills so that you can use them naturally in everyday life. If you want to improve your personal and professional development, if you want to communicate more effectively, you will want to have the full set of skills and knowledge of NLP. It could be the most valuable investment of your time and money you ever made.

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