

**INCREASE YOUR  
SUCCESS WITH  
NLP**

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# WHAT WE'LL COVER

- **Key uses of NLP**
- **Key principles for success**
- **Values – what's important to you?**
- **Goal setting & achieving**
- **Feeling at your best**

# WHAT'S IN IT FOR YOU?

- **Increased confidence**
- **Relate to people better**
- **Be more motivated**
- **Become clear on what you want**
- **Learn some things about NLP**

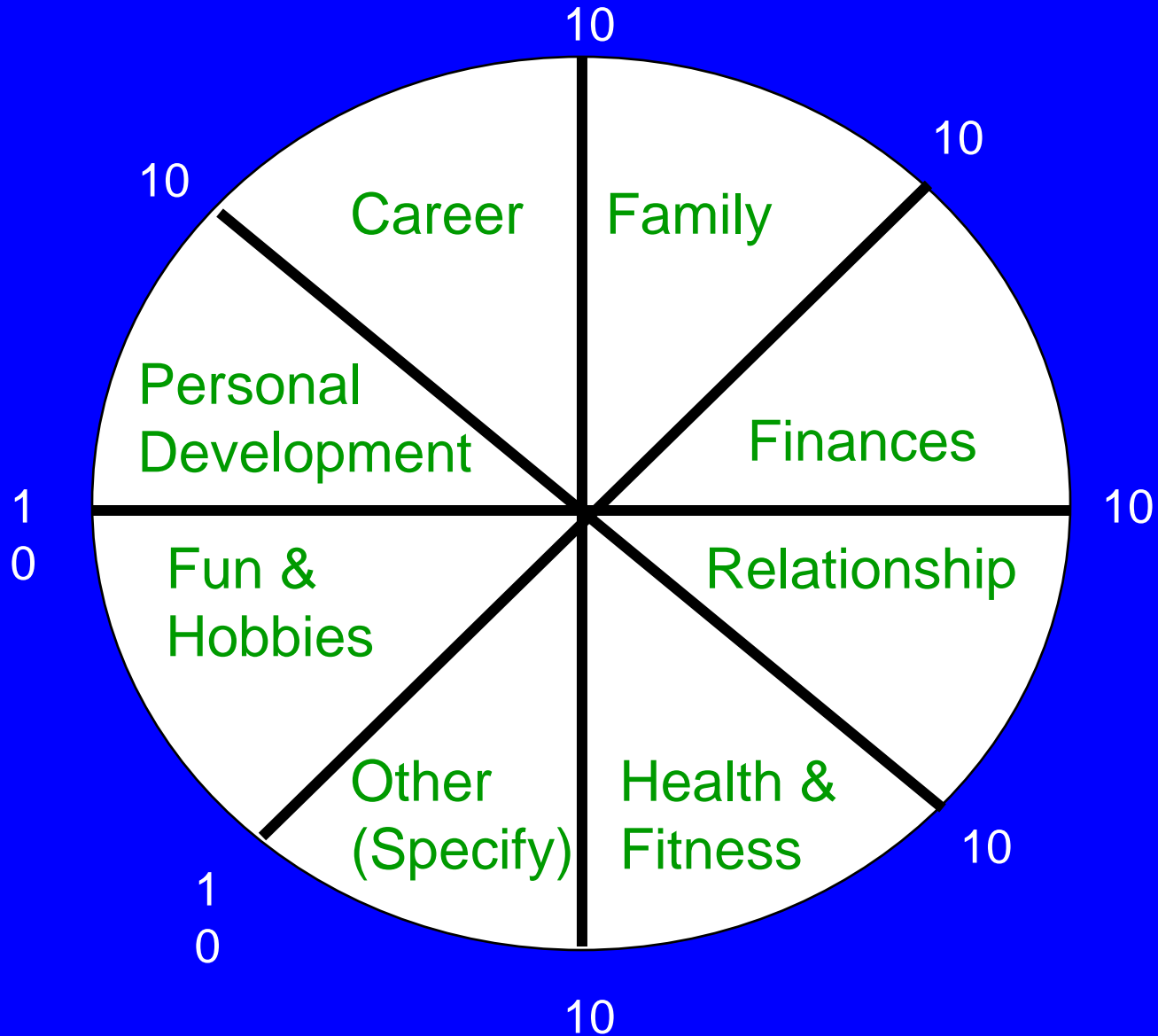
# KEY USES OF NLP

- **Influencing – with and without words**
- **Selling/Negotiating**
- **Managing people/Leadership**
- **Changing perceptions – foods, people, situations**
- **Health – maintain/improve, phobias**
- **Education – help to overcome learning difficulties and/or learn more effectively**
- **Changing beliefs**

# PRINCIPLES FOR SUCCESS

- You have what you need to succeed
- There is no failure (just feedback!)
- Know where you're going & what you want
- Be flexible – be prepared to change

# TAKING STOCK



# VALUES - Uses

- **Selling**
- **Coaching**
- **Motivating self & others**
- **Managing people**
- **Making decisions –e.g. CAREER!**

# VALUES - Elicitation

## 1 Elicitation

1.1 What's important to you about\_\_\_\_\_?

1.2 Motivation

1.3 Threshold Values

2 Rank in order of importance

3 Test/check

# WINNING GOALS

- **Stated in the Positive**
- **Self maintained**
- **Undeniable evidence of achievement (see, hear feel, time/date)**
- **'Ecological'. No unacceptable negative consequences**
- **More than 1 way to achieve**
- **1<sup>st</sup> step**
- **Increase options/choice. Goal beyond the goal**
- **Achievable and realistic**

# FEELING AT YOUR BEST

## 5 keys to Anchoring

- Intense Experience
- Timing – approaching and at the Peak
- Uniqueness
- Replicability
- Number of Times

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# **QUESTIONS?**

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**THANK YOU**