



You have access to a range of simple techniques that can help you . . .

## NLP - Nail Life's Purpose

Every individual has a life purpose. Yet often family, friends, work, social pressures and more can pull you away from that purpose. So much so that you may have even forgotten you ever had a dream. You might be left asking: "Is this all there is?" Or you might be restrained by a traumatic past.

Well, there's a not-so-new toolkit on the block, NLP or Neuro-Linguistic Programming that can help. It may sound like a computer language, and in a sense, it is. NLP teaches the language of the most complex, most underrated and yet most powerful computer imaginable - your mind.

In 1973, American researchers Richard Bandler and John Grinder described the interaction principles between the mind (neuro) and language (linguistic) and their joint affect on the mind, body and behaviour. They proposed that by communicating directly with the sub-conscious, individuals could 're-program' their minds for greater achievement.

Yet NLP isn't about mind games that give someone else control over you. It's about you understanding the ways that you communicate with yourself and others and the consequences of those communication choices. By understanding basic principles, you can master techniques and skills that give you the greatest chance of success - in all areas of your life.

The words of an unknown author best describe the essence of NLP:

*Watch your thoughts; they become words.*

*Watch your words; they become actions.*

*Watch your actions; they become habits.*

*Watch your habits; they become character.*

*Watch your character; it becomes your destiny.*



The tools in the NLP box help you master communications - with yourself and others so that your destiny becomes everything you dreamed it could be.

In practical terms, NLP is about:

### **Communication**

In today's society we're bombarded with messages from magazines and newspapers to emails; from telemarketers to our family and friends. Everyone's trying to tell us something, and we, in turn are trying to talk to them. Yet effective communication is more than words; it's a combination of your words, tone and non-verbal gestures *and* how the other person interprets those. Effective communication is a two-way interaction. And you can learn simple and easy-to-use techniques to convey your message in an assertive, yet empathetic and non-threatening way.

NLP explains simple concepts so you can:

- ✓ Understand how to build relationship trust quickly and easily
- ✓ Learn the four communication styles
- ✓ Communicate using any of the four styles
- ✓ Effectively communicate with both genders

### **Overcoming the past**

The things people said to you or the way they treated you in the distant past can impact your success now. They may have told you how brilliant you are and how much you deserve success. Or, they may have claimed you were undeserving, or not smart enough, or any number of putdowns that, subconsciously, you may still believe. Yet it isn't the event itself that impacts your life now; it's your emotional response to that event and the beliefs that you take from it. NLP techniques help you move quickly and permanently past those emotions so that you can respond, rather than react.



Using NLP you can:

- ✓ Resolve anger
- ✓ Eliminate guilt
- ✓ Clear grief
- ✓ End sadness
- ✓ Improve self-esteem
- ✓ Increase motivation

### Replacing destructive habits

A habit is simply a repetitive behaviour. It is only a bad habit when the consequences of the repeated behaviour are negative. For example, putting off one task once will probably not make a dramatic change to your life. Yet if you continually put off tasks, then procrastination becomes a bad habit with negative consequences. Yet just as we learn bad habits, we can learn good habits that replace the old behaviours *and* the old results. You've probably heard the saying "If you're doing what you've always done, you'll get the same result." You can gain skills that assist you to replace bad habits with good habits.

NLP techniques can show you how to:

- ✓ Remove the emotional basis of a bad habit
- ✓ Release negative beliefs
- ✓ Replace destructive behaviours with positive behaviours

### Creating your desired future

Once you have removed the emotions, destructive behaviours and limiting beliefs that stand between you and success, it's time to create the future you really want. Identify what really lights you up. What are you truly passionate about? What do you really want to achieve in life? Once you are clear on your goals, you can use simple techniques to keep you on track and on purpose. And your success is personal to you; it's whatever you want it to be. You don't have to want to be rich or famous; your purpose might be to find a partner and start a family; to be promoted to Manager; to write a book; to run a marathon. Whatever your goal, your chance of success increases when you use simple, yet proven, NLP techniques.



You can learn simple NLP skills to:

- ✓ Use positive self-talk
- ✓ Identify your life's purpose
- ✓ Set into achieving your goals
- ✓ Pinpoint the moment that you achieve a goal
- ✓ Celebrate small success for greater achievement

As you're probably beginning to see, neuro-linguistic programming is a set of proven skills and techniques that can really help you maximize your potential.

NLP techniques can benefit:

- Teams
- Sales people
- Managers
- Trainings and educators
- Counselors
- Entrepreneurs
- Performers
- Parents
- Athletes
- Everyone

When you're looking for an NLP Practitioner ensure that they:

- ✓ have appropriate qualifications.
- ✓ are certified by a reputable organization; most have an internationally recognized certification from the American Board of NLP.
- ✓ can show a track record of successes; you can ask them to provide references from previous or existing clients.
- ✓ can empathise and easily communicate with you; you'll gain the most when you trust and feel completely safe with your practitioner.

If you'd like to discover your inner champion, improve performance, build greater team spirit and motivation, contact Life Performance on (613) 9399 8775 or email [carolfox@lifepformance.com.au](mailto:carolfox@lifepformance.com.au)

**Life Performance: support the champion within**