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John's HOT NLP Tips January 2009 Issue

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THOSE NEW YEAR EVOLUTIONS

John La Valle

I WROTE MOST OF this a few years ago at this time and have decided to rewrite it, add a little here and there because of its popularity.

WHAT IS IT THAT has people "make" New Year Resolutions and then "break" them? We have a local pub here that has a "Break Your New Year's Resolutions Early - Why Wait?" party on December 30 each year. It kind of adds something to the ritual.

THE WORD *RESOLUTION* itself is a nominalization, a verb formed into a noun. It comes from the word "resolve", which means to solve, again!! And so many people get into a pattern of resolving old problems and then not re-solving them because they then turn the process into an event, a static event. How about EVOLUTIONS?!! Evolving continuously, doing new things, get a new look, a new walk, a new talk, a new anything!!

INSTEAD OF MAKING "Resolutions", how about setting up new directions in which you want to be going this coming year, both personally and professionally? Now is the time to invest in yourself! The future economic predictions are that those most skilled, most savvy, most knowledgeable, are to be in the lead! The smart ones are making investments now, even in themselves!

TAKE SOME GOALS, activities, behaviors that you want to be doing, and see yourself doing those in your future, just starting in the next few moments. If you're going to put those pictures into your future, be sure they're of behaviors - YOURS - that's you doing them, dissociate so you can see yourself doing them, then associate so you'll know what you'll be seeing, hearing, feeling, smelling, tasting. Then dissociate, see yourself doing them!! It's in your language, too.

REMEMBER, IT'S ONE THING to have goals that are outside of yourself, like that red *Testosterosa*, but without the behaviors, you may not know how to go about getting one, or even earning the money to get one. Remember to keep YOUR goals behavior-driven. That material thing is just the outcome of the outcome, it's the reward for doing certain behaviors!!

And Have A Great 2009! and Beyond!

Check out this month's interview:
Dawn Flockhart

Coming Up:



Persuasion Engineering® Sales & Business, Language & Behavior - Richard Bandler & John La Valle
February 20, 21, 22, 2009 - Orlando, Florida

Adventures For EveryBody™ - a Meta Master Track™ - Richard Bandler & John La Valle
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The Unfair and Ludicrous Comparison

by Steven Burns

One of the most intriguing beliefs that a lot of people have is the belief that because someone is excellent at something or displays incredible levels of skill it means that you can never become as skilful as them so there is no point in even trying.

This is a commonly held belief for a lot of people and it stops them from even attempting to learn a new skill.

I remember speaking to a friend of mine at a dinner party who has an interest in modern art. After the initial chit-chat we naturally moved onto the subject of art and I asked her what her future plans were. She replied by telling me how de-motivated she was and that she just couldn't seem to get herself into the right frame of mind to produce any artwork worthy of note. When I asked her what was stopping her from feeling motivated her reply was fascinating. She said, "Well it all started when I went to an art exhibition the other day and almost every piece of work was incredible...nearly perfect in every way...and I thought to myself...there is no way I can ever be as good as this so what's the point in even trying!"

For some reason or another, a lot of people have the tendency to look at someone who does something really well, compare themselves to them, feel helpless and de-motivated and then consequently make no attempt to even start.

The reality of the situation, however, is that to hold on to this belief is completely and utterly ridiculous! Adopting this kind of attitude is a little bit like deciding to learn how to play the guitar and then saying to yourself, 'oh what's the point, I'm not as good as Jimmy Hendrix so there's no point in even starting!"

In fact, when you really think about it, because someone has managed to become exquisitely good at something actually means that you are more likely to become good at that skill. Due to the fact that you can learn from them and find out what they did to become as skilled as they have, your chances of learning that skill become greatly increased. A more useful approach to take is, rather than comparing yourself to someone who is excellent at what they do, compare yourself with yourself.

Now, at first glance, this may seem like a strange concept but it is an extremely effective and stress free way to learn a new skill. The key is to notice where you are at the moment in life and then, as you progress in various different areas, notice how much you are improving in comparison to how you were when you started.

One of my close friends summed it up perfectly while we were enjoying a round of golf together. Someone had asked him if he thought he was a better golfer than the rest of his friends and he replied, "I have absolutely no idea . . . all I know is that I am roughly twice as good a golfer as I was this time last year.

By making this shift in attitude it enables you to focus your attention on your own personal development as opposed to trying to figure out whether or not you are better than someone else. There is also a high probability that you will begin to feel a wonderfully pleasurable sense of growth and progression as you become more and more skilful in your chosen application.

It is, however, still important to have a model of excellence.

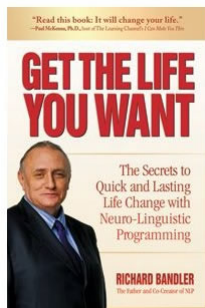
While I have stated that it is not useful to compare yourself to someone who is excellent at a particular skill, it is, obviously, still useful to identify a model of excellence in your particular field. However, rather than comparing yourself to them, view them as proof that it is possible to reach that level of skill and recognise that they are an invaluable resource that you can learn from in order to accelerate your own learning.

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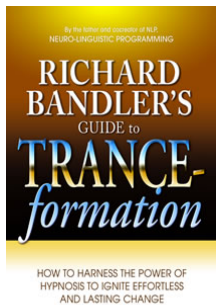
[Steven Burns](#) is a Society of NLP Trainer who conducts his NLP Trainings in Glasgow, Scotland. He is running an introductory course on NLP on February 21st, 2009 and an NLP Practitioner course in May, 2009. For more information check out his web site at www.solutionsinmind.net

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2 New Books:



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The Secrets to Quick and Lasting Life Change
with Neuro-Linguistic Programming
by Richard Bandler
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Richard Bandler's
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<p><i>Michael Breen & NLP-Times Present</i></p> <p><i>30 Days To Masterful NLP Anchoring</i></p>	<p><u>Now NLP</u> <u>Anchoring with</u> <u>Michael Breen!</u> <u>Such a Steal,</u> <u>I Just Cannot</u> <u>Believe They</u> <u>Can Do This At</u> <u>This Price!</u> <u>And Michael</u> <u>Gets Into Such</u> <u>Nuances!</u> <u>Check This Out!!</u></p>
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Being Confident

by Steve Boyley

CONFIDENCE, OR THE lack of it, is a huge factor in peoples lives. One of the most common questions people ask me is how to be more confident. Now what they are really asking is how they can be confident at times when they are not and want to be, they feel that they could achieve what they want at those times if they felt confident. Feeling confident is a resourceful state of mind, whereas feeling unconfident generally gets in the way of taking action and finding solutions.

Confidence: A feeling of assurance, especially of self-assurance.

CONFIDENT AND UNCONFIDENT are two sides of the same coin, and like a coin, only one side at a time is evident. Whenever un-confidence is felt, it indicates that confidence is present. Ironically, when a person feels unconfident they are quite confident that they feel unconfident. There are plenty of things they are confident about, that have brought them to the conclusion that they are unconfident about something.

Stop thinking about what you can't do. Focusing on what you are confident you can do, puts you into a confident, resourceful, state.

CONFIDENCE, SELF ASSURANCE, is perceived as a feeling. The confident feeling and accompanying behavioral response are the same no matter what it is in reference to. To feel and behave confidently, mentally make an inventory of what you are confident you can do. Now confidently make a list of things you are confident you want to be able to do. Focusing on what you are confident you can do, will assist you to begin confidently learning to do what you want to be able to do confidently. You can be confident of that!

All the best,

[Steve Boyley](#)

Open your mind to how people think. Find out what NLP really is and know more about the skills than most, know the difference between the skills and the techniques.

[Steve Boyley](#) is a Licensed Trainer of NLP™ with Richard Bandler. His institute, [The Performance Institute of NLP](#), is in Canada and he has International NLP Training Seminars coming up soon!

Check it Out! <http://www.nlpmind.com/nlp-practitioner.htm>

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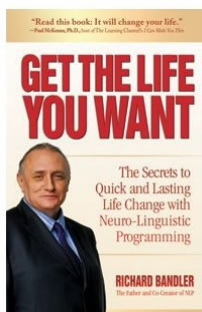
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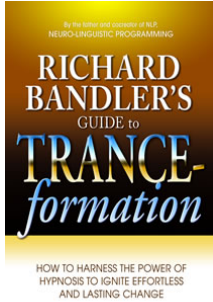
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Richard Bandler's
Guide to TRANCE-formation
How to Harness the Power of
Hypnosis to
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John says:

What a Great Book!! Thom McFadden has not only one of the most useful books I've picked up in a long time, he's great with language! Don't just read this book. Study it!

Richard Bandler says:

“Thom has uniquely mastered NLP to the art of 'acting for real.' Brilliant!”

Acting FOR REAL™

by Thom McFadden

Be Star In Your Own Life! Life is the ultimate performance - the question is, what role are you playing? Are you satisfied as an extra or a bit player . . . or do you need the lead? Using the same strategies and techniques that Hollywood actors use to create memorable, multidimensional characters, you can become the STAR in your own life so you will be ready when the world yells: "ACTION!" **Thom McFadden's Acting for Real™** is packed with empowering information, practical tips and motivational stories about how ordinary people from all walks of life, including A-List celebrities, overcome challenges and prepare for their starring roles.

[Acting for Real™](#) will help you:

- *Recognize the characters you portray in life and develop new, empowering ones
- *Conquer negative beliefs and automatic behaviors that take you out of character
- *Avoid bad reviews and see yourself as others see you
- *Develop your own script for effective communication
- *Rekindle your passion for life, get in touch with your funny zone and reveal your sexuality.

Thom's powerful strategies and techniques, developed over a 40-year career as an actor and "Coach to the Stars," will teach you how to captivate your audience and bring you all the success you desire!

[CHECK IT OUT TODAY!](#)

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[Happiness Magazine](#)

Check out Richard Bandler's article: The Girl on the 7/7 Bus!

AND Check out This New Book!

[Magic in Practice](#)

Garner Thomson with Dr. Khalid Khan

[Richard Bandler](#) writes, *"All I can say is: it's about time. This is the kind of book I hoped one of my students would write. What Garner Thomson has done, with Dr. Khalid Khan, is to take my work further and, with great precision, present tools for healthcare professionals, while at the same time offering all those in NLP a solid understanding of how the technology of NLP works in the brain."*

Here's my recommendation: If you are in the medical professions, get this book. If you're not, [get it anyway](#), and give it to your doctor and other health professionals!

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Regards,
John La Valle

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That New Jersey Attitude

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FUTURE ISSUES will include more favorite topics, more tips for MORE EXQUISITE CUSTOMER SERVICE, STRATEGIES, MORE LANGUAGE USAGE, and of course, other areas of interest.

WE'RE LOOKING FOR SUCCESS STORIES OR, if you have a HOT TIP, or some VALUABLE RESOURCE you'd like to share (another word for promote), e-mail me and let me know. We prefer for it to be NLP related, but if it's really good . . . If I decide to use it, I'll be sure to mention your name and give credit to whom it belongs.

JUST E-MAIL YOUR IDEAS, tips, resources to:

[Newsletter Tips](#) and I'll be sure to look it over. IT COULD BE YOU!! I may, or may not use it, of course, but thought I'd let others contribute and have a chance at success, as well. If you decide to send something, please make it fun to read and to the point.

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