

NLP-Newsletter.com

From Our Minds to Your E-mail

John's HOT NLP Tips July 2009 Issue

When traveling the globe, I personally use this program and it has been an absolute super addition to my traveling office:

Access Your PC from ANYWHERE. Easy. Secure.

Revolutionary remote access technology allows you to access and work on your computer from any Web browser. [Free Trial – Click Here](#)

GoToMyPC™

Download this NLP Hot Tips Newsletter Here in PDF Format

Did someone you know send you this and you want to subscribe? Go ahead . . . It's FREE!!

1. **DECISIONS, DECISIONS, DECISIONS - *John La Valle***
2. **CREATING OUTSTANDING COMMUNICATION USING META PROGRAMMES - *Fiona Campbell***
3. **OTHER THAN CONSCIOUS HELLO - *Barbara Stepp***
4. **WHERE CAN I FIND IT?**
5. **JOHN'S OTHER HOT PICKS**
6. **SO, WHAT'S COMING UP?**

DECISIONS, DECISIONS, DECISIONS

John La Valle

Thinking about deciding brought me to a point, actually, about the FREEDOM to decide and how much we take for granted that freedom. The last bastion of freedom we have is our minds and our ability to make choices, etc. These are rights we are all born with and are ours to use.

And, yet, there are people who still want to limit our ability to think for ourselves and to learn for ourselves, and to use our own brains for ourselves. There are still those who want to have the control over thinking and deciding. It's one thing to make the choice to ask someone else for help, it's quite another to learn to help oneself. After all, it is your brain. NLP was developed to make it easier to learn to run your own brain, not to have someone else run it for you. NLP has taken away the mystery of how easy it is for someone to change! It was never based on theories and it is not seated in any other discipline. It is a meta-discipline, that is a discipline of disciplines.

So how do you go about deciding to change yourself? The first and important step is deciding what, if anything, you want to change, and why. Sometimes there is something you want to do differently, sometimes something you want to do better. But consider "why" you want to change. I know there are some in NLP who preach that we are "not allowed" to ask why, but that is so far from the basis of the technology. After all, "why" goes to the reason, the motivation, and the impetus of how strong, or otherwise, you desire the change. What is "your" criteria for your own change? Do you want to change to please someone else, others, or yourself? Think this one through thoroughly. It's one piece that most often isn't considered in the process of change.

Since oftentimes we get feedback from others about our behavior, how do we decide which behaviors to change? Do we change constantly to please everyone? I don't think so. So what criteria do you use to decide? Now this "criteria" piece is actually inside the strategy of deciding whether or not to change for yourself. It's in the T.O.T.E. If the criteria is met, the choice is made and exit the strategy, or go to the next routine. If the criteria isn't met, do you exit, or collect more information before deciding. And then, how much information is enough? How will you know? What is your criteria for information? Where do you get it, from whom, when and how?

I saw an interesting discussion regarding the question: is all perception projection? The interesting part about this that I didn't read, at least as of yet, is they both go in different "directions": one comes in and the other goes out. So which is which and when? If someone else decides to provide you with feedback about some behavior of yours, what is the feedback? is it accurate? How are they deciding that it's something for you to know? Does it require a change and how would you know?

All of these questions connect to decision strategies you have and can be decided by yourself. While I agree that it's certainly useful get additional information from outside oneself, it certainly isn't necessary to rely on others to help you to change yourself. Oftentimes, it may be useful to have someone else assist but only for one reason: they can calibrate your physiology (4-tuples) from the outside better than you can on the inside, but that only makes sense. Then, once your brain learns how to run the routine, you can always do it yourself. That's why we have exercises in training programs.

It's important to remember that the more you exercise your personal freedom, the more you can enjoy it. The more you learn to help yourself, the more you will. The more you learn to be better at something than the time before, the more you will.

©2009 John La Valle

[Check out this month's interview:](#)
[Paul Wright UK](#)

Coming Up:

CLICK HERE!

*[*NLP Practitioner Program July 2009 - Orlando, Florida - Dr. Richard Bandler, John La Valle and the La Valle Training Team](#)*

*[*NLP Master Practitioner Program July 2009 - Orlando, Florida - Dr. Richard Bandler, John La Valle and the La Valle Training Team](#)*

*[*Charisma Enhancement™ \(Trainer Training & Public Speaking\)- July 2009 - Richard Bandler & John La Valle and the La Valle Training Team](#)*

*[*Engineering the Sale - John La Valle in Milan, Italy August 28-30, 2009 - NLP Italy](#)*

*[*Mind Your Own Business - John La Valle - September 23-24, 2009 - in Dublin Ireland, The Irish Institute of NLP](#)*

Be Sure to visit Our Other Sites:

[NLP Seminars Group International](#) - [Pure NLP®](#)

[NLP Store](#) - Books, CD's DVD's, and MindSpa®, including [The Hastens® Mindspa®](#)

[NLP-NewsLetter](#)

[Back to the top](#)

Creating Outstanding Communication Using Meta Programmes

By Fiona Campbell

When working with business clients, I ask the question 'How do your team members motivate themselves?'

I am fascinated by the number of people who cannot answer this, as they have never considered that all people have their own unique ways of processing information.

For example:

A team leader is having problems getting her team to accept a completely new system that records everyone's progress automatically. Up until now they had worked together with same computer system and had daily meetings to discuss their progress. Most of the team were comfortable doing the same thing and having external support. Now they are expected to shift instantly to a different way of processing, which eliminates the meetings and the external feedback. That created problems.

When further questioned the Team Leader had introduced this new project by saying: 'This is a completely new system we are installing which is nothing like the old one and we no longer require daily meetings'

By introducing the change in this way, no matter what she said after that opening statement a conflict would have been set up as the Meta Programmes did not match the motivational traits of her team.

When this was changed to: 'The new system we are introducing will do the same as the old one plus

more, in a better way. You will have plenty of time to get used to working with the new system and eventually you will be able to provide your own progress reports. Until you are ready to do so we will continue with our daily meetings to discuss your progress and provide support.'

For someone who is proactive and uses different, internal and big picture Meta Programmes the above statement may appear weak and not in the least motivating. However when the people receiving the information are mostly reactive, and use same, external and detailed meta Programmes, this will motivate them, as it fits their model of the world.

Another example:

'This is a really tough project you have been given and I hope you will be able to try and do it. It will be a painful time but I have been told that there is no option so you will need to do things in a new way. You will be expected to find your own solutions and get on with it. You will probably find the next few months' hard work so just keep your eye on the big picture.'

In this example the Meta Programmes used are - move away from, big picture, different and internal. Most of the language is kinesthetic, modal operators are of possibility and the presupposition is that it is going to be a difficult time.

By understanding the Meta Program of the people in their team and using the corresponding language for those Meta Programmes, business leaders can create a sense of unity and motivation to complete projects.

"We know that there have been times in the past when we have been in this position before and successfully finished the project. Ask yourself what things did you do before, that you already knew how to do and what new processes you learned to get the job done. It is important to keep your eye on the whole project as well as knowing and understanding when to focus on the details required to finish successfully. I am sure that you can remember times that you were challenged and discovered new ways of thinking but there were also times when you just knew where you were heading and you got there. Who were the people who supported you last time and what did you learn from them. Can you see how good we will feel when we hear that we have finished"

Within the statement lots of Meta Programmes are included and when structured skillfully this use of language creates a path of little resistance. The presupposition is that the team will work together and use all the resources they already have to complete the task successfully.

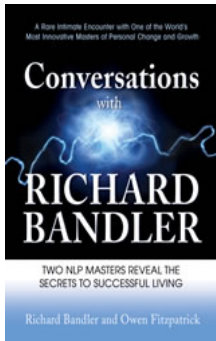
The other important thing to remember is always match your state, attitude and tonality to the Meta Programmes you are using as this is the magic ingredient that creates powerful and elegant communication in business.

[Fiona Campbell](#) is a Licensed Trainer of NLP™ and a Licensed Master Practitioner of NLP. She runs [Fiona Campbell Consultancy](#) and has NLP Practitioner and NLP Business Practitioner programs, as well as business consulting, and lots of other great things on her schedule. [Check it out!](#)

[Back to the top](#)

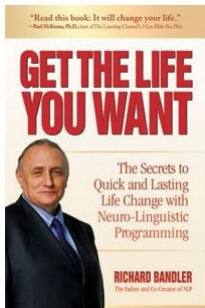
3 New Books:

[Conversations with Richard Bandler](#)

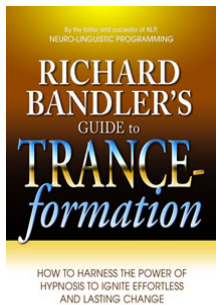


recounts Owen Fitzpatrick's journey to discover the true nature of personal freedom and what is possible for the human spirit. Through his conversations with his mentor, Richard Bandler, and drawing on his own personal and professional adventures across the world, he takes you on a thought-provoking voyage of discovery.

[Get it Here](#)



[GET THE LIFE YOU WANT:](#)
[The Secrets to Quick and Lasting Life Change](#)
[with Neuro-Linguistic Programming](#)
by Richard Bandler
[Be the First on Your Block - Get It Here!](#)



Richard Bandler's
Guide to TRANCE-formation
How to Harness the Power of Hypnosis to
Ignite Effortless & Lasting Change

Get It Here!

Other Than Conscious Hello

by Barbara Stepp

I walked into the restaurant and caught the eye of the lady who was to be our server. I smiled and nodded.

She smiled and raised her eyebrows; I smiled and raised my eyebrows.

Our group got unusually attentive and friendly service. She didn't seem to want to leave our table. This is an Other Than Conscious process that causes an instant connection. It is an acknowledgment of their acknowledgment. Dr. David Dobson called it the Other Than Conscious Hello.

When meeting someone for the first time, you can acknowledge their hello and repeat their name the way they pronounce it. One of the biggest anchors is a person's name. This is a polite hello in their model of the world.

This is not just matching, it is a courteous acknowledgment. One does not need to match many or two pieces of behavior because it can be overdone. Acknowledging one is very effective. I've found it very valuable when seeing a client/coachee for the first time. It's a way of making them feel at ease instantly. Simply tilting your head the way they do is very powerful. Really, that's all it take,so ahead and experiment.

I'd love to hear about your simple communication experience.

©2009 [Barbara Stepp](#)

[Barbara Stepp](#) is a Licensed NLP, DHE Master Trainer and runs
[Excellence Quest](#)

Check out Barbara's DHE August 4-9, and other programs coming up! at
www.ExcelQuest.com

[Back to the top](#)

Where Can I Find It?



Now on DVD

[Persuasion Engineering®](#)
[Now on DVD! Get It!!](#)

THE FINEST NLP INSTITUTES AROUND THE WORLD: check them out for your
NLP™ programs!

NLP.org

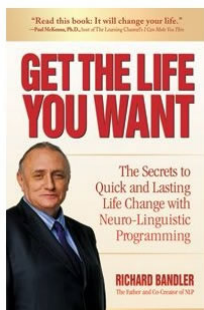
NLPTrainers.com

NLPInstitutes.com

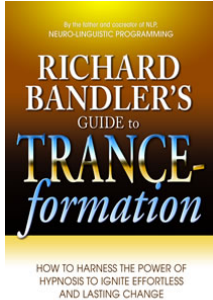
NLPLinks.com

2 New Richard Bandler Books:

[GET THE LIFE YOU WANT:](#)
[The Secrets to Quick and](#)
[Lasting Life Change](#)
[with Neuro-Linguistic](#)
[Programming](#)
by Richard Bandler



**Be the First on Your Block - Get
It Here!**



**Richard Bandler's
Guide to TRANCE-formation
How to Harness the Power of
Hypnosis to
Ignite Effortless & Lasting
Change**

Get It Here!

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

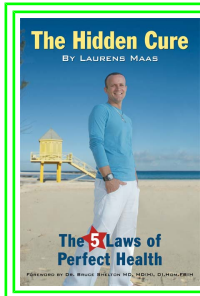
CHECK IT OUT TODAY!

A Lasting Magazine On the Web:

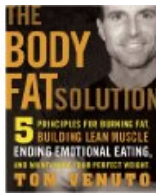
Happiness Magazine

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

And Add These to Your Library:



[The Hidden Cure: The 5 Laws of Perfect Health - Laurens Maas](#)



[The Body Fat Solution: Five Principles for Burning Fat, Building Lean Muscles, Ending Emotional Eating, and Maintaining Your Perfect Weight - Tom Venuto](#)

AND Check out This 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!

I invite you to create your own dedicated Expert Page on www.SelfGrowth.com, the # 1 Ranked website for Self Improvement on the Internet, getting over 1 Million visitors per month.

[Your Expert Page on SelfGrowth.com](#) will enable you to expand your online presence, promote your products and services, and network with other top experts in a variety of fields!

There is no cost. [You can see my page by going Clicking here!](#)

We also have a page set up for Richard Bandler. [You can see his page by Clicking Here](#)

To Become a Member of the SelfGrowth.com community, [Go to This Link Here](#)

It's a great free way to get extra exposure for your business, your website and for yourself!

Regards,
John La Valle

[We use SPAM Arrest to stop all that SPAM!!](#)

This has got to be one of the best programs ever!! I use it to access my emails from my PC in my office while traveling. It sure saves me lots of time downloading through my office online than through some connection in a hotel!! And if I forget to bring a file with me in my laptop? Easy, I just use [GoToMyPC](#) to fetch it from my office. This has saved me lots!! [Try it - FREE!!](#)- John La Valle

That New Jersey Attitude

[Sock it to spammers!](#) MailWasher is GREAT!! It sends "user unknown" messages to the

spammer!!

SO WHAT'S Coming Up?

CLICK HERE!

[*NLP Practitioner Program July 2009 - Orlando, Florida - Dr. Richard Bandler, John La Valle and the La Valle Training Team](#)

[*NLP Master Practitioner Program July 2009 - Orlando, Florida - Dr. Richard Bandler, John La Valle and the La Valle Training Team](#)

[*Charisma Enhancement™ \(Trainer Training & Public Speaking\)- July 2009 - Richard Bandler & John La Valle and the La Valle Training Team](#)

[*Engineering the Sale - John La Valle in Milan, Italy August 28-30, 2009 - NLP Italy](#)

[*Mind Your Own Business - John La Valle - September 23-24, 2009 - in Dublin Ireland, The Irish Institute of NLP](#)

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.

FEEL FREE TO SHARE this with your friends, colleagues, and others who may be interested. The only thing we ask is that you send it intact with all acknowledgments. Or better yet, just have them visit here: [Send Your Friends!!](#)

[THE NLP STORE](#)

Warning!

Beware of bootlegged and/or counterfeited products on eBay® and other places!

Some look very good but are pirated knockoffs and are illegal. If you have a question about them, ask.

Downloading unauthorized products is also illegal. If you have a question about them, please ask.

We will even reward you for turning in bootlegged products and the piRATE!

New DVD Products Released Here!

[Persuasion Engineering® - Richard Bandler & John La Valle - Now on DVD! Get It!!](#)

[Class of a Master - Richard Bandler](#)

[The Marshall University Tapes - Vintage Dr. Richard Bandler](#)

[Nested Loops DVD - Richard Bandler](#)

[It's About Time - Richard Bandler Time Distortion Demo - Orlando Training.](#)

[Meditation, Magick & Change™ - Richard Bandler - John La Valle - 2 CD set](#)

[Richard Bandler's: Into D'Light! on CD](#)

This is another part of The Magical Structures Series. These are excerpted from a [Neuro-](#)

[Hypnotic Repatterning](#) seminar with Richard Bandler and has 3 sessions:
Into D'Light, Unified Directions & Universal Mind.

["The Personal Enhancement Series"](#) (6 CD's)

[The DHE 2000™ set on CD](#) (14 CD's)

and more!! at [NLP Store](#)- NLP Books, CD's DVD's, and MindSpa®, including [The Hastens®](#)
[Mindspa®](#)

©2009 La Valle, all rights reserved in all media

[Back to top of page](#)

Did someone you know send you this and you want to subscribe? Go ahead . . . It's FREE!!

Back Home to PureNLP™	What's Hot! in NLP?	What's New in NLP?	Send Me Info on NLP	Seminars Update	Online NLP Store
NLP Articles	Institutes	Links	Richard Bandler	About us at Pure NLP	NLP Newsletter