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John's HOT NLP Tips August 2008 Issue

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TIME, TIME, AND TIME AGAIN!

John La Valle

AS I LIKE TO KEEP THINGS AS SIMPLE AS POSSIBLE, I thought I'd share this one with you.

HOW MANY PEOPLE would call a prospect and ask if they have the time to speak with them? Not many, I suppose. As I travel internationally, I get many responses like, "No, I'd never ask because they may say 'NO!' then what would I do!?"

WHEN YOU THINK ABOUT TIME, and how it is one of the most valuable things we have, especially since it's gone no matter how we spend it, and once it's gone, it's gone, and that time doesn't really exist, except in our minds, how did it become so valuable? Well, it doesn't really matter here, because for many people, it is valuable.

SO, I GOT A CALL from a telemarketer just last week. The conversation went like this:

"Hello, may I speak with John La Valle, please?" "This is John." "John, I know you get lots of calls everyday, sales calls, telemarketing calls, all kinds of calls. I want to be right up front and tell you that this IS a sales call. All I'm asking for is 30 seconds to find out if you're interested in what I have to offer. At the end of the thirty seconds, if you're interested, we can continue, or I can call you back at another time. If you're not interested at the end of the thirty seconds, I'll say 'Thanks.' and hang up. Can I have thirty seconds?"

NOW I'VE GOT TO TELL YOU that I do receive lots of calls. They don't last 10 seconds for many different reasons. This guy got my attention and fast. He appealed to one of my more important Meta Program sales tips: ASK IF THEY HAVE THE TIME." If they don't and you haven't asked, they're probably not going to be listening, anyway. If they say "No", then ask them when it would be convenient for them. And call them then.

NOW SOME OF YOU are probably saying, "C'mon John, this is too simple." Well, it is, but I'll bet you're not doing it. If you are, let me know. If you're not doing it, start and I'm interested in the results you will get. Take 100, 200, even 500 of your next prospecting calls. Divide them in half and keep track. With half of them, don't ask. On the other half ask. Keep track of your results. I'm interested in whether they stay on the phone with you and give you the opportunity to go further in your process. If you don't have something of value for them, don't bother calling at all, of course. If you have something of value, then go for the business.

LET ME KNOW YOUR RESULTS!!

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[Check out this month's interview with Barbara Stepp](#)

Coming Up:



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Edinburgh course now – here is chance to learn more. As you know we never release any material from Altered States, Shamanic States and Basic Brain Exploration. However we have decided to give you a little taste of what's to come with a podcast from Dr. Bandler introducing this workshop.

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A New Magazine Hits the Web:

Happiness Magazine

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

LISTENING TIPS

by Barbara Stepp

I once met with a client, who was concerned that his wife tells him regularly that he is not listening to her when they have a "conversation". This was causing a great deal of stress in the relationship. I paid ATTENTION and became AWARE of his patterns. He was going inside and deep in his own thoughts. He confirmed this verbally. So, I gave him the following simple and basic suggestions:

Avoid thinking about or formulating your response while the other person is speaking. (Which he admitted doing)

Avoid arguing mentally.

Avoid analyzing their statements. (He said he did this also)

Avoid mind reading and taking comments personally. Simply ask them, "What do you mean?"

Shut off your worries. Stay in a positive state of mind. Your fellow communicator will notice the nonverbal messages and you will lose connection with them.

Especially in our United States society, we like eye contact. When we are de- focusing our eyes, stuck at ear level, or looking away, it can mean to the speaker that you are not with them...not listening. So look at them. Acknowledge them.

Respond to their communication with occasional interjections like "yes", "I see", "I agree", etc.

My client followed these simple suggestions. He told me that his wife noticed it right away and their conversations are now really conversations. He marvels at how much more pleasant their interactions are, and how much nicer she is to be around. ∴

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[Barbara Stepp](#), Licensed Master Trainer of NLP™ and DHE™

Check out [Excellence Quest](#) upcoming NLP Practitioner & Master Practitioner Intensives

Barb also specializes in private client work. Contact her at mind@excelquest.com .

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Inner Resolve

Melanie Davis

I have been working with people who are recovering from drug and or alcohol addiction for the past 18 months on a daily basis and I began to realise very quickly that it was mostly the way that they were saying things to themselves that caused the most problems. I have had the honour of being able to study the things that they say on the inside and how easily it has been for them to talk themselves into depression, anxiety, fear and more addiction, the following is a glimpse at my research and the system that I have developed to help people to really tune in to what they are telling themselves, the amount of laughter and happy tears has inspired me to write to you and share what I call: **Inner**

Resolve

One of the ladies who I had the honour of working with was sharing with me her daily thoughts that repeated without a break from the moment she woke in the morning until she went to sleep at night

This is what she said to herself: "I don't know whether I am good enough, I don't know whether I am good enough, I don't know whether I am good enough,"

I had her write it down on a large piece of paper and to say it to me with the same intonation and same inflection and to be fair it really didn't sound very nice. Now I have had lots of clients play around with their internal dialogue, move it outside of themselves change the intonation, accent, inflection, speed, direction etc.. without much success I am not sure why that is but I guess some people have a problem with remembering to practice. This day was a real catalyst for me because something different popped into my head and I began to play with what she was saying until through tears of laughter she told me she finally understood what she had been trying to tell herself and for all these years she had been wondering and doubting that she was good enough. Yes she was.

One lovely lady came to see me and told me that she kept hearing herself say: "I'm no good, I'm no good, I'm no good, I'm no good, I'm no good, I'm no good."

Someone else, a young girl who was totally lost and alone, found herself feeling suicidal repeating: "Nobody needs me to be around."

One man who had been in prison for a long time he was struggling coming off drugs and was suffering from depression was repeating to himself: "I'm useless, I'm useless, I'm useless."

One wonderful lady had been referred to me by her GP. She was such a sweet woman but she was beside herself as she hadn't slept through the night for as long as she could remember. When asked what she was telling herself she said she repeated over and over: "Don't think I will sleep tonight, don't think I will sleep tonight, don't think I will sleep tonight, don't think I will sleep tonight."

I have worked with over 300 clients in the past 18 months and the above is quite typical which got me to wondering around and I realised that all these people saying all these things to themselves they couldn't all be wrong!

So, maybe they were right! So on that day when Sarah* (not her real name) came to see me and told me she kept hearing herself say: "I don't know whether I am good enough, I don't know whether I am good enough, I don't know whether I am good enough."

I found myself doing something very different, the effect of which was a total transformation in the way I work with people. I now teach this as part of every lesson and use it in every one to one session, and I must say the effects are astonishing.

Lets Play!

"I don't know whether I am good enough, I don't know whether I am good enough, I don't know

whether I am good enough,"

First of all I had her write it down and repeat it in the way she said it to herself: "I don't know whether I am good enough."

Next I changed two things:

The first one was the phonological ambiguity whether to weather

The second was a full stop after the word weather.

"I don't know weather." I asked her to breathe in and wonder if it mattered that she didn't know weather when there were plenty of people who did, like Michael Fish for example, at which point she started laughing and told me that every morning when she was seated at the breakfast table one of the women that she lived with would sit down next to her and tell her all about the weather in Scotland for that day, whether, weather she had asked her to or not this would have probably been really useful except for the fact she lives in Wales.

I had her repeat the sentence "I don't know weather", then had her add a little bit extra, "but it's OK because Janice does", which seemed to make her laugh uncontrollably.

Now I said, "Say the rest of the sentence", she took a breath in and said, "I am good enough", and I said, "Nice, that's what you've been telling yourself for a long time now", to which she sighed then burst out laughing again.

The next morning she met me by the front door and said, "This morning when I woke up, I looked in the mirror and said, "I am good enough" then I rushed downstairs to find out if it was snowing in Scotland!

I began wondering weather this was going to be something really exciting and . . .

In class that morning one of the ladies said, "I'm no good", and I smiled and asked her is she minded tuning in to what she was really saying, she looked intrigued and said sure go ahead I have felt like I am no good forever

I wrote on the board: "I am" and had her repeat it and know that it was an undeniable statement "I am", "Yes you are", I told her. Then I had her repeat I am to herself until she began smiling.

Then the next part of the sentence "No good" which I changed to "Know good", "Yes you do", I said, And I think it's more of a command, something you are supposed to do", "so what good do you know", I asked her, she listed many, many things.

One young girl I worked with recently had been suicidal on more than one occasion, when I asked her what she told herself she said: "Nobody needs me to be around."

I wrote the sentence out for her so it looked like this: "Know body."

She literally gasped as she read the words and told me that she struggled with eating and had never

really liked her body; I asked her what would be different if she really knew her body and she smiled and said, "I would probably eat something and feel good."

The next part of the sentence: "Needs me to be around." Then I simply asked her "Who?" At which point she began to cry through a deep smile and listed all the people in her life that needed her to be around.

One man had repeatedly told himself: "I'm useless, I'm useless, I'm useless."

This, in his words had caused him to feel really depressed and useless, as he was coming off drugs I suggested to him that is was actually a really good suggestion that he was giving himself.

"I am". I had him repeat this statement to himself and kept telling him, "Yes you are", and then in a command tone: "Use Less!" "Use Less!" "Use less!"

At this point he started laughing. I am really happy to say he is now completely free from drugs.

The last example I am going to play with today is the adorable lady who was sent to me by her GP suffering from severe insomnia. I gently asked her what she said to herself and she replied: "Don't think I will sleep tonight, don't think I will sleep tonight, don't think I will sleep tonight, don't think I will sleep tonight"

She then explained that the dialogue was really fast and harsh ay awake listening to it every night for hours on end. I asked her if she had ever wondered that she might be giving herself some really good advice and she shook her head, I suggested to her that internal dialogue was sometimes like a small child that was being ignored, the more that it was ignored the louder and faster it became at this point she asked me to explain and I wrote this for her: "Don't think" "Breathe in and wonder what it would be like not to think", and she smiled, "And when you don't think, what do you think will happen?" and she smiled really deeply and said, ""I will sleep tonight" and she did.

I have written a journey through the internal dialogues of all of the clients I have been working with and by just simply changing the grammatical structure of the sentence and by playing with the ambiguities I have found a very gentle way of having them tune in to the good things that they are trying to tell themselves.

©2008 [Melanie Davis](#)

[Melanie Davis](#) is a Licensed Trainer of NLP™ and Inner Resolve is available as a pdf download. [Just email her: Melanie's email and other contact information can be found here!](#)

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Regards,
John La Valle

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That New Jersey Attitude

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

There are some very good articles just now posted by Tom and Vik, the guys that brought you [***Modeling the Masters! - Richard Bandler, and more!***](#) These generous guys are giving these away FREE!!

Here's what they have on their site:

[THE GOAL SETTING REPORT INCLUDES:](#)

- John La Valle on the 3 types of goal setting personalities, using submodalities in goal setting as well as some good ol' New Behavior Generator techniques from his NLP Tool Box.
- Brian Colbert on the ten questions you need to go through to ensure your new years resolutions stick.
- Owen Fitzpatrick on why people don't meet their goals and some tips on what you can do in 2008 to ensure you meet yours.
- Tom O'Connor guides you through a goal setting process using NLP for optimal success
- And Myself (Vik) on To Be Goals, a slight change from the regular I want to HAVE and I want to DO goals. As well as a little bit on the importance of habits / rituals to help you achieve your goals.

[So go there NOW and check it out!! Here's the Link!!](#)

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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.

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