

# NLP-Newsletter.com

From Our Minds to Your E-mail

## John's HOT NLP Tips November 2004 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*

1. [TRAITS & CHARACTERISTICS OF SUCCESSFUL CONSULTANTS - John La Valle](#)
2. [SELF IMAGE VS SELF ESTEEM, A LESSON IN SPEED - Dr. Houston Vetter, Ph.D., D.D.](#)
3. [CREATING MAGICAL RESULTS WITH NLP - Dave Gonzalez](#)
4. [WHERE CAN I FIND IT?](#)
5. [SO, WHAT'S COMING UP?](#)

---

## TRAITS & CHARACTERISTICS OF SUCCESSFUL CONSULTANTS

**John La Valle**

Having just returned from a Trainer Training in London, I thought it a good idea to answer one of the questions that I was asked by enough people to make it worthwhile to write about here.

The question I've been asked is, "What makes a successful consultant?" Well, I've taken this question and expanded it sideways to include "trainer, teacher, manager, etc." and expanded it upwards to include 'entrepreneur, etc.' because to me, whatever it is you're doing professionally, it helps to put yourself in the position, or role, of "consultant" at certain times, places and other contexts.

Based on my experience with many different people across many different professions, the ones that are the most successful have or do the following things:

- They are driven - not just ambitious - driven by their passions, their abilities, their purpose. They know themselves so well that they do not need to explain themselves to others. Their behavior "says" it all.
- They are infectious - their above permeates a room, permeates all they meet, their environment. Some will call this charisma, others energy. Whatever you call it, know what it is because you have not only experienced it, but have it.
- They are passionate about whatever it is they do, truly passionate. Even when they have the opportunity to "sell" something. They don't have to because their passion spills over onto the people listening and/or in their presence. And most people want to have success.
- They know the following that I have been saying for years and years - "No one is good at everything, but everyone is good at something". They know what they are good at, and they have built on that. They know what they are not good at and pass it up, or pass it along to someone else, when those opportunities come by. They know their niche and have developed their own "expertise" of it.
- They are not afraid of hard work - as a matter of fact, it's not they are not afraid of it, they don't equate it with their passion - to them it's not work, it's their life; it's what they love doing. For years I've told people: "Do what you love and you'll never work another day in your life." And at the same time, working 24/7 is part of it for them. This does not mean that they don't make time away from their "career", but there is always that one small wheel clicking away in the back of their mind that keeps them on track.
- They know that making mistakes is part of making decisions. They don't expect perfection, but they do expect optimization. At the same time, they also have high expectations for themselves, and for others, but they understand how to balance all these towards success.
- They know how to say "I don't know" with confidence.
- They are continuously learning - not just from seminars, books, tapes, etc., but from the experiences they are having. They are acute observers of their environment and can calibrate interventions well and the results of those interventions, whether theirs or someone else's, regardless of how subtle.
- They have solid morals and values and their behavior is consistent. They do not waiver. They may change their minds, but only after very careful consideration of new information.
- They keep things simple - their communication, their strategies, everything possible is kept simple, but not at the expense of wasting resources, more appropriately, they keep things precise.
- They are honest and they understand dishonesty and are prepared for it. They have a healthy

skepticism of the business environment in which they are operating and have the strategies to evaluate opportunities.

How many of the above do you honestly have and/or do? Happy Consulting, or whatever it is you do.

©2004 La Valle, all rights reserved in all media.

---

[2 WORKSHOPS...5 VERY SPECIAL DAYS...](#) with John La Valle, Owen Fitzpatrick &

Brian Colbert:

[ADVANCED NLP SKILLS](#) - 19th-21st November, 2004 - Dublin, Ireland

[ADVANCED SALES & PERSUASION SECRETS](#) - 22nd-23rd November, 2004 - Dublin, Ireland

[Persuasion Engineering™](#), [Design Human Engineering™](#) and [Charisma Enhancement \(Trainer Training & Public Speaking Seminar\)](#)

All in Orlando, Florida in February/March 2005

[Get Your Information Package](#)

Be Sure to visit Our Other Sites:

[NLP Seminars Group International](#)

[NLP Store](#) - we've changed our site recently: Easier to use, new products, so check it out! New DVD's

[NLP.net](#)

[NLP-NewsLetter](#)

[Back to the top](#)

---

# Self Image vs Self Esteem A lesson in Speed...

**Dr. Houston Vetter, Ph.D., D.D.**

So you want to... FEEL Better about yourself?

Here is one way to LOOK at it. From a pure physics PERSPECTIVE.

(This is also the internal process to actually go out and do something externally.)

V-isual travels at the speed of light. (186,000 miles per second) 2nd fastest

A-uditory travels at the speed of sound (average 1100 ft/sec) Slowest

K-inesthetic travels at the speed of now (faster than the speed of light) fastest

Self Respect is made up of Self-Image and Self Esteem. Depending on the level of low to high Image or Esteem determines the kinesthetic feeling.

(The process of dissociation and association when done to the 100% of each on the same information removes all spin. SEE Drill #5 in the Fundamentals of Mental Fitness Mastery for how to do the process.)

Self Image is VISUAL and travels at the speed of light.

Self Esteem is auditory and travels at the speed of sound.

Affirmations are primarily an auditory function. The kinesthetic and visual can be added it. But it requires constant repetition.

Self Image usually PICTURES the future and possible the present. (Because of speed)

Self Esteem usually talks about the past and is carried into the present. (Because of speed)

Affirmations are used primarily to build self-esteem and I suggest this is the slowest form of change.

Because even if done at alpha/theta which is 1000x more effective than at Beta it still takes a while to counter act all the self-talk that goes on all the time. There is a faster way to counter act or improve or change self-talk.

I propose the answer to Self Respect and Self Esteem is High Constant Self Image.

The problem is that most of us are lost and don't know we are.

Test: Make a PICTURE in your head of the following:

a tree

a rainbow

living

room

dog

jacks

When you looked at these things did you SEE a PICTURE of yourself in the PICTURE? Maybe as an overlay or as an observer totally curious and yet completely detached from the event. (This is important because you can even be present in less than useful or negative PICTURES this way).

Now go back and PICTURE the words again and NOTICE the difference.

When a child is lost or missing here in the states the way to get the information out and to the broadest number of people is through PICTURES pasted on everything (milk cartoons, billboards, telephone polls, TV, etc.) PICTURES move faster than word of mouth.

It may be time to do the same for ourselves. (SEE Drill #7 in the Fundamentals of Mental Fitness Mastery for how to do the process.)

When you have a PICTURE of yourself in every PICTURE in your head. The evidence is overwhelming and self-esteem will naturally follow suit. It can't help it. Because by the time the speed of sound catches up to the speed of light the speed of now is already present and you will be more congruent.

When you walk into a room using Self-Image, no matter what anyone says or does it is too slow. If you are using self-esteem and it was high Self-esteem it would only take one or two less than useful comments to lower it.

As My Grampa Vetter used to say, "NOTICE -don't narrow and you will expand!  
Your PERCEPTION is always either expanding or contracting."

Need Nothing, Observe Everything, Use What Shows Up,

Enjoy Life-It's ALL Information/Energy, Utilize It ALL,  
Houston

©2004 Houston Vetter

---

Dr. Houston Vetter, Ph.D., D.D., Counseling, Consulting, Coaching

<http://www.FBI-FeelBetterInstitute.com>

<http://www.secretsuccess.com>

Developer of the [Fundamentals of Mental Fitness Mastery DVD's](#)

[Back to the top](#)

---

# Creating Magical Results with NLP

**Dave Gonzalez**

Have you ever heard someone say, “Oh yeah, I tried NLP... it didn’t work for me!” Or maybe you have tried using NLP and didn’t get what you were trying to. In that moment, you may have felt that NLP wouldn’t work for you.

I know I’ve experienced that. I was very frustrated, not knowing whether I should point the finger at myself or NLP. Then, when I stopped frustrating myself, I realized that my not getting what I wanted was mostly due to bad planning. And because it’s been over 16 years that I’ve been learning and using NLP as a student and trainer, I’ve learned many things.

One of the more important things I’ve learned is that learning more and more about NLP does not make me better at creating my world the way I want it. Nope! It’s not the learning of NLP that does anything worthwhile for anybody. It’s the DOING of NLP... it’s when you USE NLP that you create the results you actually want.

When I tell people this, they often wonder what it means to do NLP. I tell them it means that you USE what you LEARN!

And if they still don’t get it, I tell them it means that you pay attention to what you do and say. You also pay attention to the feedback that your environment gives you. If you have the goal of improving anything, you pay attention to where you spend most of your time & energy. You pay attention to your language and alter it so that it moves you closer to improving whatever you decided to improve.

It means that when you learn to anchor, you anchor yourself and others in ways that create more choices. It means that when you learn how to shift submodalities, you shift them in yourself and others. It means that when you learn to do a swish pattern, you actually use it to create different, more useful behaviors for yourself.

As you think about using the NLP skills you have and will continue to learn, what is a result you decided to create when you first became interested in NLP? Have you created that result for yourself yet? If so, is it as good as you expected? If not, what are you waiting for?

And when you consider what results you want to create now, you'll find that by using what you've learned, you'll experience that using your skills offers you much more than what originally attracted you to NLP in the first place.

Think about it-the very first NLP book is titled, "The Structure of Magic." Don't YOU deserve the magical results you'll get when you go beyond just learning the structure?

©2004 [Dave Gonzalez](#)

---

For first-hand experience with [USING NLP](#), and getting more of what you want! Contact [Dave Gonzalez](#), one of the few Society Licensed Master Trainers of NLP runs the [ACCESS NLP Seminars Group](#) in Austin, TX! Register now for his outstanding 2-day NLP workshop called "Creating Magical Results" January, 22 & 23, 2005.

[Back to the top](#)

---

## Where Can I Find It?

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

[NLPTrainers.com](#)

[NLPInstitutes.com](#)

[NLPLinks.com](#)

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

***[Guerrilla Marketing During Tough Times](#) - How to Steal Customers from Your Competitors in Tough Times - Jay Conrad Levinson***

**OUTRAGEOUS WORD OF MOUTH SUCCESS - Martin Russell (with Michael John)**

**Learn from Martin Russell how to grow a business 237% in just 23 short weeks, solely using word-of-mouth with \$0 and how you can do the same too, right now. Click here for your free course:"**

**Hypnotic Library - every one of Joe Vitale's Hypnotic products at a huge discount**

**Magic Words That Bring You Riches - by Ted Nicholas**

**Bob Dobbs Fans!!  
Now available on DVD at [NLPStore.com](http://NLPStore.com)  
ARISE!! - THE SubGenius video to buy!**

**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™**

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 dialup 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?

[ADVANCED NLP SKILLS - John La Valle, Owen Fitzpatrick & Brian Colbert](#)

19th-21st November, 2004 - Dublin, Ireland

[ADVANCED SALES & PERSUASION SECRETS - John La Valle, Owen Fitzpatrick & Brian Colbert](#)

22nd-23rd November, 2004 - Dublin, Ireland

[Persuasion Engineering™, Design Human Engineering™ and Charisma Enhancement \(Trainer Training & Public Speaking Seminar\)](#)

All in Orlando, Florida in February/March 2005

[Get Your Information Package](#)

---

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), email 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 EMAIL 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

[Send Your Friends!!](#)

---

[THE NLP STORE](#) is on-line.

# New DVD Products Released Here!

Why buy the old stuff from the 80's - Richard has Updated! Why haven't You?

[Nested Loops DVD - Richard Bandler](#)

[Konstanz 2000 DVD - 3 Days in Konstanz with Richard Bandler](#)

[Welcome to Reality DVD - Richard Bandler](#)

[Trance-in Trance-out DVD - Richard Bandler](#)

*We will be releasing more new products soon. Stay tuned!*

- Online Here: Bob Dobbs Fans!! Now available on DVD at [NLPStore.com](http://NLPStore.com):  
[ARISE!! - THE SubGenius video to buy!](#)
- [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.
- NOW on Audio CD: ["The Adventures of Anybody"](#), the fairy tale written by Richard Bandler and narrated by Harry Nichols.
- We also NOW have:  
The "Introduction to Neuro-Hypnotic Repatterning™" videos available in [VHS NTSC \(U.S. format\)](#).  
The [PAL Version](#) is available at: [M.E.T.A. in the UK Click Here](#)
- ["The Personal Enhancement Series"](#) (6 CD's)
- [The DHE 2000™ set on CD](#) (14 CD's)
- and more!! at [NLP Store](#)

©2004 La Valle, all rights reserved in all media

[Back to top of page](#)

<a href="#"><u>Back Home to PureNLP™</u></a>	<a href="#"><u>What's Hot! in NLP?</u></a>	<a href="#"><u>What's New in NLP?</u></a>	<a href="#"><u>Send Me Info on NLP</u></a>	<a href="#"><u>Seminars Update</u></a>	<a href="#"><u>Online NLP Store</u></a>
<a href="#"><u>NLP Articles</u></a>	<a href="#"><u>Institutes</u></a>	<a href="#"><u>Links</u></a>	<a href="#"><u>NLP Web Ring</u></a>	<a href="#"><u>About us at Pure NLP</u></a>	<a href="#"><u>NLP Newsletter</u></a>