

Revelations Wellness Center & Academy

Neuro Linguistic Programming

Tools for connection with people

Did you ever feel it would really be nice to have a way to instantly connect with people. Somehow, some people seem to have that magic touch when talking with anyone on any subject. Now it is possible for you as well. In NLP there is Sensory Acuity and Rapport. Both help in reading and leading people.

Sensory Acuity is the ability to observe minute changes in a person's physiology that are a direct result of fluctuating internal states. By recognizing these external indicators, one can know when change is occurring on a mental and emotional level.

Rapport is a deep and unconscious state of trust and responsiveness with another person or people. It is based on the observation that people who are like each other tend to like each other. Rapport creates a sense of connection in which all things become possible.

How?

By noticing facial changes
Observing their eye movements
Connecting to familiarity with the other person.
Match gestures and voice are some examples

Continued.....

“Anything is possible in the presence of rapport.”

Dr. Milton Erickson, MD

Neuro Linguistic Programming

What is NLP?

NLP is a unique model that teaches people how to learn, how to motivate themselves, and change their behavior. There are specific techniques that deliberately restructure toward positive functioning of the brain's thinking and the body's behaviors by aligning the conscious with the unconscious mind and the body. NLP offers the most effective way possible to produce results that let you take charge of every area of life. It enables individuals to proactively design their physical and emotional responses. Set goals and outcomes in important areas of life by effective language of the unconscious and achieve them.

We absorb information through our senses (**Neurology**) Visual (sight), Auditory (touch), Olfactory (smell), Gustatory (taste). Understanding how the body and mind neurology works to better direct it toward more effective



thoughts and behavior. We can create new neurological pathways that break through mental conditions. **Linguistics:** The process by which we use is language and other non-verbal

Presuppositions of NLP

Convenient Assumptions

Respect for the other person's model of the world.
Accept the person: Change the behavior.
You are in charge of your mind, and therefore your behavior.
There is only feedback, no failure.
People do the best with the tools they have at the moment.
All behaviors are constructive in some way.

Neuro Linguistic Programming

Tools Continued.....

Sensory Acuity allows you to detect internal changes that are happening based on what they are externally showing you. You observe their skin color (light - dark), skin tonus (Shiny - not shiny), breathing (Fast-Slow, High - Low), lower lip size (lines - no lines), eyes (focused - defocused). There is usually a shift in these indicator. As you observe them consciously with practice you learn to know what is going on with them. It is important to not put your personal interpretation. It is about how they are expressing what is going on with them.

Rapport is usually created between each other by feeling comfortable with one another. We naturally think that language is enough but truth is words have minimal influence. Words often can have a different meaning to each individual. Often how you communicate with the tone of your voice and your body language that is what is clearly communicated. Sometimes we might be saying yes when we actually mean no. In conversation you could be yes but shaking your head no as an example.

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communication. We code, order, and give meaning with pictures, sounds, feelings, tastes, smells and words (Self Talk). **Programming:** We discover the ability to interact and communicate with our subconscious or unconscious mind to see what we have within us right now based on the input we have had from our past. And install new processes and ideas to create the change we want.

How does NLP work?

In NLP there is a belief that we create everything within us and around us by thought that we think, feelings that we hold, and actions that we take and reactions that we have. So based on that idea we can decide to change who we are by choice. There are people in our life that we might like to model, emulate and surpass. In order to do that, we can gather all the details about the person's posture, thoughts, actions and behaviors then go through the exact behavior and detail in sequence they have given. There by creating or duplicating as close to or better to accomplish the change in us or individual.

How and where can you use Neuro Linguistic Programming?

Since NLP is in everything that requires communication skills involving business to build rapport, discover how the person codes their information, and mode of communication allowing to present the knowledge or product in such a way that connects to them to learn or buy from you. In education a teacher can use all modalities so that each student can learn to best of their ability. In relationship you can speak in a language that effectively support and nurture the other person. You can use in various areas of life: career, relationships, education, counseling, parenting, nursing, public speaking, sports performance, and many other areas.



TECHNIQUE

CIRCLE OF EXCELLENCE

Tools Continued.....

By really becoming present with another person you can learn a lot about them. Begin noticing their body language, facial expressions, voice tonalities, and presentation overall. Then in a similar manner match something they are doing as subtly as possible. Match their breathing usually that is the easiest, then voice or how they are sitting or standing. Explore the possibilities.

Think of an excellent level of state you would like to instantly recall anytime you need energy and comfortable in any situation. This tool once anchored can become useful when you are with people in a presentation setting, any situation requires instant stress relief just by imagining a circle and stepping into it.

Circle of Excellence

Identify Excellent State: “Decide upon the states of levels of excellence in your life and what state do you want your resources available to you?”

Organize a Circle of Excellence: “I want you to envision a circle of excellence right in front of you. Tell me about the colors and sounds, if there are any?”

Access Excellence Circle and ANCHOR: “Reflect back on your life when you were in a place that was completely blissful. As it envelops you, step into that circle.” Every experience or access to this tranquil spot should help you step into the circle and then put three fingers together after stepping into the circle. -The Anchor.

Separator State/Testing: “Come out of the circle, relax for a moment, then walk back into the circle - Anchor - and discover just how completely you produce those feelings. Now, remove yourself from the circle, breath, enjoy the moment.”

Desired Context: “From now on, whenever you bring three fingers together - Anchor - walk back into the circle. Visualize a future situation, or set of circumstances where you want to experience or feel this exalted state.

Chaining: “As you bring the three fingers together -Anchor- I ‘d like you to return to the circle and recapture that exalted state. Breathe — wait a moment. Think about how, precisely that old problem will be different?”

Testing: Leave the circle, Think of a situation this might help and step into the circle feel the state and step out notice if it helped.

You now have this resource anytime and anywhere you need.