

IT'S WHAT YOU DON'T SAY THAT COUNTS

*A photograph never was the person.
A stepping stone is not the journey.
A musical score is not the sound.
There is no magic, only magicians and people's perceptions.*

What is NLP?

"...a practical skill that creates the results we truly want in the world while creating value for others in the process. It is the study of what makes the difference between the excellent and the average."

Neuro-Linguistic Programming

Neuro - acknowledges the fundamental idea that all behavior stems from our neurological processes of sight, hearing, smell, taste, touch and feeling

Linguistic - we use language to order our thoughts and behavior and to communicate with others

Programming - refers to ways we can choose to organize our ideas and actions to produce results.

I. Introduction to NLP

- Brief History
- NLP developed into 2 complementary directions:
 1. a process to discover the patterns of excellence in any field, and
 2. effective ways of thinking and communicating used by outstanding people
- How will we use NLP?

II. Understanding NLP Basics

- Maps & Filters
 - ▶ Everyone lives in a unique reality built from unique experiences, culture, language, beliefs, values, interests & assumptions
 - ▶ Behavioral Frames – NLP's 5 basic filters
 1. Orientation towards **outcomes** rather than **problems**
 2. Ask **how** rather than **why** questions
 3. **Feedback** vs. **Failure**
 4. Consider **possibilities** rather than **necessities**
 5. Adopt an attitude of **curiosity & fascination** rather than making **assumptions**
 - ▶ We all have, or can create, the inner resources we need to achieve our goals
- Learning, Unlearning & Relearning
 - ▶ Ability to keep track a maximum of 7 variables or pieces of information at one time!
 - ▶ Form habits to enable our minds to be free to notice other things
 - ▶ Four Stages of Learning
 1. Unconscious Incompetence
 2. Conscious Incompetence
 3. Conscious Competence
 4. Unconscious Competence

III. Communication Beyond WORDS

- Defining communication
 - ▶ Communication is the response you get no matter what your intention
 - ▶ Words, Tonality, Body Language TOGETHER
 - ▶ Communication is a LOOP and you must accept responsibility for your part
- Rapport
 - ▶ Develop an atmosphere of trust, confidence and participation within which people can respond freely
 - ▶ Mirror & Match
 1. complementary body language
 2. similar tonality
 3. breath rate
 - ▶ Two limits to ability to gain rapport:
 1. degree to which you can perceive others' postures, gestures & speech patterns
 2. skill with which you can match those behaviors
 - ▶ Pacing & Leading
 1. Pace- establish a bridge through rapport & respect
 2. Leading – changing your behavior so the other person follows
 3. "Where are we going and where do we need to go?"
 4. Respond vs. React

IV. SIMPLE SUCCESS SET-UP

- OUTCOME

Know what you want; develop a clear idea of the outcome you desire in ANY situation

 - ▶ State in the positive
 - ▶ You must play an active part (outcome must be within your reasonable control)
 - ▶ Be specific
 - ▶ Develop Evidence
 - ▶ Resources
 - ▶ Size
 - ▶ Ecology Frame
- ACUITY

Be aware and keep all of your senses open so that you can fully understand what type of reaction you are receiving

 - ▶ Perception through filters
 - ▶ Representational systems
 - ▶ Predicates
 - ▶ Accessing cues – eyes, speech, etc.
 - ▶ Submodalities
- FLEXIBILITY
 - ▶ Have the flexibility to continue to change what you do until you get what you want

V. Using NLP in Fitness

- Understand your Maps & Filters and how each factors into the way you:
 - ▶ Put together goals for every workout or training program
 - ▶ Consider your interactions with different types of clients (and potential clients)
 - ▶ The way you coach and lead (both inside and outside of the club/studio)
- Take into account how clients learn, unlearn & relearn
 - ▶ Build "habits" into your sessions that you can build on to free your clients' minds for new skills/drills/goals each session
- Become aware of the other components of a communicative message (not just the words) and how you can use these to your advantage in a session
- Come up with unique ideas for building rapport in and out of a traditional setting (sessions)
- Once rapport is established, determine how you will pace & lead
 - ▶ What strategies can you use to take responsibility and empower your clients with responsibility for his/her actions
- Utilize the SIMPLE SUCCESS SET UP
 - ▶ Develop clear & attainable GOALS for each session, no matter the population, ability level, etc.
 - ▶ Use all types of senses/learning modalities/communication types to analyze what is happening in each workout
 - ▶ Adequately prepare to insure you have MANY options to remain flexible
- Continue to challenge yourself, as you challenge your clients, with your communication style and mental awareness to foster success in each and every person with whom you interact

RESOURCES:

Introducing NLP, Joseph O'Connor & John Seymour

Anchor Point Magazine, various articles by Rachel Hott, Ph.D.

www.NLP.com

www.nlpinfo.com

www.nlp-world.com

www.nlpschedule.com

www.nlptraining.com

www.nlpcomprehensive.com