

RAPPORT

THE MAGAZINE FOR NLP PROFESSIONALS



**Are you limiting
yourself with the
Law of Attraction?**

NLP Quick Tips • Education • NLP Stories • Health & Wellbeing • Lifestyle • Business • ANLP News • NLP People • Social Media
NLP Conference & Awards • Coaching • Author Interview • Diary Events • Research • Book Reviews • NLP Practice Groups • Blog

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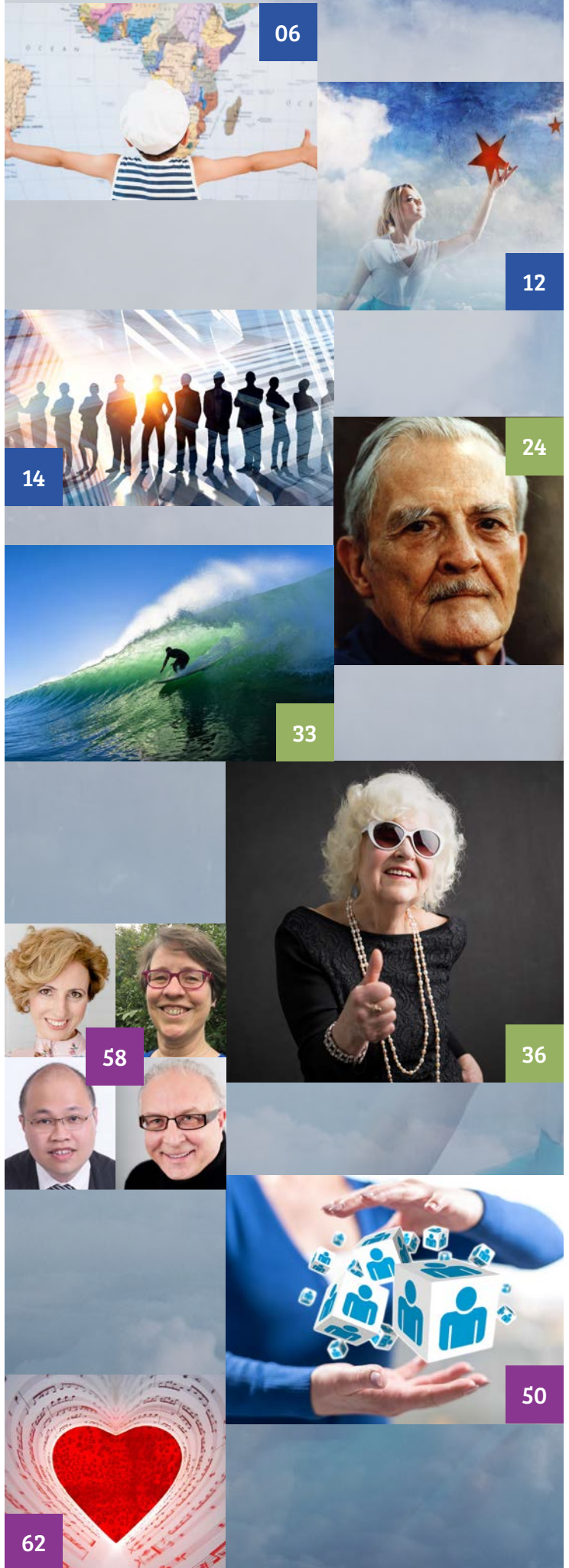
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What do you do when your default strategies stop working?



By Eve Menezes Cunningham

I'm normally very organised. But this month, my usual strategies weren't available to me.

Preparing for over a year to move from Essex to the west coast of Ireland, from the time I signed contracts in January until March, I expected to be exchanging contracts on my UK home any day. Then I would be able to find somewhere to live in Ireland and start ticking things off my On Exchange mind map.

Reality meant booking the ferry before we'd exchanged. I had nine days to find somewhere for us to move into, pack and close UK life admin. All in case we crashed out of the EU on 29th March without a deal and Rainbow MagnifiCat's pet passport became invalid.

Friends I'd invited for imaginary leisurely farewell cups of tea saved my vegan bacon by helping me pack. The morning of our 17.5 hour journey, my mum saved the day by finishing what we had to leave before completing.

We finally exchanged contracts two days before moving. I was relieved to have to put my flat to auction after moving but I had limited wifi at the B&B the first week and sporadic signal. When I moved to my rural studio after a week, I had almost no wifi (even with a dongle) or mobile signal. Things that would normally take a few minutes (e.g. a quick call to the bank) took three days.

Everything was new. For example, I've never had a log fire before and while it's

beautiful, in cold weather (it was two degrees which felt more like winter), it was my only source of heat. Usually, I'd have been Googling, 'How to light a log fire' and asking online.

From the time I'd said I was moving to the Wild Atlantic Way, while loved ones had been supportive, they'd warned me that I'd be very isolated (especially in my temporary rural studio) and would need to learn to drive.

'It'll be *fine*,' I'd repeated. 'I'm getting to know some lovely people in my future home town and *we'll* be chatting and visiting all the time. My practice is almost completely online now, it'll be *easy*. It's 2019.'

No mobile signal and exceedingly limited internet those first ten days meant I really *did* feel isolated. I was accepting lifts into town from strangers I'd just met (amazing people helping me get internet sorted) and taking more cabs in a few days than I'd taken in several years. In spite of communication issues, I was interviewed by RTE (Irish television) about my Brexit-inspired move and life felt surreal.

Even not having my things around me forced new strategies. This is a stunningly beautiful but temporary home so most of my boxes are staying packed up until we're in our permanent home. For the first few days, I was spreading my Veego chocolate spread on toast with a fork as I hadn't yet unpacked the rest of

my cutlery. The lack of internet meant everything else was taking a backseat.

One day, it took me 40 attempts to get a signal to ring my mum. I couldn't arrange to meet up with new friends but, when in town, I'd catch up with as many arrangements as I could. I was able to rent space to see online clients as a result of having made connections before my move.

Now that I have more control of my schedule, I've been cycling more – initially it took an hour into town but I've found a 45-minute route into town or the quay so I'm getting fitter and stronger, too.

My morning strategies changed as well. My meditation, yoga and EFT became even more important to me. Additions, like clearing the ash from the fireplace and feeding the trees with it, taking Rainbow MagnifiCat's litter to the leaf compost, and gathering kindling and firewood from these amazing grounds I'm temporarily living in, make me feel like I've been bodysnatched by someone far more adventurous than I am.

Now feeling more settled and organised, I'm enjoying the sense of order my lists and diaries and mind maps provide. But I also realise that this completely unexpected introduction to my new home country (the first place I've lived where I have a blood link as well as a passport) has changed me and being forced to find new strategies has (with hindsight) been freeing. ■

Eve Menezes Cunningham is an NLP master practitioner, online self-care coach, therapist and supervisor at selfcarecoaching.net. She is the author of *365 Ways to Feel Better: Self-care Ideas for Embodied Wellbeing* (White Owl, 2017).

Self-care

Reorganising your 'Food Panorama Storage System'



By Melody Cheal

Looking after yourself physically is an important aspect of self-care, including what you eat and maintaining a healthy weight. However, as I am sure many of you know, healthy eating and maintaining a healthy weight often have more to do with emotional and psychological issues than simple eating patterns.

Both weight loss (for those who are overweight) and weight gain (for those who are underweight) should be a matter of physics: energy in versus energy out. In reality it is far more complex than that. Modern research is suggesting that there are individual differences that also mean people have different challenges physiologically. I mention this aspect in passing as it will sometimes be an additional factor. My focus will be on thinking patterns and internal representations.

Food is often a symbolic substitute for something else at the unconscious level and as a result everyone has a different relationship with food. Some of these relationships are healthy while others are not. Many of you will be familiar with phrases such as 'comfort eating' or 'eating your emotions'. There is a challenge that no matter how self-aware you may be, behaviours such as comfort eating may be unconsciously triggered. There can even be a form of amnesia involved where you do not even remember eating that bag of crisps or that chocolate bar. If comfort eating were a completely conscious behaviour it would be far easier to change.

Using the Food Panorama Storage System pattern with clients

Working with eating issues as an NLP practitioner requires a solid understanding of the complexities associated with the many relationships that a client may have with food.

When I work with clients, the first step is to do a basic ecology check around general health. I often recommend clients speak to a medical professional to make sure there are no physiological issues that may also be having an impact. This can include medications that cause weight gain or weight loss.

In my opinion, unless you are a medical professional, it is unethical for you to offer advice about medications or medical conditions. It is useful to have an awareness of some of the common medications or conditions to inform your practice and yet to be clear about professional boundaries. By ensuring you work ethically, you are helping to improve or protect both your own reputation and that of NLP in general.

The next step is to begin eliciting a well-formed outcome plus what the client perceives to be the issue. Make sure you explore the multiple positive intentions behind the issue(s) and also the outcome. This will allow you to gain some clarity about what other ecology issues may need addressing as part of the process.

Be wary of only treating symptoms of the issue(s) rather than causes or triggers. When symptoms are treated in isolation, the unconscious often re-routes the issue, creating a new symptom.

Working with clients with issues around food tends to be complex and often multi-layered. Most NLP techniques will have a

Food is often a symbolic substitute for something else at the unconscious level

value and a use. Over time, I began adapting some techniques that have been in NLP for many decades, bringing them together to create a pattern for 'reorganising your Food Panorama Storage System'.

Unsurprisingly, one of my biggest influencers for this pattern is Lucas Derks and his work with 'social panoramas'. In his book of the same title (*1) he describes a pattern whereby we store representations of the people in our lives. He noticed commonalities such as the location where many people store the representation of their significant other, loved ones, ex-partners, work colleagues etc. He noticed that people would sometimes have a social panorama that created relationship issues. Using NLP principles, he developed change-work methods to help people reorganise their social panorama.

This theory inspired me to explore another panorama, that of food. I discovered that when I asked people to identify where they kept certain types of food they were able to tell me instantly.

Most people indicated space around themselves, with only a few choosing locations within the body.

I noticed a common pattern with people who struggled to lose weight: they often seemed to have food that was sugary or high in carbohydrates located close in front of their face, while healthy foods appeared to be located either to the side, low down or even behind them.

I developed a number of different food categories to check:

- Highly desirable food
- Food that triggered a gag response
- Mild like and mild dislike locations
- Take it or leave it food.

In people who had a healthy relationship with food, these labels made sense and each category would have a mixture of different food groups, e.g. vegetables, proteins, sugary foods and carbohydrates.

Working with people wanting to lose weight there were some marked differences. Location categories that made more sense to them were:

- 'Naughty' foods (highly desirable and classed as unhealthy)
- Healthy or 'good' food that was eaten because they knew it was good for them
- Healthy food that was disliked or even produced a gag response
- Food that they could take or leave.

I started exploring what happens when we reorganise a person's Food Panorama Storage System. A 'like to dislike pattern' has existed in NLP for many years and this technique works on the same principle. My pattern, the Food Panorama Storage System, introduces some new distinctions.

The 'critical sub-modality' used is location and rather than working with just one food at a time the idea is to help the client reorganise many different types of food.



A case study

One woman in her late 40s found bread irresistible and she disliked green vegetables. Bread was located directly in front of her eyes and nose. Green vegetables were to her left and to the side at about waist level.

I first guided her to move bread to the same location as vegetables. By experimenting I guided her to discover that the level of revulsion increased when she moved the bread lower than the original location. She discovered that this was where she kept offal which she disliked even more. Until that point she had been unaware of this location that produced a stronger revulsion response.

Rather than move all green vegetables in this first session, I invited her to choose one type. She chose broccoli. On moving it to the position just in front of her face she noticed that she felt more neutral about broccoli. This is not unusual in my experience and is still a positive indicator (as the next few weeks demonstrated).

Over a fairly short period of time, she lost all interest in bread. She began consciously adding broccoli to meals. Several sessions later, she reported that she had been adding other green vegetables spontaneously to her diet. She now enjoyed the taste and was experimenting with recipes that included much healthier ingredients because she wanted to.

As with several other case studies, the pattern changes were very successful and she reached her goals easily and without stress. It appeared that there were several factors that made her, and similar clients, a good candidate:

- The weight gain was not a long-standing historic experience. She had gained weight during her divorce and had not previously had weight issues.
- The original stressor was not active and there did not appear to be any deep-rooted positive intentions to include in the change work.
- She was willing to give up a specific food rather than cut down on how much she ate.

As with smoking cessation, I have noticed greater success where the person is prepared to give up a specific food rather than reduce intake. Working with other clients to reduce the intake of a 'naughty' food has usually resulted in a short-term result only.

When I asked people to identify where they kept certain types of food they were able to tell me instantly

Apply to self

I decided to experiment with my own eating habits recently. I moved sugary foods to my anchovy location (guaranteed gag response for me). I was wanting to lose some weight and also aware of issues such as inflammation that I wanted to reduce.

What happened next was fascinating. After about a month, I had gained about six pounds! When I reviewed my progress I realised that I had considerably increased my carbohydrate intake without realising it. My unconscious was still craving sugar and so prompted me to crave carbohydrates. I called this 'stealth sugar acquisition'!

This is an indicator to me that there is a positive intention or an ecology issue for me to clean up. I also realised I had not increased the desirability of any healthy foods. I had not done this because I already like healthy food. It occurs to me, on reflection, that a balance in reducing the desirability of one food and replacing it with another may be a critical factor. These reflections have provided me with a new avenue to explore and I will report the results in a future article.

Conclusions

In conclusion, reorganising a client's Food Panorama Storage System seems to produce the best results when focused on specific foods. In addition, the client needs to either have no historic deep-rooted issues connected to their relationship with food, or these issues need to be cleared before using this pattern.

I have not applied the pattern to anyone wishing to gain weight, however my hunch is the same conditions would apply. I would not expect this pattern on its own to have much impact on eating disorders.

The Food Panorama Storage System pattern could provide a useful avenue for future research in a society increasingly concerned with healthy eating. ■



Reference

(*1) Lucas Derks, 2005. *Social Panoramas: Changing the unconscious landscape with NLP and Psychotherapy*. Crown House Publishing.

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The therapeutic genius of Milton Erickson and how he positively influenced the fields of NLP and psychotherapy



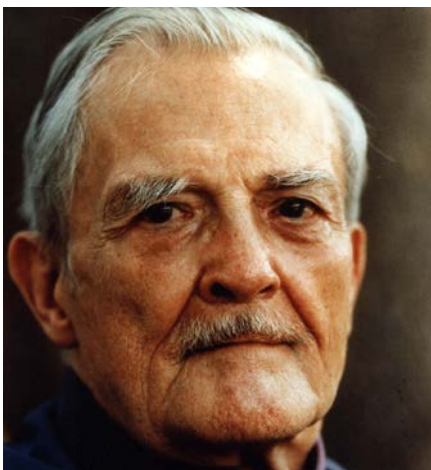
By Kris Hallbom



Photos on this page provided by the Milton H. Erickson Foundation.

Milton had many different identities, such as psychiatrist, father, researcher, journal editor, mentor, practical joker, lover of nature and more

Once upon a time in a faraway land called Phoenix, there lived an old man in a wheelchair, whom many called the Wizard of the Desert. (*1,2) This old man had sparkly eyes that shimmered like the ocean and he lived inside the body of one who had polio. He was racked with physical pain day and night, yet had the magical ability to outthink the pain and forge the pathway for a generation of gifted healers – who would forever remember him – long after he was gone and his dust-filled ashes were spread out upon the Arizona desert. His name was Dr Milton H. Erickson, and he was one of the greatest psychotherapists who ever lived. (*3)



Because of his frail health, many young college students who were studying psychology, psychotherapy and hypnotherapy – along with many seasoned psychotherapists of the day – would make the journey to the old man's simple home in the desert to pay homage to him, and to quietly sit and learn from him – and let him mess with their minds...

Some called Erickson a healer, others called him a trickster and a shaman – and millions of people around the world consider him to be one of the greatest psychiatrists and hypnotherapists of our time. He wrote prolifically about what he did, worked with tons of patients – and freely gave his knowledge and wisdom away. He influenced a whole generation of brilliant young thinkers, change agents and psychotherapeutic geniuses who would go on to change the world in a big way.

Three of those people include:

Jeffrey K. Zeig PhD, the founder and director of the Milton H. Erickson Foundation, and inheritor of Dr. Erickson's therapy practice, who has authored and edited more than 20 books on psychotherapy and the work of Milton Erickson;

Stephen Gilligan PhD, who is considered by many to be a modern-day genius

in the use of trance and Ericksonian hypnotherapy – and has written a number of books on trance and psychotherapy;

Robert Dilts, one of the primary developers of NLP, who has written more than 25 books on NLP, psychotherapy and success factor modelling.

It's interesting to note that the three of them made multiple trips to see Erickson in the later part of his life – and these trance-filled trips helped shape them into becoming the brilliant men they are today. The focus of this article will be on their thoughts and understandings of what made Milton such a therapeutic genius, and what made him so incredibly special.

And now we can step back in time to the mid-1970s, into the dusty hot desert of Phoenix, Arizona – and imagine what it would have been like to be a young university student studying with a great master like Erickson... a master who was colourblind, arrhythmic, tone deaf, dyslexic – and always wore the colour purple, with a bolo tie covered in purple seashells...

Milton Erickson and the power of having a beginner's mind

'Whenever we went to Phoenix to study with Dr Erickson in the 1970s, we had a lot of questions for him,' said Robert Dilts,

as he reflected on what it was like to be a 19-year-old studying with Erickson.

'The other students and I would ask him questions such as, "If you use this particular approach with a person who has that particular type of issue, will it produce a certain result?" and Erickson would invariably reply, "I don't know."

'We would then ask him, "Will it work to use this process to address that problem?" and again, Erickson would respond, "I don't know." We ended up with pages and pages in our notebooks repeating, *He doesn't know. He doesn't know. He doesn't know.*'

Milton Erickson's approach to problem solving is a classic example of the power of having a *beginner's mind*, proclaimed Dilts. It wasn't that he was trying to be evasive. It was that he simply did not

operate from a lot of pre-held beliefs and assumptions.

Interestingly, every situation was unique to Erickson, every person was 'one of a kind', and his relationship with that person was also unique, said Dilts.

So when asked about the probability of a particular outcome, Erickson would always say, 'I don't know. I really don't know.' And then he would add, 'But I am very curious to discover what is possible.'

'I believe that *state of not knowing* combined with *curiosity* is at the essence of true generative and transformational

One of the unique contributions that Erickson made was 'utilisation'

change, and contributed to Erickson's therapeutic genius,' explained Dilts. (*4)

According to Stephen Gilligan, who was also a long-time student of Erickson, Milton had many different identities, such as psychiatrist, father, researcher, journal editor, mentor, practical joker, lover of nature and more. He had a keen intellect, was an exceptional communicator, and a therapist without peer. He taught in medical school, founded and edited an academic journal, and worked tirelessly with psychiatric patients for close to five decades. But along with these rational and worldly achievements, Milton Erickson was also a great healer, said Gilligan. (*5)

Erickson was renowned for drifting in and out of a trance state during his therapy sessions with clients and trusted his unconscious mind to understand his patient's unconscious mind in a way that intellect and logic could only attempt to make sense of afterwards (and fail massively to fully understand). One of his most accomplished students, Jeffrey Zeig, has often stated that even the most perceptive and intelligent person could still only catch onto about 50% of what Milton was doing, and for a disabled man with paralysis of the mouth, tongue, arms and legs, Milton never wasted an ounce of energy doing anything or saying anything that was not entirely purposeful. (*6)

'It is Erickson's work, in fact, that is most at the foundation of the principles and techniques of neurolinguistic programming', said Robert Dilts. While much has already been written on Erickson's processes, there is always much to be gained by the re-examination of his work. (*7)

According to Dilts, the most fundamental and important strategy employed by Erickson was the process of 'pacing and leading'. Erickson was a master at meeting his clients at their own impoverished model of the world, pacing their way of thinking and then elegantly leading them to a more resourceful way of organising their experience. This process of 'pacing' was also a powerful way to establish a deep rapport with the patient. (*8)

According to Jeffrey Zeig, 'If you were to ask Erickson what his biggest contribution was to the field of psychotherapy, he would have said that the technical contributions that he made were the interspersal technique and the associative technique - *meaning that on the social level, you are talking about one thing, while on the psychological level, you are referring to other things.*' (*9)



► But besides the technical contributions, one of the unique contributions that Erickson made was 'utilisation', said Zeig. Utilisation is a philosophy of response readiness. The therapist responds constructively to whatever exists in the total weave of the situation. Rather than analysing things, you utilise things. So if the person is tall, utilise that. If the person is short, utilise that...

'For example, when I went to see Erickson for the first time it was the end of my counterculture days and I had long hair that was braided at the back and parted down the middle,' explained Zeig. 'And when I went to see him the second time, I'd changed my style completely, to a style that's somewhat similar to the way that I dress today, and I have curly hair, and Erickson autographed his book for me, "To Jeff Zeig, just another book to curl your hair." And so Erickson would utilise anything, and if you gave him whatever it was that you gave him, he would find a way of utilising it.' (*10)

According to Stephen Gilligan, one of Erickson's greatest skills was *his capacity to operate in two 'realities' simultaneously: the interior world and the exterior world.*

His 'inner world' (with a dazzling array of naturalistic trance experiences) showed the infinite possibilities of consciousness; his 'outer world' (with all sorts of directives to act differently in the social world) showed many creative paths for shifting a person's identity; and *his skill at holding both worlds simultaneously gave him a special capacity as a healer.*

'But while he had dazzling technical prowess and mesmerising presence, at the heart of his healing capacity was his love and compassion for his patients. I believe that his exceptional ability to enter and gently affirm a person's deepest identity was responsible for much of his success,' said Gilligan. (*11)

In spite of his remarkable impairment due to polio and the residuals of post-polio syndrome that stripped him of some of his muscular strength over the years and caused tremendous pain, Erickson transcended his pain and perfumed the air around him with the spirit of being glad to be alive. Erickson was also the most precise communicator that Zeig ever encountered:

'Every word was chosen, every gesture was chosen, the meaning of the words was chosen, the meaning of the gestures was chosen, and he was really working assiduously to reach your heart – and this

is one of the many things that made him so special.' (*12)

Please visit the Milton H. Erickson Foundation website at: www.erickson-foundation.org to learn more about the therapeutic genius of Milton Erickson. ■

Erickson transcended his pain and perfumed the air around him with the spirit of being glad to be alive



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ANLP Charity Partnership



In support of
 | BLMK
 for better mental health

At the 2019 NLP Awards, ANLP partnered with Mind BLMK (Bedford, Luton and Milton Keynes) to give our support to a local charity which is part of a larger national group.

The rapport with the Mind BLMK team has been incredible and they have been active in working with us to raise funds for their work. We are humbled and amazed that the response to our partnership has been so full of appreciation and gratitude and we feel such a strong bond with Mind BLMK that we want to work with them in deeper and more practical ways.

Richard Hurst, the Mind BLMK Operations Manager, read out the letter from Stephen Fry (opposite page) and spoke about the work that Mind and Mind BLMK do

for people with mental health challenges. It is important work.

We came to know that Mind, in general, have had their funding cut and are in more need than ever of support for their work – and that got us thinking...

We have started discussions with Mind BLMK to see how we can form a strategic partnership with them to provide general volunteers from within the ANLP membership to support local Mind groups across the UK. In some instances, where our members are appropriately qualified, we are exploring ways in which they can volunteer to work directly with those people who ask Mind for help.

As a collaboration, this then becomes a platform for us to

help on any level where we can AND can raise the profile of NLP within another national charity. We hope that this will lead to more recognition of the positive changes NLP and ANLP members can bring into the wider world.

Our intention is to register those members who have time they can give for general volunteering and those members with appropriate qualifications and relevant experience who can work directly with Mind. Mind will carry out their own due diligence, interviews and scrutiny of any people and their qualifications including, where necessary, up-to-date DBS checks, safeguarding certification and experience in particular areas.

This is just at the discussion stage and we welcome your

feedback on how we can best structure this relationship and use our collective resources to make a positive difference that is not necessarily based on direct funding or financing (you are welcome to do this as well!).

As Richard Hurst says, '[Mind] care about how mental health support is given. We care that we talk about mental health openly. We care about the wellbeing of those whom we can help to have better strategies to deal with mental health.'

We want to help them deliver this.

Please send your comments, feedback and ideas to strategy@anlp.org so that we can use your expertise to help us in our discussions and get the best outcomes for all parties. ■



Letter from Stephen Fry

This letter was written for and read out at the
NLP Awards evening on Saturday 18th May.



Bedford
Central Beds
Luton
Milton Keynes

Good evening

Thank you, thank you, thank you. I say that three times in case you couldn't hear me at the back! Actually, I say it three times because we are thrice grateful and appreciative of the generosity you have displayed in being here this evening and supporting Mind BLMK.

Mental health is something that we at Mind care about. We care about how mental health issues are perceived and talked about. We care how communities support people who have these challenges. We care about what institutions, politicians and Government departments do and what changes are necessary to improve how we all deal with mental health issues.

We know that you are in the business of using your NLP skills to help people in 1-2-1 personal development, teams, leadership, education and healthcare, and that this is an evening to celebrate the benefits that NLP brings to your communities and clients.

Our charity is also about bringing about change, whether that is by helping an individual in crisis or developing community, council or political strategies to change how we support the people who need our help the most.

Your financial support is, of course, crucial in allowing Mind BLMK to continue their work within the local community. It is also your support in helping us spread the word, being open with our own challenges and sharing our strategies and stories on how we have overcome them. It is our mission to raise awareness, provide support and to make a difference, it is there we have commonality of goals.

So thank you, thank you, thank you. For your donations, for your understanding and for your help, and we hope it goes way beyond this evening and you help us to get our messages out there.

Enjoy your evening at the NLP Awards and a huge congratulations to all those who were nominated or put forward for an award, your support for your local community is outstanding.

Yours sincerely,

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NLP International Conference in review

NLP
INTERNATIONAL
CONFERENCE
17 – 19th May 2019
The Park Inn by Radisson, Heathrow
LONDON
www.nlpconference.com



By Andy Coote

At the NLP International Conference this year, I spent some time meeting and talking to people, some of whom I knew and some who were new acquaintances. People come to the conference for many different reasons and I was interested in why they came, how their experiences had been whilst there and whether they would return another time.

James Tripp has been a regular attendee at the conference since it was held at Regent's College. He told me, 'NLP is my background. I've been operating in the field of hypnosis, professionally speaking, for a fair while. I owe NLP a lot and I love the scope it gives me for exploring interesting things. So I'm coming back into this world and reconnecting with it after years on "foreign" shores.'

Or Levy was part of the Israeli group around Ronit Goldberg, a regular at recent conferences and a major influencer in her home market. Or told me, 'Basically I was interested to get to know more about the worldwide NLP community and listen to some interesting lectures. My teacher

'The three days I experienced were inspirational, motivational, insightful, sometimes emotional and overall simply extraordinary'

- Tony Nutley -



Ronit taught me pretty much everything I know about NLP from the practitioner course all the way through to coaching and being a trainer. I'm also part of her academic team, teaching NLP.'

Tony Nutley, NLP coach and trainer, has actively avoided coming to the conference in past years. Now he is a convert. He says, 'If you decided to pass on attending the NLP conference this year, trust me on this, you made a mistake. I have not attended in the last few years based on ancient experience and some preconceived notions. I have to say, I was wrong; the three days of the conference have been one of the richest learning environments I have had the privilege of being a part of for many years.'

Martin Crump, NLP trainer, was at the conference as a speaker, having been persuaded it would be a good idea to submit a proposal. 'I arrived on Saturday, checked in and went to get a cup of tea, and was approached by the only other person standing there, who introduced himself and told me he was looking forward to my





presentation the next day. He'd recognised me from my photo in the conference planner and wanted to say hello. Everyone at the conference was really friendly, and I had lots of very interesting conversations at the event and afterwards.'

So how was their conference experience?

James Tripp: 'I've enjoyed the conference and seen some fantastic speakers. I love these sorts of events where you get to dip into many different things. The way my mind works, sparks of connection happen between disparate things. This is exactly the kind of environment that allows for this to happen or at least facilitates that and acts as a catalyst. I also find equally as much value in the side conversations that happen in the corridors and the refreshment rooms between the sessions. Really enjoyed it, got a lot from it.'

Or Levy: 'The level of professionalism in NLP in Israel is high, especially when it comes

'I love these sorts of events where you get to dip into many different things'

- James Tripp -



to Ronit and the people around her. I don't think I've acquired a lot of new knowledge but definitely a new perspective on things that I already know.' Would he come back another year? 'I think so, yes.'

Tony Nutley: 'The mix of workshops and quality content was outstanding, not to mention the opportunity to catch up with old friends and to make new connections. Additionally, I was able to develop some great business opportunities that my team and I are really excited about. Be sure to book your spot for the NLP Awards gala evening dinner; all I can say is WOW! If you are thinking about the 2020 event, and wondering if it's for you, I honestly recommend the event. The three days I experienced were inspirational, motivational, insightful, sometimes emotional and overall simply extraordinary.'

Martin Crump: 'I had decided to watch all the presentations in the Business strand as my focus on NLP is business applications but after the first session I decided that I should go to the sessions I wouldn't normally focus on, to see what learning from these I can apply in my practice.'

'I had a great time in the 'Mindfulness-based Inner Repatterning' session by Tania Prince, where I learned how to get rid of my





► impostor syndrome, which was really useful, given that it was talking loudly in my ear that morning. I wasn't sure what to expect from the name of the session, but I got a lot out of it, especially the value of stepping out of your comfort zone. Robert Dilts is a hero of mine and I use the logical levels model in most of what I do – it's at the core of my strategic planning tool, my coaching approach and my cultural change models, so hearing from him was a highlight. Overall, the key learning I got from the conference was: after 23 years of learning and using NLP I am pretty good at it, and I'm well respected by the NLP professionals whom I met. That said, I've still got lots of opportunity to improve my knowledge, skills and understanding. It also brought home to me how effective and useful the presuppositions of NLP are – especially this piece of advice: "You have all the resources you need to achieve your goals. There are no unresourceful people, only unresourceful states." I certainly feel in a much more resourceful state than before I went.'

I spoke to many more people at the conference and took part in

'I was interested to get to know more about the worldwide NLP community and listen to some interesting lectures'

- Or Levy -



some great exercises, getting to know some people better and others for the first time. The feedback from others was often non-verbal: relaxed posture, eye contact and smiling. Not all conferences have had this level of energy. The keynote from Judith Delozier and Judith Lowe set the tone and energetic level and held the attention of a very large and attentive audience learning about Passion in Action and working towards our dreams.

The organisation and stewarding is now getting to a good professional level where they are hardly noticed most of the time, even with the purple tabards they wear. Rooms are turned round, audiences moved in and out with speed and ease, refreshment breaks and lunchtimes are facilitated by the conference team and the hotel to be as effective as possible. From arrival to departure (and before and after that), the conference just works.

This year's mix of sessions seemed to me to be varied and honoured both the roots of NLP and the places where it is going. Next year it would be great to see even more diversity and range in the sessions and a younger element to audience and speakers.

Will I be back next year? I most certainly will. I hope to see you there. ■



Ambassador update

Welcome to our latest ANLP Ambassadors:

- Rita Aleluia – Portugal
- Madeleine Allen – Northumberland and Scottish Borders
- Luke Bong – East Malaysia and Brunei
- Dave Wooley – Staffordshire.

We will be featuring bios of them in the next issue of *Rapport* magazine to introduce them and relay how they are helping ANLP raise the profile of ANLP and NLP with local members and the general public.

The ANLP Ambassador Programme is vibrant and all our Ambassadors are working to raise awareness of NLP through local meetings, media articles and sharing their thoughts and NLP successes.

As we focus more on the practice of 'Good NLP' we have realised that it is the beliefs and values of our members that drives how they are Excelling in NLP and

Excelling with NLP.

We are collecting more stories and narrative evidence to show how NLP is working – the difference that makes the difference. Our Ambassadors are at the forefront of this ANLP initiative and are actively seeking out those NLP professionals who do great work every day.

And we would love to hear from you too...

As an ANLP member, you were sent the link to the case studies template in a recent ANLP update email, so that you have time to prepare your case studies and stories, ready to add to your profile on the new website when it is launched this summer.

ANLP will make these stories and case studies available on the website and (where appropriate) on our social media platforms and promote them to the general public and the corporate sector as

well as the NLP community itself.

We are holding a series of five regional ANLP member open-frame forums during 2019 and will be posting on social media and our website with dates and times that we hope you can attend. This is your chance to meet your local Ambassador and help shape how the global professional body for NLP is run. ■



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www.facebook.com/anlpint/



Instagram

www.instagram.com/anlpinternational/



Twitter

@anlp



LinkedIn

www.linkedin.com/groups/2464853/

The ANLP International/Regional Ambassador is a prestigious position within ANLP. Each Ambassador is selected as truly representative of the ethics, professionalism and aspirations of ANLP and their members with a focus within a particular country or UK region.

Being an ANLP International/UK Regional Ambassador has additional membership benefits and gives a unique opportunity to shape how ANLP interacts with your country or UK region. These benefits include:

- 1 ANLP membership fees refunded when Ambassador targets are achieved.
- 2 Use of title 'ANLP International/UK Regional Ambassador' on ANLP website and feature on the new ANLP International/UK Regional Ambassador profile page.
- 3 Use of title 'ANLP International/UK Regional Ambassador' on your own business collateral.
- 4 Exclusive feedback into the ANLP Board on new initiatives for your own country/UK region.
- 5 Keynote speaker opportunity at regional ANLP workshops.
- 6 Free personal business advertising on ANLP website for 12 months, when Ambassador targets are achieved.

If your area has a vacancy and you feel that you can add to the international/UK regional voice of ANLP, working with us on making ANLP and NLP more accessible in your country or UK region, please contact us via future@anlp.org. ■

New Ambassadors



Rita Aleluia
Portugal



Dave Wooley
Staffordshire



Luke Bong
East Malaysia
and Brunei



Madeleine Allen
Northumberland and
Scottish Borders

Regional Ambassadors

Aberdeenshire	Edinburgh – Eilidh Macdonald-Harte	Northamptonshire
Angus	Essex – Emma McNally	Northern Ireland – Michael Dunlop
Argyle & Bute	Gloucestershire – Reb Veale	Northumberland – Madeleine Allen *NEW*
Avon	Greater Manchester	Nottinghamshire
Ayrshire	Gwynedd	Oxfordshire
Bedfordshire – Patsy Wood	Hampshire	Pembrokeshire
Berkshire	Herefordshire	Powys
Buckinghamshire – Patsy Wood	Hertfordshire – Patsy Wood	Scottish Borders – Madeleine Allen *NEW*
Cambridgeshire	Kent – Melody Cheal	Scottish Highlands
Carmarthenshire	Lanarkshire	Shropshire
Ceredigion	Lancashire	Somerset
Cheshire	Leicestershire	South Wales
Conwy	Lincolnshire	Staffordshire – Dave Woolley *NEW*
Cornwall – Lizzie Larbaestier	London – Central	Stirling
Cumbria	London – East	Suffolk
Derbyshire	London – North	Warwickshire
Devon – Ian Pitchford	London – South – Andy Coley	West Midlands – Daksha Malik
Dorset	London – West	West Sussex
Dumfries & Galloway	Merseyside	Wiltshire
Durham	Moray	Worcestershire
East Sussex – Melody Cheal	Norfolk	Yorkshire

International Ambassadors

Australia	Ireland – Michael Dunlop	Russian Federation
Brazil	Korea – Shin Yong Hub	Singapore
Brunei – Luke Bong *NEW	Malaysia – Eleni Sarantinou	South Africa – Thabiso Mailula
Canada – Colette Normandeau	Mexico	South Eastern Europe – Slavica Squire
East Malaysia – Luke Bong *NEW*	Netherlands	Switzerland
Germany	New Zealand – Suzanne Henwood	UAE – Marilou Seavey
Greece – Nick Fragkias	Pakistan	USA – Jerry Seavey
India	Portugal – Rita Aleluia *NEW*	

RAPPORT

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