

RAPPORT

THE MAGAZINE FOR NLP PROFESSIONALS

Urban / Digital – Contamination or Distillation?



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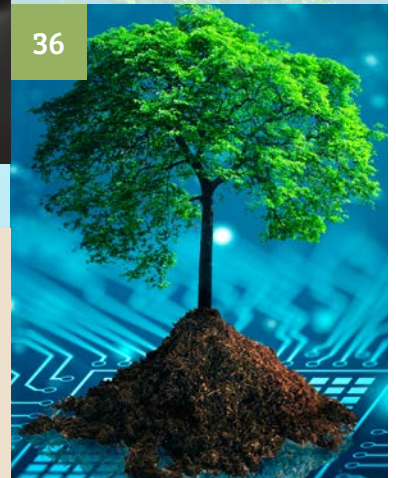
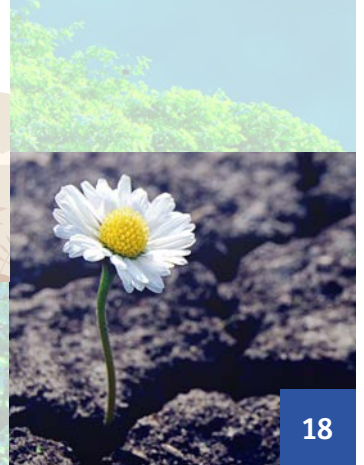
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We're on a Mission... our mission is to give to all GP practices in the UK access to NLP professionals

David Maddams, one of the co-founders of the NLP for Health project, Retired GP, GP Trainer, and NLP Practitioner shares an update on this project...



We're a team of committed NLP professionals working to make this happen. We're proud to be working together in service of this, bringing together a great mix of experience, passion and dedication.



TASHA THOR-STRATEN



JANE ISKANDER



YVONNE FERNANDO



DALILA LAPI



FIONA STIMSON

The Project

Like most great things it started with an inspired idea and then a drive and a passion to make something that was working well, even better. Yvonne Fernando, NLP Master practitioner, has been providing private NLP sessions successfully to the patients of her local GP Practice in Charing, Kent for a number of years. She dared to think "what if all GP Practices and their patients had access to NLP Professionals. How good would that be?" So, in 2021, with the support of ANLP, a team of 5 like-minded NLP professionals with a passion for improving the health of our local communities came together to work on making a dream a reality.

The Problems

The number of patients per practice now is 22% higher since 2015 yet the number of GPs per patient has dropped!

General practice staff find themselves under relentless pressure like never before. Many are burning out and leaving with more going than joining the workforce. General Practice has changed and become more complicated and time consuming as patients became more complex due to ageing and its multiple chronic conditions, more and newer therapies becoming available that need managing and there's been a constant shift of work from secondary to primary care. With the pandemic all this has been made worse. It seems nobody foresaw this or planned for it.

We want to see a lot more happy, healthy, fulfilled and smiling faces which we know is what can happen when you encounter NLP. This is our vision.

GPs and their staff deserve support too! What kind of a difference could an NLP professional's support within the team make?

Since the pandemic GPs have seen mental health needs in patients rise from 25% to 38%.

Two thirds of GPs say they feel ill prepared and are working beyond their competence in dealing with mental health patients says GP magazine 'Pulse'. Mental health services are also swamped so GPs become overwhelmed and patient needs are not met. The average GP consultation is only 10 minutes long or shorter just to get through the numbers needing to be seen. Patients deserve longer to work through their problems and tell their stories and receive practical help. NLP professionals with their skills and tools are in a unique position to lend support to patients before their conditions deteriorate too far and need specialist services or fall through the net.

NLP Conference May 2022

In May, the NLP for Health Team felt privileged to be presenting from one of the virtual booths at the annual conference and as a result were able to bring their ideas and progress so far with their project to a wider NLP audience. During the presentation the team explained their mission and why they thought doing nothing was not an option. The progress to date was discussed and the team's hopes for the future. I read an excerpt from my book underlining the huge pressure our general practices face. There was a chance to hear first-hand the very positive feedback from staff and patients at the Charing Practice, where Yvonne provides a private NLP service to her local practice.

It was clear from the 'Any Questions' session that there was a good deal of interest in the project and a very positive response from a number of delegates.

With a mental health crisis across the UK and the world and UK primary care overwhelmed, there has never been a more appropriate time for NLP professionals to step forward and offer their skills to UK general practices.

There was a real positive sense of 'we can do this' after the session closed and it served to energise the team going forward.

A Call to Action!

The NLP for Health Team want to hear from as many NLP professionals as possible who are willing to register an interest in this project so we can build up a picture of support across the UK. Once contact is made with the team, we can share our plans going forward and keep interested individuals updated. Thinking of the hugely positive impact such a project could have on our GP surgeries and local communities, now is the time to make that first step and become part of this incredible journey. We look forward to hearing from you.

There is a registration form on the ANLP website.

For more information see <https://anlp.org/nlp-for-health>

or email us team@nlpforhealth.org

Excellency is Only a Stone's Throw Away – From Good to Better

Supporting the 'average' student to master the first year of high school



By Ulli Horak

When I started my teaching career in the early 2000s in Austrian junior high school, programmes for children with special needs and for those who were less gifted had been around for quite a while. Special courses were also introduced to promote the talented ones, those who needed extra stimulus to stay happy and be the high achievers of tomorrow.

What I felt was lacking was special support for those kids who knew they were just okay or good enough but wanted to do better, and I introduced various programmes to focus on this target group.

Since then, I worked primarily with kids who are about to master the transition from primary to secondary school at ages 10 and 11.

The basics of NLP, mindset and tools alike, have always been very precious to me and I will share with you some of my insights, taking advantage of part of the structure set out in Dilts' pyramid of neurological levels. But let me start from the beginning.

The importance of supporting everybody

For a long time, supporting in schools meant working with groups of pupils that shared a certain deficit. They received worksheets and specially designed programmes; however, time for the individual needs was lacking, and the importance of the commitment of the pupil was taken for granted, not to say overlooked.

The programmes for the gifted were introduced a little later, given the insight that underachievers became more difficult to handle at school, especially with an increase in education of focusing on the individuality of each child.

To do better, to move towards excellency and to feel more in charge of one's growth and learning career: these are experiences, nourished by inner states, that motivate all kids, and in particular the average student, who tends to be overlooked by the system as he or she does not cause a lot of trouble or work. And it is these children who need a good share of focus, so they can experience growth and start reflecting on how and why things work or do not work yet.

Perspectives on various levels

External opportunities and spaces are powerful. We have introduced 'learning skills for high school students' as a programme in our school, making use of various settings, from individual time to workshops for between 1 and 70 people. Parents also play a part here but let me focus on the work with students for the time being.

Behaviour

As a coach, having used NLP now for 20 years, I find myself focusing on a certain set of techniques, many of which I was introduced to in my Practitioner's Course. Here are some of the main ones, in alphabetical order, that I use on a regular basis with my students:

Kids in this age group are natural visionaries and flexible in thought.



- Anchoring
- Core transformation
- Diamond technique
- Limited beliefs
- Meta-models
- Metaphors
- Modelling
- Neurological levels
- Perceptual positions
- POACHER model
- Rapport, pacing and leading
- Reframing
- Sub-modalities
- Timeline work
- Up – and down – chunking
- Values

Capabilities

The students naturally have all the resources they need. What has helped me is the combination of my NLP qualifications and further training, my experience as a teacher and teacher trainer and my inner voice, combining head, heart and gut, that wants me to contribute and to make a positive change in the lives of kids who will go on and make a change themselves in this world.

Beliefs, values and identity

I seek the 'cracks' in systems, the sometimes not so obvious nooks and corners, the space we can fill with life, and I understand that there is always room to help people grow. As a coach, I will always rely on the commitment of the client, and this is quite a new perspective for an 11-year-old. Rather than being told what to do and then just doing it, their part in their story as a learner is emphasized. Likewise, they are also being made aware that they are responsible for their path towards success, and I am there to help them to actively see the single steps that they take.

My core belief is that if we help students to experience the positive feelings of self-esteem, competence, growth, self-efficacy and motivation, they are well prepared for the world in whatever shape it presents itself and they can handle fallbacks and face the challenges that are surely out there for them.

NLP presuppositions as a gateway

Kids in this age group are natural visionaries and flexible in thought. Their view of the world, their map, is just developing by taking in their surroundings, the people they are influenced by and, more and more, their own inner voice.

One of the thoughts I always share with them is that in changing my role from teacher to coach when I am working with them, I am more like a private detective than an adult who knows better. As they most likely have already experienced the fact that good advice might come in handy, but not always in the correct shape and size that is most useful to them, I ask the question: "And who is it that knows you best in this world?" What a joy it is to hear them replying, after a good pause, "I guess it must be me!"

The map is not the territory and you, dear, have all the resources you need. And, as behind every behaviour there is a positive intention, let us find that. If what you are doing is not working, increase your options as: 'There is no failure, just feedback.'

If you want to exchange thoughts or learn more about how I put these methods or the mindset into practice, please do contact me via email: ulli.horak@grow-coaching.at

"The flowers you water become the garden you live in." ■



To do better, to move towards excellency and to feel more in charge of one's growth and learning career: these are experiences that motivate all kids.

Ulli Horak is an experienced teacher, trainer, teacher trainer, coach and counsellor who has worked in the education business since 1999 in Austria and abroad. Connect on LinkedIn: www.linkedin.com/in/ulrikehorak

And the 2022 NLP Awards Winners Are...

NLP in Business

Lynn McKeown



NLP in Public Service and Community

Veterans at Ease



NLP in Education

Educar nos Transforma



Extraordinary Contribution During the Pandemic

Nick Fragkias



Jess and Nick Reed-Robbins



OR Training and Personal Development



NLP in Healthcare

Dr Phil Parker



Congratulations to the winners, finalists and everyone who took part. Over the awards and conference weekends, thanks to your support in buying tickets and taking part in the auction, we raised £1,736.00 for Mind BLMK.

You can watch a recording of the live virtual awards event: <https://www.nlpawards.com/>
Nominations are open for the 2023 NLP Awards: <https://www.nlpawards.com/nominations>.
Closing date: 31st October 2022. ■

Specialist Skills

We have recently added 'Neurodiversity' to the specialist skills list on your member profile. Read the article on page 48 to better understand the significance of completing your specialist skills. If you think there are skills missing from the list, please email admin@anlp.org to request further additions to the list. ■



NLP Associations Unified Code of Ethics

Modelling the great work undertaken by the coaching associations to create a unified code of ethics, the main globally recognised NLP associations have been collaborating behind the scenes to create and agree upon a Unified Code of Ethics for NLP Associations.

So far, this has been adopted by ANLP, IANLP, INLPTA and IN-Institutes. You can find out more on the dedicated website, www.unifiednlp.org. ■



The monthly stats for June 2022 were:

New Users

5,282

Page Views

19,646

Searches

4,723

Profile Views

2,233

Click Thrus

104

100% complete profile

21.10%



Soberiversary



By Anne Gilkes

How does it feel to be 4 ½ years without drinking? Well, today is that day for me! And I have some amazing secrets to let you into...

Life in your head becomes quiet. Really quiet, so you can hear your own thoughts and get to know yourself properly. When I'd looked into personal development before, I never really 'got it', because my head was too busy thinking about the evening glass to relax me. I never realised before that the inner peace would be so calming.

There's something extremely satisfying about going to bed knowing your body is doing the whole rest and recover after a workout, and not trying to flush itself out overnight. When you exercise without drinking afterwards, every bit of the sweat counts and your fitness level can improve dramatically!

Sleep. I know I mention sleep all the time but honestly, it's so deep and restorative. The only other times I remember sleeping so well were as a kid, and when I was pregnant. In fact, I used to say how 'being pregnant gives you great sleep!' I know pregnancy is tiring but I'm pretty certain the sleep quality was from not drinking!

My hormones have settled down! I quit at around the perimenopause and was starting to have full-blown symptoms, particularly mood swings, anxiety and hot flushes. I'll be honest, it took a while for my symptoms to settle, but then 35 years of drinking unbalances the body big time. But now that I've got my neurotransmitters back in balance, my mental and emotional health has become more balanced too.

Big secret – I discovered that actually, there's a whole world of wonder that I'd missed. When you stop relying on wine or beer to lift you or relax you, when you get back to being 'you', the real wonder of the world is in the everyday moments of joy. And it's unstoppable.

There were only two significant times I'd gone a long period without drinking before (and when I say long, I mean a few days). And I never intended to quit this long. I wanted to give myself a

When you stop relying on wine or beer to lift you or relax you, when you get back to being 'you', the real wonder of the world is in the everyday moments of joy.

good long break but, after 6 weeks of getting alcohol out of my system, it didn't feel fair to myself to go back to that noisy place.

Wellness is a big part of quitting alcohol, with the big benefits of getting fitter, healthier, having better skin, less anxiety, sleeping so soundly that you really do have that elusive period of 'rest and restore' that your body needs. But wanting to cut down or take a break from drinking isn't always as easy as it sounds.

Using NLP as your number 1 tool to help you quit drinking

I never thought I'd get trapped!

I never thought I was a person who would fall into alcohol's trap and need support – until I tried and failed to cut down countless times over many years. It crept up on me. And more often than not, there is no sudden 'rock-bottom', just a gradual realisation that something's not quite right.

Whether it's an after work get together, evening mealtime or just finally getting the kids into bed, it's becoming more and more common for people to fall into the habit of opening a bottle most nights. To relieve the stress of a difficult day, to try to combat rising anxiety, to get to sleep easier, or simply to numb out and forget the pressures of everyday life.

And it's the people who end up in this grey area, struggling to quit by themselves, that I now support using a method of coaching layered with NLP lessons, techniques and exercises.

Alcohol is a tricky little molecule!

On one hand, alcohol is welcomed with open arms as being a social necessity and a staple of our lifestyle. Yet on the other, when you break it down, alcohol is ethanol! It's the same stuff you put in your petrol tank, and use as hand sanitiser against Covid, and it's actually a toxin!

How often do you find you focus on having a healthy lifestyle, only to completely ignore any negative effects from alcohol? It's great to be exercising, watching calories, avoiding processed sugar and fats, etc., but if your day is always rounded off by a drink to 'help you relax', or to 'help you sleep', then in the long run you're kidding yourself about your wellbeing and could be heading for trouble.

It's not about using willpower alone

Your subconscious mind is incredibly powerful, and it runs 95% of everything you do and think! The conscious part of you is only the tiny 5% riding on top. So, rationally thinking about quitting and using only your rational mind doesn't work for long. And this is when the tools and strategies of NLP are fundamental in working with the subconscious to get it onboard, create new strategies, ways of thinking and being, and overcome blocking beliefs to enable a new and healthier lifestyle to become established.

Using NLP strategies is a foundation to the programme I've developed for my clients. Understanding the existing strategies around cravings, routines and the environment through to how clients identify as a drinker, we update and develop new strategies step by step. This provides a reference framework for the client to use and build on to quickly form new routines that don't need alcohol.

Aligning the parts

One of the biggest concerns I hear is that whilst clients really want to cut down or quit, there's a part of them that just *doesn't want to*. "I know I drink too much but part of me thinks I won't sleep if I don't," or "I know I should have a break this week, but I really deserve a reward after the day I've had." There's so much incongruence in these statements.

And this inner conflict comes from the part of the subconscious that wants to protect you. You might have heard of 'the wine witch' and maybe you're familiar with her whispers too?! The voice that tells you that "I know it's Monday but *just one* won't hurt!" This is your subconscious piping up. It likes routine and stability and will do anything to avoid change that makes you feel uncomfortable.

Your subconscious only sees short term, not long term. And this is when an NLP Parts Integration exercise can bring alignment back to the client.

A recent client discovered these different parts within her subconscious were willing to negotiate and come together during a Parts Integration exercise. By gently discussing the intentions and strengths of each part, she was able to find a better solution to relax and socialise than constantly relying on drinking. She lost her worry that quitting drinking would stop her from enjoying time with her friends, and she's now happily quit drinking knowing that she's doing the right thing for her health and that she's still able to relax and have fun.

NLP is a catalyst for change

Each client has their own individual issues and there isn't one solution to fit all. NLP is a catalyst for change when used in the

right way for the right people.

Using presuppositions and questioning the beliefs they've developed around drinking helps people to understand what might have led them to their situation, and that any beliefs they hold about alcohol and the help it gives them aren't necessarily true. The biggest shifts often come during an NLP belief session.

Of course, there are many more ways NLP helps:

- Thinking differently about situations and choices so you can make positive changes to your behaviour.
- Quietening the 'wine witch'! Now who doesn't want that?! Communicate better with yourself on a subconscious level so you can progress faster.
- Building patterns of thought specifically to create new healthy habits, move past old ways of being, and build yourself back to being empowered and confident.
- Changing how you feel in the moments you need to when the cravings hit.
- Reducing the anxiety you feel in social settings when you're not drinking.
- Communicating better with others and gaining confidence in your decisions.
- Bringing together those arguing parts of you that create stuckness.
- Discovering a richness to your awareness.

I'm not going to mention the harmful effects of alcohol here, but you know as well as the next person that there are many reasons to limit your intake.

And I've developed a programme which has NLP as its backbone. ■

More often than not, there is no sudden 'rock-bottom', just a gradual realisation that something's not quite right.



The Inner Wisdom Techniques for Health and Happiness



By Phil Parker

We can get trapped as easily in our destructive habits and ways of thinking as our great ones, and research suggests we have a greater tendency for negative perspectives than positive ones.

Like many of us, my NLP journey starts with a significant life event. I didn't know it at the time, but the effects of that one moment directly transformed the lives of tens of thousands of people and resulted in the tools I'm sharing in this year's conference masterclass. Let's rewind three decades...

I'm 20; I'm playing London's clubs, achieving my dreams of becoming a rock guitarist and life is great. It's a beautiful August morning, the air shimmering in the heat, birds soaring against a clear blue sky, and in an instant, everything changed.

Within moments, I'd severed my left wrist on the shards of a broken window. I was rushed to hospital. I survived but was left with severe nerve damage. As I was also studying to be an osteopath at the time, I knew all too well the serious consequences of my injury. The delicate nerves in your wrist must be intact to move and give feeling in your hand and fingers. I asked the consultant, "How long until I can play the guitar?" His answer was clear. "You will never move your fingers again."

I asked for a second opinion. The second consultant said, "There is good news! Your first consultant was spot on. The nerve is damaged beyond repair, your fingers are paralysed, you will be left with a useless claw."

So, not the answer I hoped for.

But I just felt there *had* to be a way through this. I reasoned to myself, "If lizards can regrow tails, then surely there must be a

way for me to regrow my nerve." I kept on asking different experts, but all came up with 'there's no hope' answers.

But I kept on asking and, eventually, I discovered a physio working with the mind-body connection who thought I could recover. And they were right. I did recover, recorded albums, toured and even played with Clapton once, but that's a story for another time...

Even more importantly, it started my research into the power of these external opinions 'You can't/can recover' and internal conversations 'The experts are right/there must be a way' and the mind-body connection. This led to my training in NLP, which was way ahead of the field on this, and the development of the Lightning Process (LP) for helping those with chronic health conditions recover their health. Since then, over 25,000 people with MS, autoimmune issues, Parkinson's, pain, CRPS, CFS, depression, anxiety and much more have been helped by LP in over 20 countries, and 12 research papers and 3 books have been published on it.

From my work in transforming health and happiness I've developed the Inner Wisdom Techniques (IWT), which I'll be presenting in my masterclass at the 2023 ANLP conference.

The Inner Wisdom Techniques

In the 90s, I worked on modelling how stuckness (the inability

to get or maintain change) 'worked'. Many interesting factors, including disempowering self-talk and losing self-trust, showed up, which can be found in my books (*Get the Life You Love Now* and *Dû*) and papers on the subject. Other researchers in the field of positive psychology had also been working on concepts that support these findings, although there was less focus on the practical tools to make that change. (See Fredrickson's work on Broaden and Build theory, Dweck's work on growth mindset, Seligman's work on Passive Pervasive Permanence and Kirsch Response Expectancy Theory, and Neff's work on the importance of self-compassion).

This 'stuckness' model also suggested a solution that was to become the Lightning Process, with a number of components, three of which are central to all the Inner Wisdom Techniques. First, developing the role of an inner coach – a sense of someone (as I had found in my journey) who is kind, believes in you and keeps you on track if you drift off.

Second, reconnecting with your inner wisdom and regaining a deep trust in yourself and your body. Third, using those resources to update the damaging inner self-talk with something more empowering, generative and compassionate.

The core skills of Inner Wisdom Techniques

As NLP practitioners, we can sense how closely coaching and NLP are linked by their shared presupposition that clients 'already have all the resources they need'. Our role then is not to fix them or to offer advice but to help them rediscover those inner resources. Inner Wisdom Techniques further develops this, combining it with the concept that 'no one could ever know you as well as you know yourself'. When you think about it, isn't it true that you know your true strengths, likes and desires, and the ways you can trick, trip or undermine yourself, better than anyone else does?

The problem is we can get trapped as easily in our destructive habits and ways of thinking as our great ones, and in fact, research suggests we have a greater tendency for negative perspectives than positive ones¹. But what if our clients had a clear structure to combine this self-knowledge with coaching skills and access to their inner wisdom? If they used this consistent positive input to guide their inner work between NLP/coaching sessions to find solutions, what kind of changes could result? How would that impact behaviours like eating healthier or changing habits? Or transform more complex issues of health through resetting physiological processes moment by moment? Or help them navigate their way through to their life direction or mission, independent of the obstacles life sometimes presents?

These components, combined with ways to access the states that will accelerate this change, are the basis of the intriguing techniques we'll be exploring in the masterclass. They encompass a wide range of NLP approaches, from those that focus on the specific use of language, to strategic interventions, to those accessing more holistic, systemic and spiritual dimensions to change.

I've included two questions that introduce the power of tapping into your inner wisdom – do use them and see what opens up for you.

The first refocuses you on your inner and outer worlds and includes layers of Ericksonian

language patterns. It can seem long when written down, so say it to yourself in whatever chunk size works for you.

"Knowing yourself better than anybody else does, what is the one key thing you need to focus on in order to truly make the transformation that you know, deep inside, you deserve, and the world needs from you?"

I recommend pausing before continuing to allow that to process.

The second question is great for dealing with stuckness. Take an issue that is getting in your way and ask:

*"Given that you are dealing with these particular challenges that currently hinder you from completely making the changes you desire, and in spite of the thoughtful attempts you've made to shift this and the skills you have, you feel a sense of stuckness at the moment. **Who** do you need to be to take this forwards?"*

Again, take a few moments to consider your answers. I've found it valuable if you revisit these questions over the next few days and see what happens as a result.

Flexible and future-proofed

To highlight the value of inner wisdom approaches, I'll finish with the case study. A clinical psychologist had been ill with CFS and pain for decades and attended the Lightning Process. Within days, she had recovered. Years later, she emailed me to share how invaluable those inner wisdom skills had been in helping her to self-compassionately process the difficulty and importance of her father's death. This, I think, speaks volumes of the power of shifting from seeing our work as a treatment and re-envisioning it as teaching people to use skills to transform their lives, providing a way to tap into their inner wisdom, no matter what challenges they meet on that journey. ■

Inner Wisdom Techniques combines NLP and coaching with the concept that 'no one could ever know you as well as you know yourself'.



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RAPPORT

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- ✔ News
- ✔ Education
- ✔ Book Reviews
- ✔ Business
- ✔ NLP in Practice
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