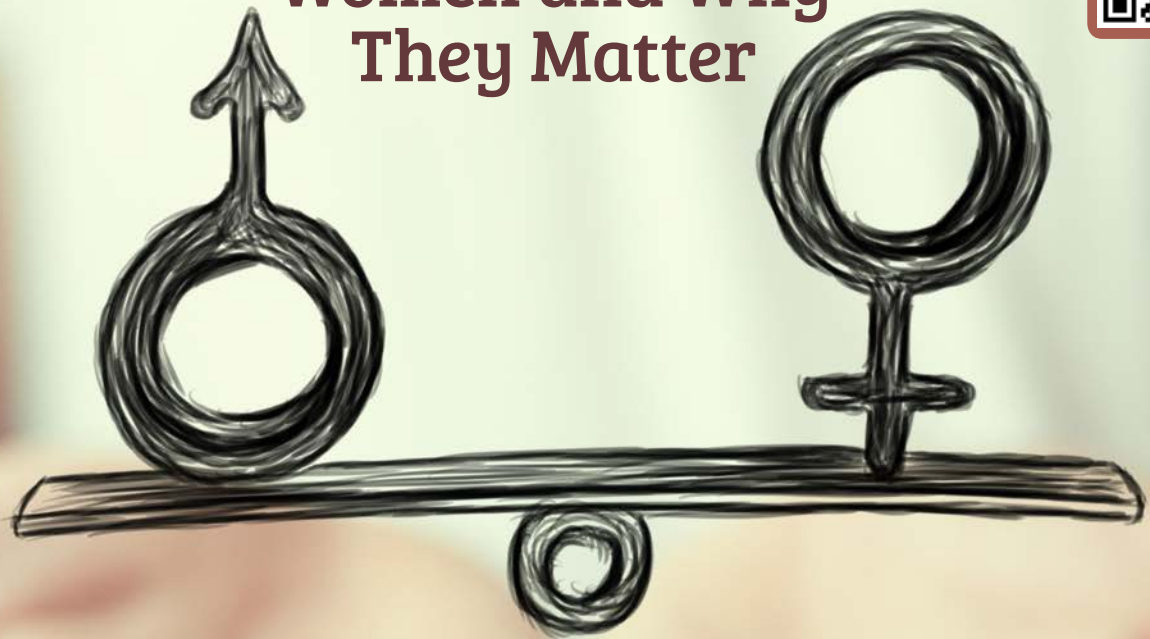


RAPPORT

THE MAGAZINE FOR NLP PROFESSIONALS

Hidden Differences Between Men and Women and Why They Matter



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Highlights from our Social Media Outlets
Over the Last Few Months (page 34)



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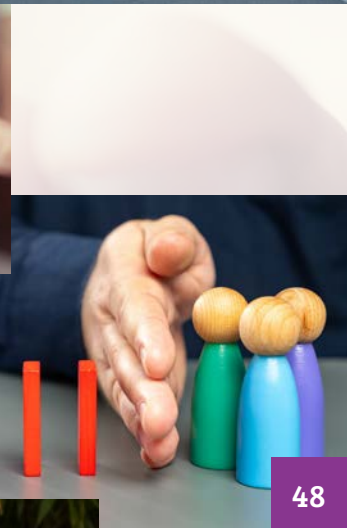
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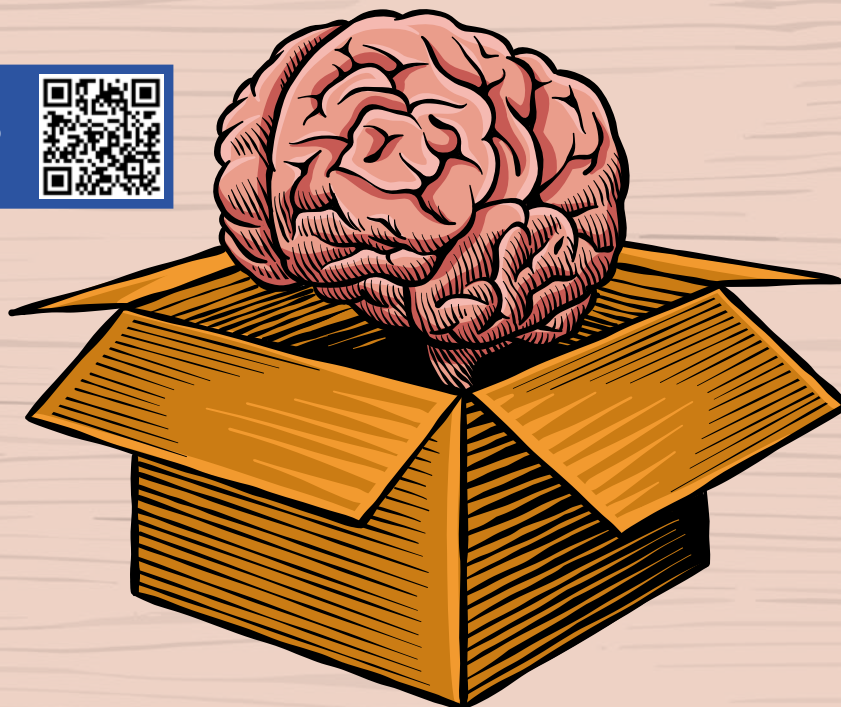
Chunking Up and Down with Time, Colour and More



Eve Menezes Cunningham

eve@selfcarecoaching.net
www.selfcarecoaching.net

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video



Our brains are not just for remembering things but for thinking, evolving and doing more of what we were put on this earth to do.

I love the NLP way of chunking up to connect with the big picture and chunking down for more detail. In this column, I'm sharing an example of chunking up and down that's recently revolutionised my life: I've put my brain in a box. That's what I'm calling the beautiful Indian carved wooden box that now houses 30 colour-coded plastic pockets and my entire dynamic to-do list.

My 'Brain in a Box' for awesome action

Index cards have been saving my sanity for years. They're brilliant and can easily be recategorized. My Brain in a Box is even better as it's helping me 'chunk up' from the tiny thoughts and actions on each card.

Rather than having to go through hundreds of index cards every week to ensure I'm not missing anything, I now have a sustainable system to support my working memory. And the name I've given it makes me smile.

I adopted this new system after hearing Organize 365's Lisa Woodruff talk about her Sunday Basket system. I listened to several of her podcast episodes to help me formulate something similar to work for me.

The biggest 'chunk' here is time. Lisa would make a note of whatever needed to be done and ask herself if it could wait until Sunday. If it could, it went into her Sunday Basket and if not, she dealt with it

during the week.

The first way I categorise the cards is by asking, "Can it wait until Friday?" Yes means it goes in the basket for my weekly planning session. No means I schedule it in for that day or the next few days. Because I used to waste so much time categorising and recategorising my index cards, this alone (using Friday as my Brain in a Box day) is amazing.

The folders hold larger chunks, from ongoing projects to time frames, from the coming week to years and years in the future. There's something especially delicious about adding little notes for Future Me about plans, goals and dreams that aren't really on my radar now but which I'd love to be part of my future.

By revisiting it each week, I know that everything in the box will be appropriately filed and actioned at the right time. It's a giant safety net for my brain. And it looks so pretty! While I highly recommend listening to Lisa's Sunday Basket and Friday Workbox episodes of her *Organize 365* podcast for more information, I've categorised my 'chunks' with the colours that were available when I bought my plastic folders. And I simply use Biro on masking tape to label each folder.

Clear is for admin and other things I do every week. Green is for everything to do with money (from things I'm saving up for to tracking expenses). Pink is for longer term goals (things I dream about

but are not current priorities). Blue is for work I'm already doing. Purple is for larger current projects (like the *Feel Better Every Day Podcast* and the enormous website revamp that's been ongoing for over a year). Red is for home, garden, car etc., and, finally, orange is for me – health and fitness, medical, loved ones (birthday gift ideas etc.) and fun. And each colour chunk has its smaller chunks within.

Alongside the appointments in my phone and my trusty page-a-day desk diary, the Brain in a Box is my externalised brain. Lisa reminds us that our brains are not just for remembering things but for thinking, evolving and doing more of what we were put on this earth to do.

Think about something you want or are working towards

When you chunk up and think about why you're working towards it and the wonderful benefits of accomplishing it, what expansive vision and feeling help you connect with your well-formed outcome?

What's the big picture here?

My example above is an easier, more organised life. What about making the ideas and tasks smaller?

What can you shrink to make more manageable?

More sustainable?

How might you use time, size of project (or task) and colour as well as other ways to chunk your goal up and down? ■

Using the Creation Cycle in Coaching



Richard Bolstad

nlpnz@yahoo.com
www.transformations.org.nz

In NLP-based coaching, we utilise the personality 'metaprograms' of our clients to help them achieve the changes they want. We discuss how to solve problems with a person who motivates themselves mainly 'away from' what they don't want, and how to create new outcomes with a person who motivates themselves mainly 'towards' things they do want.

Chinese Taoist-based coaching is built on the same principle: find underlying patterns in the response style of the person you are working with and utilise those patterns, helping the person create a path that both aligns with and, in a sense, transcends their natural style.

The Chinese Taoist system is built on one large pattern: the pattern most obvious to a shamanic culture that depends on the cycles of the days, the seasons and the passage of life through the generations of human beings. This pattern is a cycle: moving from the 'wood' energy of beginning (e.g. spring), through the 'fire' energy of expansion (e.g. summer), then the 'earth' energy of stability (e.g. late summer), the 'metal' energy of selective reduction and conservation (e.g. autumn), and the 'water' energy of storage and rest (e.g. winter). Simplified into the Chinese metaphorical words, and into 'yin and yang' in modern western culture, it sounds almost cute, but understanding it is essential to realistic life. Many of us got on the NLP coaching 'bandwagon' when our energy was in an expansive phase, and the pretence that energy can be ever expansive is as dangerous as the belief that we rebelled against – the idea that energy must be always conserved.

The Judaeo-Christian idea that is perhaps closest to Taoism is the Biblical poem that begins "To everything there is a season, and a time to every purpose under the heaven: A time to be born, and a time to die; a time to plant, and a time to pluck up that which



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is planted," (Ecclesiastes 3: 1-2). It is a Chinese truism that there are five phases to this process, and that people tend to specialise in one of these phases of the cycle of creation.

Unfortunately, both terminologies make this sound like abstract philosophy, and nothing could be further from the truth. Taoist society, like all shamanic cultures, was eminently practical: people had to discern and respond to the patterns in nature – or die. Facing a time of rapid change and international social instability (a time that historians would call the collapse of a civilization), it is important that we respond realistically to the patterns around us, and not pretend that continuous, eternal and uncontrolled growth is ever a realistic natural pattern. Obscuring our judgement at times is the fact that we have our own preferences for phases of the cycle of creation. It is 'natural', the Taoists would say, to feel sad as energy quiets down in the 'metal' phase of the cycle, for example, but this is merely a reminder to know what it is time to let go of, and what is essential to hold on to.

Modern business practice may call this 'downsizing', but even that concept is based on the idea that one movement of energy can be eternal, whereas the Taoist understanding is that cycles

The Chinese Taoist system is built on a pattern that depends on the cycles of the days, the seasons and the passage of life through the generations of human beings.



are constantly renewing, like the new waves in the *Blue Ocean Strategy*, a business model proposed by Chan Kim and Renée Mauborgne (a model they describe as “creating and capturing uncontested market space, thereby making the competition irrelevant”).

Problems in a particular phase in a person will affect not only the key body organs related to that phase, but other body areas connected to its energy channels. The resultant series of ‘illnesses’ may seem unrelated to the person, but their connection is easily recognised by someone trained in Eastern medicine. This was discussed in my previous article in this series. Difficulty in an organ network results in emotional, cognitive (thinking) and social responses as well as physical symptoms.

Problems in a phase are of two main kinds: *excesses* and *deficiencies* of the energy needed to do that system’s job at the current phase. An excess of energy in a person’s fire (heart/small intestines) network might cause not only an over-strong erratic heartbeat physically, but also an over-excitability or even manic euphoria as they rush around expanding without stabilising anything. A deficiency of energy in that network might cause not only a weak slow pulse, but also an anxious emotional fragility, as they fritter energy away in hyperactivity. When there is an excess of energy in a network, not only will that system be affected, but excess energy may destabilise the next network in the generation cycle (e.g. from fire to earth) and deplete the previous network (e.g. fire draining wood, which means over-activity expanding current projects will be draining energy from creating new projects). A business example would be a company that focuses so much on expanding its current business that it is unable to initiate new projects, like a pharmaceutical company that pours all its research money into creating an increased market for current pharmaceuticals and fails to develop new and more effective medicines. When there is a deficiency in a network, it may deplete the networks on both sides of it (e.g. fire depleting earth and wood, which means underactivity in expanding current projects will weaken both new projects and the stability of the current projects). An example in the business context would be a company that is unable to expand fast enough to cope with demand for its products and is thus unable to begin new projects or to stabilise the new production systems it is developing (a common challenge of new businesses).

In each person, one phase will tend to predominate, and ‘illnesses’ will tend to focus on the body systems most associated. We can use NLP processes to deal with the phase as it is expressed psychologically. This healing will not only resolve the particular condition but enhance the person’s entire system.

Transcending the phase’s challenges

This understanding of the pattern of life can be used to enhance a business or community in its development, and to assist an individual in coaching. There are three key ways to use this information to enhance individual coaching.

Firstly, there are what we might call ‘key issues in therapy’ for each phase – the person’s own core questions. Someone who is good at starting (wood) benefits from asking “What is my goal?” rather than “What do I NOT want?” Someone who enjoys being at the phase of expansiveness (fire) benefits from asking “How much can I do effectively?” rather than merely “What else is there?” Instead of asking “How can I hold on to what I have?” the person at the stable stage of development (earth) benefits from asking “What is my role and purpose in relation to the ever-changing world around me?” The person focused on the withdrawing of energy phase (metal) can ask “What do I benefit from treasuring and what do I let go of?” (the Marie Kondo phase) rather than “How

Facing a time of rapid change and international social instability, it is important that we respond realistically to the patterns around us.

can I hold onto everything related to me?” Finally, the person in the energy storage phase (water) can focus on using this as a time to clarify “What is my mission once energy returns?” rather than “What if life never gives me what I need?”

Secondly, there are ‘emotional key issues’ that can be resolved using a modality such as Time Line Therapy™. Five stressful emotions are then seen as signals related to the energy phase. Anger and frustration (wood) signal the need to care for yourself and others in win-win solutions. Stress and manic activity (fire) remind us of the need to focus on what we have already achieved and create more balance. The feeling of stuckness (earth) invites us to be open to new and creative solutions rather than keep pushing at the same unsuccessful behaviour. Sadness and grief (metal) are signals that it is time to have the courage to let go of what is already gone and treasure what is eternally available. And fear (water) is a clue that we are pushing too hard at a time when change is not easy, and a reminder to be gentle with the situation.

Thirdly, you can resolve several ‘parts issues’, which are ambivalences that naturally arise at each phase of the cycle. For example, at the wood phase, a desire to set rules competes with a compulsion to break rules; at the fire phase, a desire to agree to expand conflicts with wishing you could say “no”, at the earth phase, a desire for change fights a need for safety; at the metal phase, wanting to do what is right conflicts with needing to do what is safe; and at the water phase, wanting truth conflicts with the fear of being exposed as inadequate.

What’s most exciting about my work with this system is my sense that we are dealing with much more than the issue my client came to see me about. I believe the five elements frame often gives me an ability to guide a person directly to core imbalances in their lifestyle and support them making fundamental, holistic personality-transforming changes. This isn’t because I have a magical crystal ball and can tell what their challenges are; it’s simply because of an enhanced awareness of the natural sequence of change: understanding which issues connect with which phase in the natural cycle of creation. ■



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Nikki Emerton
Wed 9 Apr, 18:00 (2 hrs)
Emotional Identity Technique



Suren Kolkankar
Thurs 8 May, 12:00 (2 hrs)
Yogic Science and Indian Philosophy with NLP: Timeless Tools for Mental Resilience



Lucas Derks
Tues 10 June, 17:00 (3 hrs)
Can Mental Spatial Diagnosis be a Conceptual Bridge?



Marie Faire
Wed 9 Jul, 17:00 (3 hrs)
Belonging and Shame



Nishith Shah
Sat 20 Sept, 08:30 (3 hrs)
Creating The Extraordinary - A Framework For Exponential Impact!



Reb Veale
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Micro-Compassions - radical and real kindness



Ian McDermott and Tricia Riddell
Thu 13 Nov, 17:00 (3 hours)
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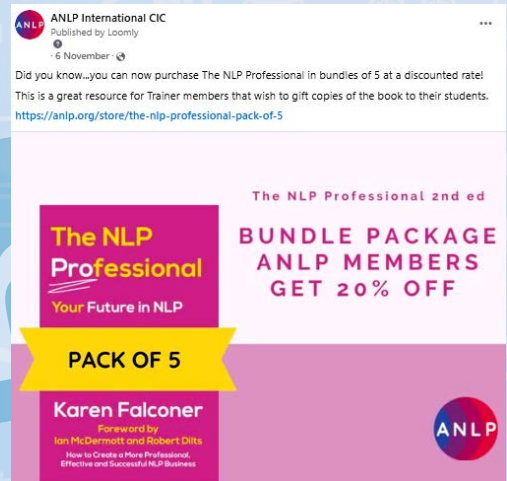
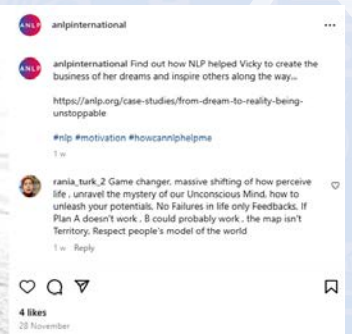
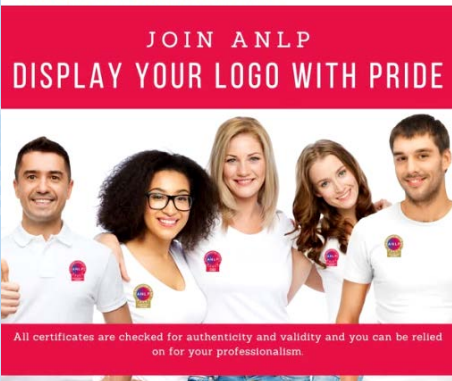
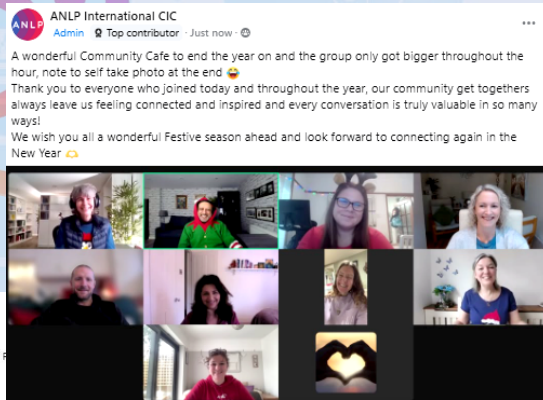


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Highlights from our Social Media Outlets Over the Last Few Months



Hidden Differences Between Men and Women and Why They Matter



Shelle Rose Charvet

shelle@successtrategies.com
www.wordsthatchangeminds.com

I joined the board of an angel investors group, a friendly version of *Dragon's Den*, where we not only invested but also helped startups grow. I loved being part of this team and actively contributed by using subconscious motivation triggers to enhance member surveys, aid in investment decisions, and improve meeting efficiency. However, an intense travel schedule made it difficult to attend midnight video conferences, leading to me resigning.

At our annual gala, where startups showcased their progress, I was eager to impress key people from the community with my future projects. During the meeting, the executive director thanked two departing board members. The president received detailed accolades, and the executive director continued: "I'd

also like to thank Shelle Rose Charvet, who had to step down because of her extensive travel schedule."

Whaaaat?? Are you kidding me? He gets a whole list of everything he's accomplished – and what am I? Chopped liver? This was the last opportunity in the year when the movers and shakers would all be together; it was the last chance for me to make an impression. I was furious.

Still reeling days later, I vented to a friend and her husband. "Are you kidding?" she said, just as outraged as I was. And then her husband stared at me with a weird look on his face and said: "Well, I don't understand. When you sent your resignation letter, why didn't you list all the things you had contributed?"

Metaphor alert! Do you use a Mac or a PC? Most people prefer one or the

other, and they often really dislike the alternative. Isn't it strange that two operating systems designed to deliver similar results can provoke such strong, visceral reactions? Yet both are just operating systems, providing computers with rules to function by, based on what is important.

The differences between men and women can also be viewed as two operating systems. Rather than referring to one's gender, let's consider the mental model with which we function as akin to the operating systems (OS) above.

I refer to these as the **Traditional Male Model** and the **Traditional Female Model**. These names reflect that even today most men were raised to behave in a traditional male way and most women in a traditional female way; most of the research that

The differences between men and women can be viewed as two operating systems.



Just as an operating system provides rules that govern how a system works and highlights what's important, a person's operating metaphor does the same for individuals.



supports this was conducted on men and women. Of course, as you know, men can operate from the Traditional Female Model and vice versa, with so many variations in between.

Problems at work and in communication can happen when people get stuck in one model, unable to understand and connect with others or achieve their goals.

The model one operates from influences their approach to work and family life. Where one falls on the continuum is influenced by culture and context, just as for a person's NLP Metaprograms or LAB Profile® patterns. As you explore this continuum between the Traditional Male Model and the Traditional Female Model, notice the context you're operating in, as where you are may differ in various situations.

Here are three key hidden differences from the ten I have identified.

Operating metaphor

A person's operating metaphor is like the OS with PC and Mac computers. Just as an operating system provides rules that govern how a system works and highlights what's important, directing the computer in how to behave in different situations, a person's operating metaphor does the same for individuals. This concept draws from the work of Suzette Haden-Elgin, a sociolinguist and author of the series *The Gentle Art of Verbal Self-Defense*.

According to Haden-Elgin, a person's operational metaphor can be discovered by asking someone, "Life is like a what?"

In the Traditional Male Model, life is a team sport, where winning is the goal, and it's acceptable to bend or break the rules and hope the referee doesn't notice. If life is like a team sport, you win some and lose some, but there is always another game. The rules are meant to be outsmarted.

In baseball, it is highly prized to 'steal a base' if you can get away with it. Deceiving the other team by doing something unexpected is highly valued in most team sports. Therefore, if life is a team sport, it is really a game where winning is 'the only thing' and another chance always exists.

In the Traditional Female Model, life is like a traditional classroom, where rules must be followed. Cheating is punished, failure is a disgrace, but hard work is rewarded. If you work hard in school, you'll pass your exams and be promoted to the next grade.

In a traditional classroom, it is not just your work that is evaluated; *you* are evaluated as a person. If you are doing poorly, *you* are a bad student. It is all about who you are, and the consequences are real.

Imagine how someone behaves at work, with friends, or in their family if they believe life is a game. They might try to


get ahead or win, or avoid losing, even if it means bending or breaking the rules, hoping not to get caught. Conversely, how would someone behave if they believed rules were to be followed, that hard work would be recognised and rewarded, and that failure means you are not a good person?

Assessing risk

The Traditional Male Model sees risk as a possibility of winning or losing, depending on how you 'play' your cards. Risk plays out in the future: "We could make a lot of money if this pans out."

In the Traditional Female Model, risk is usually perceived as a danger to be avoided if possible. It is seen in the present, as potentially losing what you have: "We could lose the house if this doesn't work out."

"In our experience, female entrepreneurs tend to be more risk-averse, but this enables them to position themselves better for long-term value," said Paul Bentley, head of entrepreneurs at consulting company Kleinwort Benson. "This is beneficial in two ways: firstly, they avoid the pitfalls that often befall early-stage businesses, and secondly, their businesses will have demonstrated a more consistent track record, which can make them more attractive to potential investors and acquirers."

A survey conducted by his company 

found that 11% of women-owned businesses failed compared to 17% of men-owned businesses. This risk aversion can actually be helpful for startups and young businesses.

On the home front, imagine what happens when a couple, each operating from separate traditional models, discuss taking a risk. They are probably not talking about the same thing: one is talking about opportunity, and the other about danger. They may not see eye to eye and, over time, may start mistrusting the judgement of the other person, because they are not aware that their partner has a completely different view of what taking a risk means.

Laura Huang of Harvard Business School noted that while female entrepreneurs own 38% of all businesses in the US, they receive only 2% of all venture capital. The author's research showed that investors (both men and women) tended to ask male entrepreneurs questions about how they 'will win' and ask female entrepreneurs questions about how they 'will avoid losing'.

How can we use this information?

To effectively assess risk, it's helpful to zoom out and consider both future opportunities and potential current dangers. The next time you think about taking a risk, ask yourself if you are operating from a mindset of 'avoiding it' or 'let's play it and see what happens'?

Understanding how your teammates or family members approach risk can lead to better dialogue.

Competition vs cooperation

What motivates you more at work: competition or cooperation?

For the Traditional Male Model, winning the game is important, so the hierarchy of roles matters. The team captain gets to direct the others so the team can win. People who operate from the Male Model at work are comfortable telling others what they expect.

In the Traditional Female Model, research shows there is more cooperation in teams mainly composed of women. Leaders operating from the Female Model are more likely to ask team members to do something and solicit their opinion, rather than telling them.

Suzette Haden-Elgin found a significant difference in how men and women even define the word 'cooperation'. Men define it as "I'll do my part of the task and get out of the way so others can do theirs." Women define it as "Doing everything that needs to be done towards a common goal." Imagine a couple preparing to receive guests: the spouse operating from the Male Model finishes their tasks and takes a break, while the one with the Female Model is still rushing around to get everything done on time. Sounds familiar?

Now what?

When you observe your behaviour in different contexts, you may see how your choices reflect one model or the other, or perhaps fall somewhere in between. And, of course, this can change over time.

These are not life sentences! Awareness of the 10 hidden differences can help you make better choices and get unstuck when needed.

Shelle Rose Charvet is known for her book *Words That Change Minds*, now available in 20 languages. It covers practical applications of the NLP Metaprograms/LAB Profile®. **In 2025 she will be offering the LAB Profile® Consultant/Trainer/Coach certification programme.** ANLP members will receive a 15% discount on the programme. ■

Curious about where you stand? Here is a quiz:

<https://instituteinfluence.typeform.com/to/r5f5p90G>

Want to know more about the other seven differences? Here is a Free Online Training:

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Understanding how your teammates or family members approach risk can lead to better dialogue.



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Transforming Self-Doubt: NLP Tools for Overcoming Imposter Syndrome

A Practical Guide to Breaking Free from Limiting Patterns and Building Lasting Confidence



Joanna Ellis

jo@jojoellis.com
www.jojoellis.com

Sophie is a bright, high-flying marketing executive at a fast-growing tech company. Her manager frequently praises her for her innovative ideas, yet she feels the need to keep proving herself, convinced her success is only due to sheer hard work. Fearing her colleagues might realise she's not as competent as they think, Sophie overcompensates by working longer and longer hours. This self-imposed pressure leaves her drained, anxious and disconnected from her family.

Steph, an experienced and beloved educator, questions her teaching abilities. After each lesson, she revisits what she could have done better, agonising over every minor mistake. Despite positive feedback, she convinces herself that each perceived flaw proves she isn't good enough. Any negative feedback floors her. This relentless self-criticism leaves her burnt out, questioning whether she's suited to teaching.

Amara, a talented, award-winning graphic designer, hesitates to take the next step in her career. Even though her colleagues encourage her to pursue a promotion, she holds back, telling herself she's still not ready. When an exciting opportunity arises to lead a lucrative new project, Amara turns it down, fearing the extra visibility will expose her as a fraud.

Imagine this. You've finally earned the promotion you worked so hard for, but instead of feeling proud, you're quietly waiting for the moment when everyone realises you're not up to the job.

Or maybe you're a successful coach, delivering excellent results and receiving glowing client feedback. Yet deep down, you can't shake the feeling you're faking it – that one day, people will find out you're not as capable as they think. You brush off those compliments, telling yourself it's just because your clients are being polite.

When you feel like you don't deserve your success

Do any of these stories resonate? If yes, you may be experiencing more than just occasional self-doubt. It could be imposter syndrome. In 1978, psychologists Pauline Clance and Suzanne Imes found a common thread in successful women who felt unworthy of their success. These high-achieving executives attributed their achievements to luck or timing rather than ability. Their persistent feeling of inadequacy often led to anxiety, stress, and a constant, overwhelming fear of being 'found out'. Clance and Imes named it 'The Imposter Phenomenon'.



Confidence grows when you give yourself permission to be a beautiful work in progress.



When you de-nominalise 'Imposter Syndrome,' it shifts from an overwhelming label to a series of specific, manageable behaviours.

Is your inner critic on overdrive?

Imposter syndrome often shows up as over-preparing, working long hours to prove yourself, avoiding challenges out of fear of failure, or resisting delegation just in case others see you as incapable. You might downplay achievements, dismiss praise, or dread criticism. Ironically, this fear of external criticism often fuels intense self-judgement, with your inner voice in overdrive, replaying every perceived failing in your mind. Your inner critic becomes your harshest judge, perpetuating a cycle that drains your mental energy. Trying to live up to unrealistic standards creates a perpetual, underlying feeling of 'winging it'.

If you leave these patterns unchecked, they can steadily chip away at your confidence, leading to mental fatigue, heightened anxiety, and stress-related health issues. It's like running on a treadmill set to high speed, where no matter how fast you run, you feel you're not moving forward.

My imposter feelings surfaced as a relentless drive to learn more, as if another course would make me 'enough'. Today, I see that learning is endless – and that's exciting, not limiting.

Critical differences between imposter syndrome, self-doubt and low self-esteem

Imposter syndrome isn't lacking competence. It's not recognising you *are* competent.

It's different from self-doubt, which is occasional uncertainty when stepping out of your comfort zone and which fades with experience. Imposter syndrome lingers despite success.

It's different from low self-esteem – an overall lack of self-worth. Individuals can have high levels of confidence in some areas, whilst feeling like they're hiding behind a mask in others.

The power of NLP

So, how can NLP help address the waves of insecurity? NLP is about understanding and transforming internal processes – thoughts, beliefs and behaviours – into empowering alternatives.

Central to NLP is modelling and the study of excellence. It's about understanding and learning from the thought patterns, behaviours and strategies of those who have moved past challenges others continue to face.

Understanding what these individuals do differently can uncover the specific mindsets and strategies to help those who feel like a fraud to believe they are good enough and they do deserve that seat at the table.

KPMG's 2020 survey of 750 high-achieving women showed that 75% reported experiencing imposter syndrome. With my NLP hat on, I'm fascinated by the 25% who have never or who no longer

experience imposter feelings.

How do they navigate their insecurities to demonstrate self-trust?

What is different about how they handle setbacks, feedback or new challenges?

What sets the 25% apart?

I sought out these 25% in my Facebook community, *Woman of Influence*. These thriving women shared how they are what we call 'internally referenced' – they excel at self-validation and feel grounded and comfortable regardless of external praise or criticism. They embrace the mindset that there's 'no failure, only feedback', believing in their inherent worth even when things go wrong.

Past clients tell me that, instead of internalising mistakes, they now approach them with curiosity and self-compassion. They are adept at getting out of their own way. And what I found most powerful – their feelings of inadequacy dissolve when they shift focus from proving their worth to concentrating on the value they bring and the impact they make.

If you or someone you know are stuck in a cycle of unworthiness, NLP provides powerful ways to break free and cultivate self-assurance.

Practical strategies to reclaim your confidence

Are you ready to shift from feeling like an imposter to totally owning who you are and what you do? These six practical strategies will guide you.

1 Reality check it – embrace learning over labels

Imposter syndrome has become such a buzzword that it's easy to mislabel natural jitters as something more significant. Feeling uncertain when starting something new could simply be a sign you're stretching your capabilities. Start with self-reflection. If a feeling of not being good enough arises, ask yourself, "Is there any truth in this feeling?" If yes, identify specific steps to become good enough, build confidence and address gaps. Instead of striving for elusive perfection, relish this learning phase and focus on gaining more practice time or 'flight hours'.

2 Share it – start a conversation

A 2020 study published in the *Journal of General Internal Medicine* found that up to 82% of people experience imposter syndrome at some point. It affects everyone, from students to executives. It thrives in isolation and feeds on the belief that you're alone in feeling this way. Breaking this silence is often the first step toward reclaiming your confidence.

Let's normalise it. Vulnerability has immense power and



▶ sharing your struggles can transform isolation into deep, meaningful connections. When you acknowledge that this 'not good enough' mindset is a shared human experience and not a personal failing, you release the loneliness, shame and lack of self-compassion that kept these feelings alive and step into possibility. Sharing your experience can inspire others to open up. It shifts the narrative from "I'm the only one" to "Many of us face this, and we can address it together." Imagine the relief in finding *your people*, a supportive circle that gets you and cheers you on.

3 'De-nominalise' it – break down the big label

In NLP, we use the term 'nominalisations' – abstract concepts like 'imposter syndrome' that feel fixed, overwhelming and a heavy label. Remember the test for nominalisation? You can't physically put 'Imposter Syndrome' into a wheelbarrow because it isn't a single, tangible thing. Instead, it's a collection of thoughts, feelings and behaviours.

When you de-nominalise, you break down this abstract concept into specific actions or patterns of behaviours. For example, instead of saying, "I struggle with imposter syndrome," we might explore behaviours like hesitating to speak up, dismissing compliments, procrastinating, or constantly seeking reassurance. Now, there is simply a collection of patterns that you have the power to change.

You can address each behaviour individually with a tailored strategy, like setting more explicit boundaries or practising gracefully accepting praise. The story changes from "I have imposter syndrome" to "I'm choosing new ways to respond."

4 Challenge it – unpack with the meta model

The meta model is an NLP tool that helps uncover and reframe distorted thinking. If you say, "I never get things right," challenge yourself, "Never? Can I think of a time when I did?" This self-reflection shifts all-or-nothing thinking and builds a more accurate, empowering narrative. The key is maintaining a sense of curiosity and self-compassion, turning moments of self-criticism into opportunities to discover what's true.

5 Reframe it – tell a new story

The stories we tell ourselves shape our reality, but the great news is our thoughts are not reality and we get to rewrite them. For example, you can reframe thoughts like, "I'm not as good as everyone else," to, "I bring my unique strengths and perspectives to the table." This shift allows you to move from

comparing yourself to stepping into self-trust, knowing you are transforming. Focus on what you bring, embrace alternative perspectives, and celebrate your achievements. Confidence grows when you give yourself permission to be a beautiful work in progress.

6 Transform it – create leverage for lasting change

True transformation begins with realising what's at stake – understanding what staying stuck costs you, how it may serve you somehow, and what you stand to gain by releasing it. Ask yourself, "What price am I paying for holding onto these insecurities?" Recognise that every feeling and behaviour has a positive intention, often serving as a form of protection. Once you acknowledge this, you can approach current behaviours with kindness and find more empowering ways to achieve the same intention. Then, create a clear and compelling vision of what you want instead and especially *who* you want to be. Commit daily to stepping into that new empowered identity.

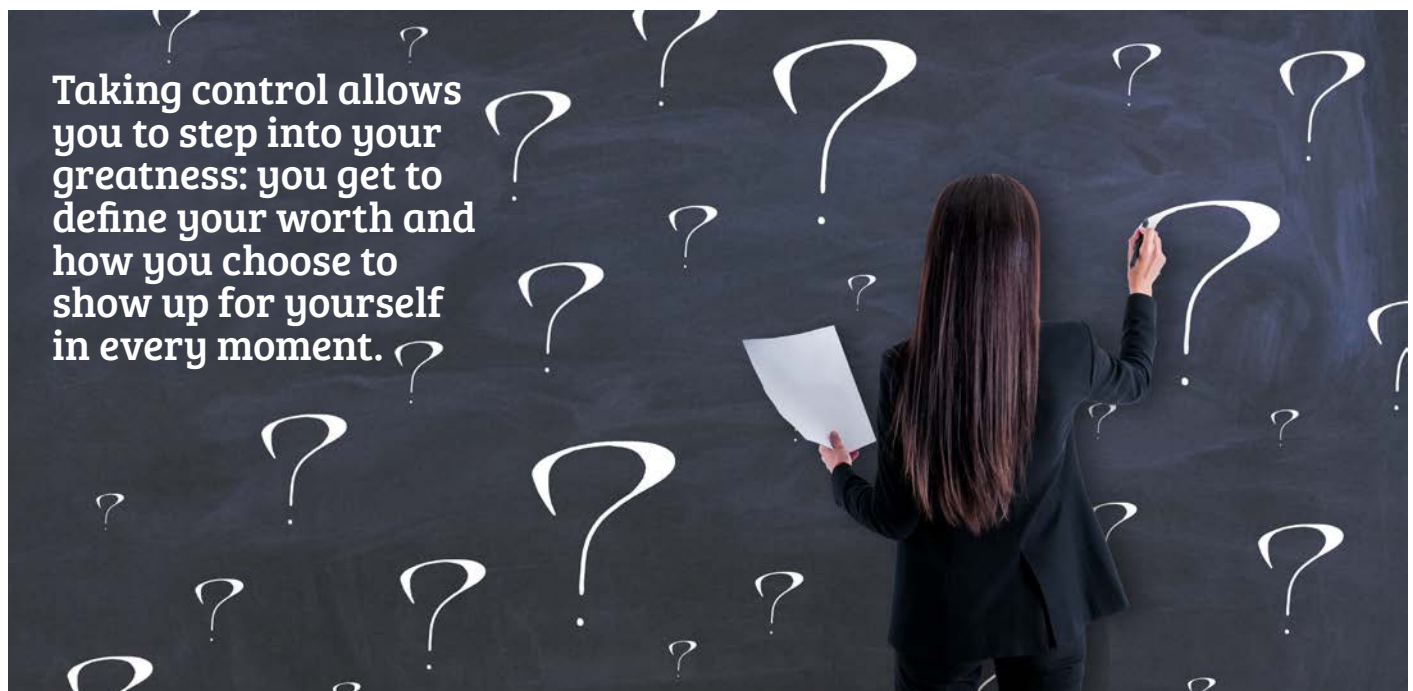
Imagine how liberating it is to drop the mask and celebrate your uniqueness, knowing you feel safe to be authentic.

Picture yourself confidently embracing new opportunities, speaking up in meetings, and making your voice heard. When you see yourself from this place of possibility, the old patterns lose their power, and you step into a future driven by choice rather than fear.

Can we ever be free of imposter syndrome?

In my experience, the answer is yes – at least when it comes to freeing yourself from its most limiting aspects. Breaking through isn't about eliminating self-doubt but transforming how you respond. It's a journey of shifting old stories, heightening self-awareness and embracing growth. For many, imposter syndrome shifts from something personal, pervasive and permanent to experiencing brief 'imposter moments' – temporary signs that you're pushing beyond your comfort zone. These moments no longer define your worth but are natural indications of your growth and progress, and they quickly pass.

Taking control allows you to step into your greatness: you get to define your worth and how you choose to show up for yourself in every moment. Take a moment to reflect – what incredible possibilities could you create if you redirected the energy you used to spend doubting yourself into fully believing in and acting upon your capabilities and potential? ■





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Yogic Science and Indian Philosophy with NLP: Timeless Tools for Mental Resilience



Suren Kolkankar

info@surenkolkankar.com
www.linkedin.com/in/suren-kolkankar

In today's fast-paced, highly demanding world, achieving a balanced state of mental resilience has become crucial. Our minds constantly juggle multiple roles, expectations and pressures, making mental well-being more essential than ever.

Rooted in ancient Indian wisdom, yogic science provides a holistic approach to life, aiming to balance body, mind and spirit. It includes practices such as meditation, pranayama (breath control) and asanas (physical postures) designed to cultivate self-awareness, equanimity and inner peace. It offers timeless wisdom, while modern approaches like NLP bring practical tools for mental conditioning. Together, these methodologies create a powerful synergy that can enhance resilience, self-awareness and inner alignment, opening doors to profound personal transformation.

In practising yoga and studying Indian philosophy for the last 20 years, I found these dimensions reflect a depth of understanding that resonates with the principles of NLP. When I encountered NLP, I was immediately struck by its practical techniques to bring awareness, modify behaviour and elevate the mind's resilience. NLP provided a bridge for applying these philosophical principles in a structured, actionable way.

Let's explore first the four dimensions of mind in yogic science.

The four dimensions of mind

In yogic science and Indian philosophy, the mind is not seen as a monolithic entity but rather as a multidimensional construct with several aspects influencing our perceptions, emotions and behaviours. Recognising these dimensions can deepen our understanding of how the mind operates and how we can leverage it for personal growth through NLP.

Manas, often termed as the "emotional mind", is the aspect of the mind responsible for thoughts, emotions and

sensory input. It governs our everyday perceptions and reactions to external stimuli, often leading to automatic responses. In NLP, we relate to Manas as the part of the mind that processes external information and creates internal representations. By cultivating awareness of Manas, we can begin to observe our thought patterns and shift from reactive to proactive responses, fostering a more resilient mindset.

Buddhi, the "discriminative mind", plays a crucial role in discernment, judgement and decision-making. It is responsible for our capacity to think critically and differentiate between beneficial and detrimental choices. In the realm of NLP, Buddhi aligns with our ability to establish clarity of intent, set precise outcomes and utilise strategic thinking. Engaging Buddhi through NLP techniques enables us to cultivate clarity and purpose, essential components for building mental resilience.

Chitta, the "subconscious mind", is a repository of memories, impressions and past experiences. Chitta significantly influences our beliefs and habitual patterns, which can either hinder or enhance our resilience. NLP's focus on uncovering and reprogramming limiting

Rooted in ancient Indian wisdom, yogic science provides a holistic approach to life, aiming to balance body, mind and spirit.

beliefs directly corresponds with working with Chitta. By bringing subconscious patterns to the surface, we can identify, challenge and replace them with empowering beliefs, creating a foundation for sustained mental strength.

Ahamkara, commonly known as the "ego mind", is the sense of individual identity and self-image. This aspect of the mind can be beneficial in establishing a personal sense of self, but it can also lead to attachment, rigidity, and resistance to change. In NLP, working with Ahamkara involves reframing self-concepts, embracing flexibility and adapting a growth-oriented mindset. Understanding Ahamkara's role enables us to detach from limiting self-identity, fostering a resilient and adaptable sense of self.

Each of these dimensions of the mind provides a distinct lens through which we can observe and understand ourselves.



Yogic science and Indian philosophy offer profound insights into managing these aspects, while NLP provides practical tools to translate this knowledge into action.

Through integrating these frameworks, we can:

- Develop awareness and mastery over emotional responses (Manas) to reduce reactivity.
- Sharpen our decision-making and life direction (Buddhi) by setting clear goals and intentions.
- Uncover and transform limiting beliefs (Chitta) to align with our highest aspirations.
- Embrace a flexible, growth-oriented identity (Ahamkara) that supports continual evolution.

Integrating yogic science, Indian philosophy and NLP

When combined, yogic science, Indian philosophy and NLP create a rich tapestry of tools that individuals can use to cultivate mental resilience and self-awareness. This integration brings the wisdom of ancient practices together with modern cognitive tools, creating a holistic approach to personal growth.

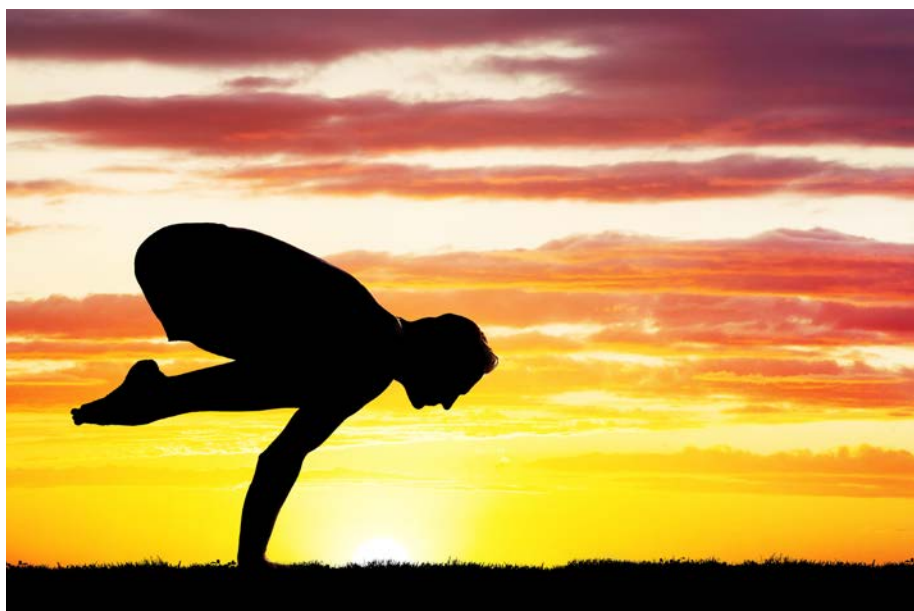
1. Self-Realization through mindfulness and NLP anchoring

The concept of mindfulness in yogic science – being fully present in the moment – aligns well with NLP anchoring techniques. Mindfulness helps individuals develop awareness of their thoughts and emotions without judgment, while NLP anchoring associates specific mental or physical states with positive emotions. By practising mindfulness, one becomes more attuned to present experiences, and NLP anchoring enables access to positive emotional states, such as calmness or confidence, whenever needed. This fusion helps in managing stress, staying grounded and maintaining emotional stability.

2. Mastering the mind with the power of belief systems

Indian philosophy encourages us to observe and transcend limiting beliefs. In the Bhagavad Gita, for example, Krishna advises Arjuna to look beyond his limited identity to align with a higher purpose. NLP similarly addresses belief systems and teaches methods to identify and replace limiting beliefs with empowering ones. By examining beliefs that shape one's identity, individuals can reframe negative thoughts and develop a growth-oriented mindset, fostering resilience against life's challenges.

3. Conquering fear and the ego: a yogic and NLP perspective



In Indian philosophy, the ego (Ahamkara) is seen as a major source of suffering. Ego binds individuals to their desires, making them vulnerable to fears and attachments. Yogic practices such as meditation help practitioners recognise the ego's influence and detach from it. NLP adds a practical dimension, allowing individuals to deconstruct fear by examining the mental structure behind it. Techniques like the Swish Pattern or dissociation in NLP help individuals step outside their fears and view them from a more neutral perspective, making it easier to confront and transform fear-based limitations.

4. Creating alignment in life: values and vision

Yogic science encourages individuals to align their actions with Dharma, or one's purpose in life. Similarly, NLP teaches the importance of identifying core values, which serve as a compass for decision-making and personal fulfilment. By aligning actions with values and purpose, individuals experience a sense of congruence that promotes mental resilience. This alignment acts as an anchor, allowing individuals to stand firm amidst life's uncertainties.

5. Embracing change with flexibility and awareness

Indian philosophy teaches that change is inevitable and acceptance leads to inner peace. In NLP, the concept of flexibility is essential – having multiple strategies or ways to respond to a situation increases the likelihood of success. By embracing the fluidity of life, individuals become resilient, able to adapt to change with ease and grace.

The integration of yogic science, Indian philosophy and NLP provides an unmatched approach to mental resilience, self-empowerment and well-being. By

combining ancient wisdom with modern techniques, we create a pathway for individuals to cultivate inner peace, break free from limiting patterns, and step confidently into a life aligned with their highest potential.

This fusion of methods transcends traditional self-help techniques by offering a holistic framework that addresses both the external behaviours and the deeper, often unconscious inner workings of the mind. Whether one is looking to overcome daily stressors or seeking deeper self-actualization, this powerful synergy opens the door to meaningful transformation and long-lasting mental resilience.

In my upcoming Virtual Masterclass, *Yogic Science and Indian Philosophy with Neuro-Linguistic Programming: Timeless Tools for Mental Resilience*, I will delve deeply into each of these dimensions and how they can be aligned with NLP principles for mental resilience and holistic well-being. Hosted by ANLP at the International NLP Masterclass on May 8th 2025, this session will offer a transformative experience, combining ancient wisdom and modern science.

For more details and to reserve your spot, please visit www.nlpconference.com. ■

The integration of yogic science, Indian philosophy and NLP provides an unmatched approach to mental resilience, self-empowerment and well-being.

The eCoherence Zone:

Reciprocity in Nature



By Lizzi Larbalestier, ANLP Regional Ambassador for Cornwall and the NLP Specialist Envoy for the Environment and Oceans. www.anlp.org/people/lizzi-larbalestier

Are your relationships *truly* reciprocal or purely transactional? Reciprocity is something nature innately understands, but we humans find easy to forget.

There is a difference between reciprocal encounters and transactional ones – think about it... With both, there is an exchange – but reciprocal relationships underpin deeper mutual support and benefit, ongoing or longer-term interaction and connection, and often have a ripple effect in terms of some form of systemic growth or evolution. This is beyond simple ‘exchange’ and often has indirect consequences (good and bad).

Pollinators are a great example. The bees visit multiple flowers for nectar and pollen and in doing so spread the pollen, benefiting the flowers and other pollinators. Cross-pollination occurs, creating diverse and colourful blooms, benefiting the wider web-like ecosystem and providing a richer food source to forage more widely. The benefit to the flower is not obvious but, indirectly, there is a longer-term symbiosis at play. The individual flower might not immediately see the benefit, but the meadow will flourish.

With a ‘hive mind’, the bee’s quest is driven by a larger quest for the good of the colony. Not to be confused with altruism, the law of nature is often described as a law of return and most plants, animals and organisms must prioritize their own genetic survival. BUT... reciprocity and an obligation to give back to their environment to make it a better place for them to live is wired into the DNA of the natural world.

As communication professionals we are pollinators, and as such the thoughts and ideas we nurture can spread far and wide – our interactions are more than back and forth. Negligence of reciprocity fosters unbelonging and closes our minds to empathy. Conversely, a sense of ‘interbeing’ with groups or places creates a ‘cheerful responsibility’ of sorts for them.

In summary, when it comes to reciprocal encounters and transactional ones, it would seem that one is about the greater good and the other is about attainment/acquisition. The bee is not expectant of reward; it simply goes about its day acknowledging that it is part of a wider ecosystem. The more we can replace expectancy with reciprocity, the richer our interactions will be. ■

One Session to Quit Smoking After 50 Years



Emma Jones

www.anlp.org/members/emma-jones

I established how they felt, and what it smelt and tasted like when putting a cigarette to their mouth. Then I changed the feeling, smell and taste to one of repulsion.

NLP Case Studies are taken from the ANLP website case studies submitted by ANLP members. Go to your dashboard to submit your case studies.

The challenge

JM has been diagnosed with COPD. The symptoms leave them breathless and constantly coughing. They have smoked since they were about eight years old and knew that if they continued it would kill them.

They'd tried hypnotherapy in the past, which worked for a few weeks, before something caused them to start smoking again.

Their anxiety had increased recently because of their symptoms; they didn't want to die.

The effect

JM was unable to take part in activities with their family, which was causing them a great deal of upset.

They had always thought that smoking took the edge off their anxiety. However, lately they had realised this was not the case – it was, in fact, adding to it, especially as they now feared dying and were missing out on precious time with their family and friends.

They knew the COPD had no cure, but they'd noticed that smoking was aggravating their symptoms and they knew this would only increase over time, limiting their life even more. The end result would be death.

The solution

JM's intention to quit was high, which meant they only needed a single two-hour session.

Initially, they were quite nervous, so I took some time to calm

their nerves using NLP. Once they were in a more settled and resourceful state, I worked on changing how the smell of smoke would evoke a craving for a cigarette.

I established how they felt, and what it smelt and tasted like when putting a cigarette to their mouth. Then I changed the feeling, smell and taste to one of repulsion. I supported this by helping them to create how they wanted to behave instead when the urge to smoke arose.

I'd obtained information from JM prior to the session and used this to write personalised sections into a hypnotic trance, with which I finished the session. During the hypnosis they coughed quite a lot and we had to stop for them to have a drink. It was as though their mind was trying to reject the concept of smoke.

The result

JM contacted me six weeks after our session. They explained they did not initially feel like the process had worked, as they had not felt hypnotised. However, to their surprise and happiness, it had worked and they had not smoked for six weeks.

I've had several other messages from them as they reached milestones such as three months and six months to say they are still not smoking.

In their review, they wrote: "It was the best money I've ever spent and I would recommend this lady all day long. I used to also smoke weed and I even stopped that. I feel so much better and probably will have a few more years than I did before, so thank you, Emma." ■

Endless Horizon



Nick LeForce
Transformational Poet

nickleforce@me.com
www.nickleforce.com

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video

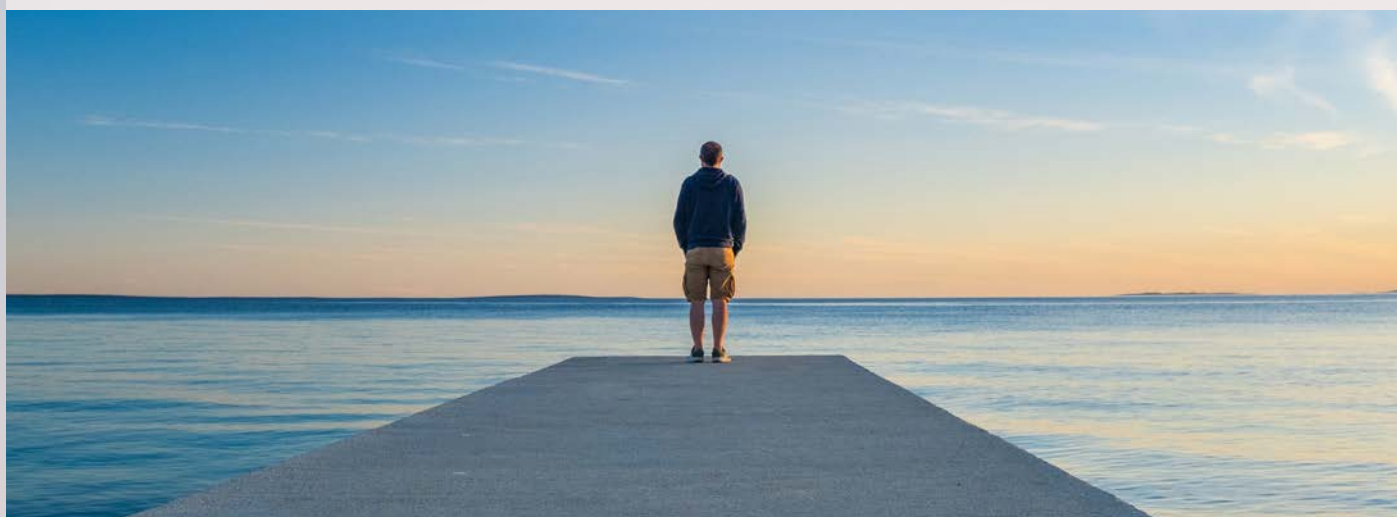


Several years ago, I had the pleasure of walking the beaches in Scarborough near Perth, Australia. It was early fall and the weather was gorgeous. One day, I stood on the shore gobsmacked by a cloudless blue sky stretching out across the vast blue sea to a thin line that merged the two in the distance. I heard a voice, disguised as my own, asking: "Is the horizon you envision for yourself big enough to hold your dreams?" It was the seed that led to one of my favourite poems, *Endless Horizon*. Our

'horizon' is the set of ideas and beliefs that determine what is or is not possible, appropriate, or worthwhile for us to pursue.

As far as I know, NLP offers the best set of tools for identifying, articulating and changing limiting beliefs and for expanding our personal horizons. I often share this poem when teaching NLP Belief Change techniques or when working with clients who may need to expand their horizons in order to pursue their dreams.

Endless Horizon



On a clear day, the ocean offers an endless horizon,
an edge to the world beyond which you cannot see
and has no perceivable destination.

A mystery to ancient mariners who sailed the unknown sea
in search of undiscovered lands or seeking mythic treasures
because the ocean edge is wide enough for all you might imagine.

It speaks to that part of you that longs to know
what's around the corner, what's over the hill,
what's beyond the edge; that part of you that knows
there is more to life than what you have allowed yourself to live.

If you squint and stretch your eyes to the farthest margin,
as if to peer over the edge of your own horizon,
you will begin to wonder what lies beyond
the rim of possibility you have set for yourself.

You will hear the tireless crash and roar
of wave after wave battering at your beach,
crumbling belief into sand, dropping the shells
of what no longer lives in you on the shore
and asking you over and over:

Is the horizon you envision for yourself
big enough to hold your dreams?

And your heart knows the answer.

Your heart knows when the life you live
won't let you live your life.

Your heart knows when the tides of change
come from the deep, deep sea,
from the unknown depths in you
that support an endless horizon

and then, on one clear day
you will stand on the shore and see,
for yourself, all things possible.

May you, on one clear day, stand on the shore and see, for yourself, all things possible! I hope you enjoy these poems and would love to hear your feedback and comments. ■

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The Use of NLP in Eating Disorder Recovery

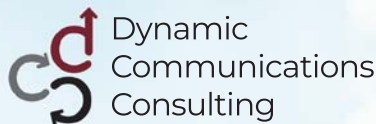
No Longer Petrified

Lindsey Agness & Sophie Baker

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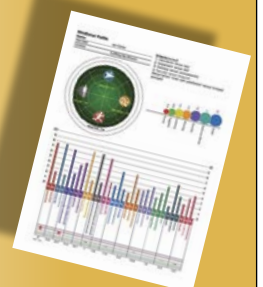
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