

WELCOME!

LOGO AND INSTITUTE NAME HERE

NLP Practitioner Training

1

INTRODUCTION

- Your Name
- Where are you from?
- What do you want to get from the course?
- 2 Minutes Each

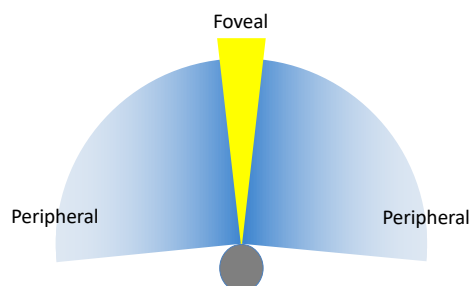
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Guidelines for Successful Group Work

- Start and finish at arranged times.
- Do exercises as described, to the best of your ability.
- Keep personal information confidential.
- It's OK to check when you're not certain.
- Respect others and their model of the world.
- It's OK to have fun!

3

Peripheral Vision



4

You can use NLP as a toolkit to become a better leader by improving your Emotional Intelligence

5

What you can do with NLP

- *Relate to people better*
- *Clear blocks within yourself*
- *Improve motivation*
- *Understand people better*
- *Become more influential*
- *Set clearer goals*
- *... and more!*

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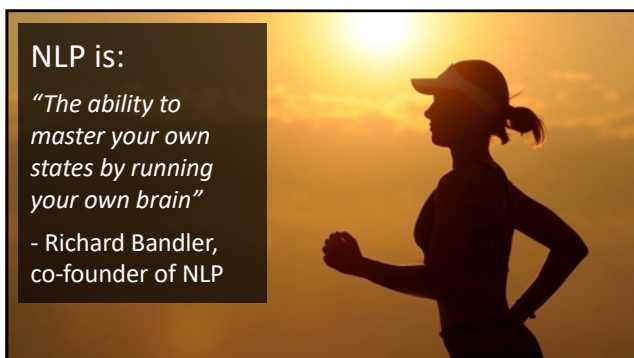
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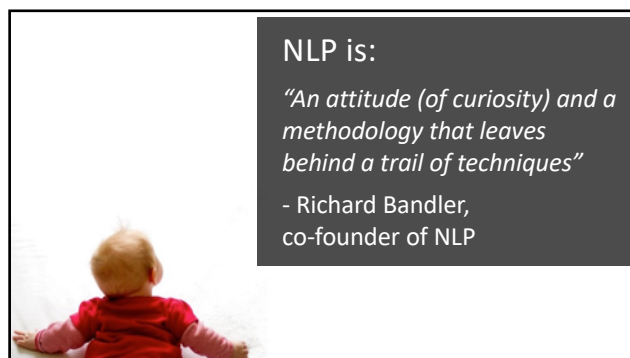
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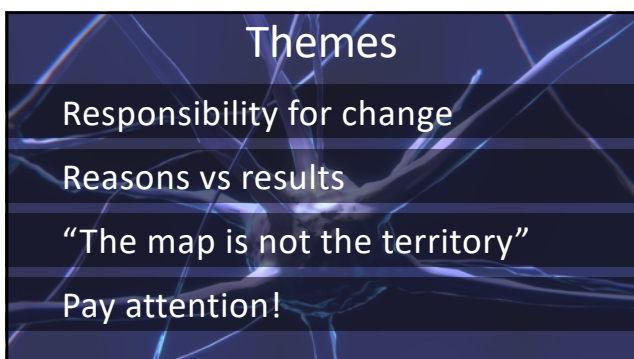
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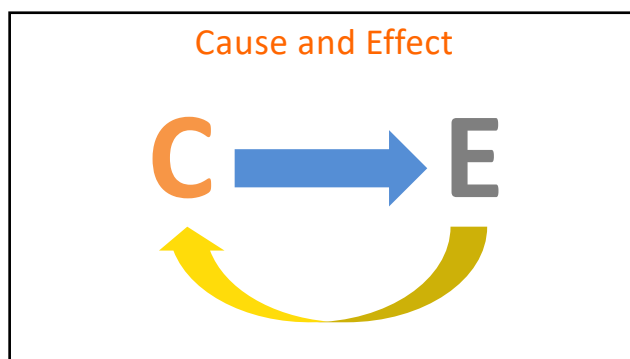
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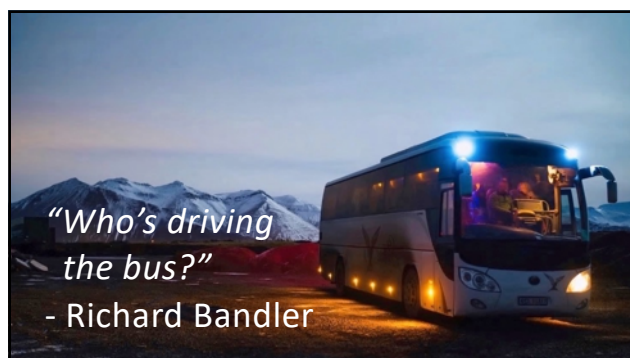


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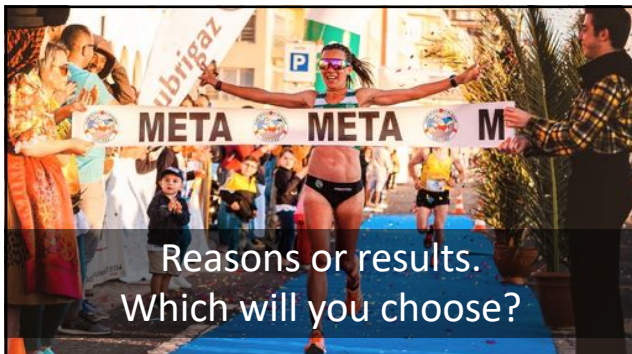
Which Side Would You Rather Be On?

Results (Cause)	Excuses or Reasons (Effect)
Takes Responsibility	Blames
Decisive	Procrastinates
Proactive	Reactive
Takes action	Tolerates
Seizes opportunities	Acts only when they have to
Choice	No choice
Powerful	Powerless
Responsible for own emotional states	Feels responsible for other's emotional states but not their own
Takes initiative	Fatalistic
Makes things happen	Victim
Leader	Follower

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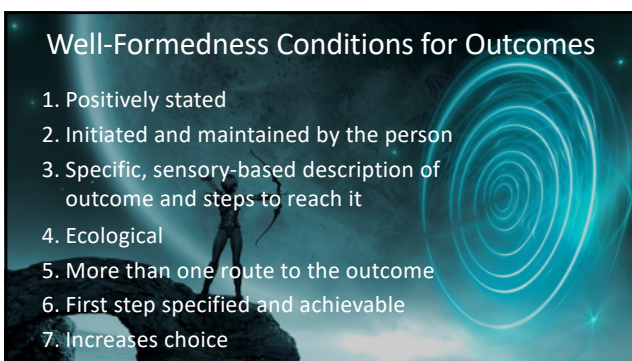
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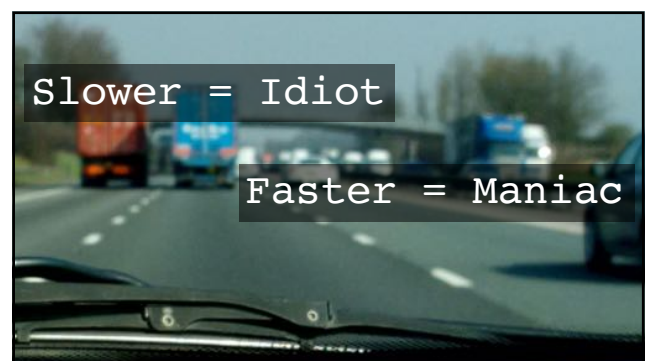
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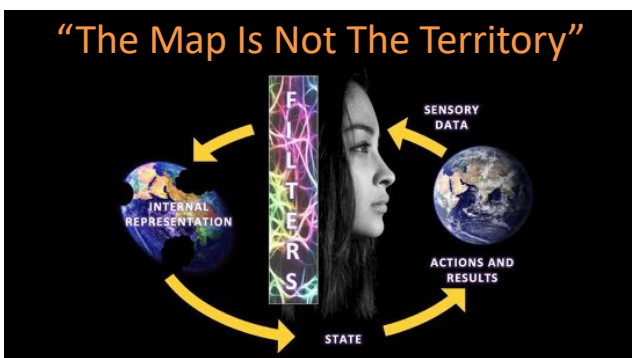
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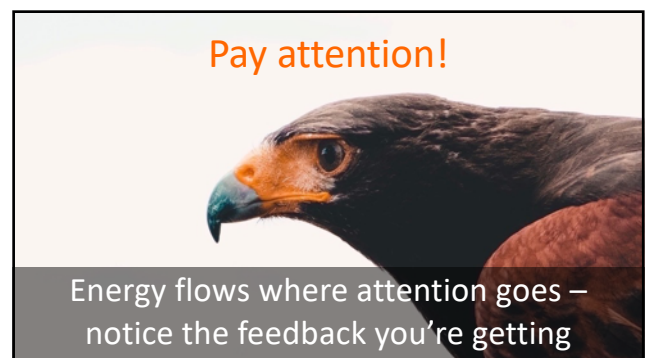
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Presuppositions of NLP: About People

- The map is not the territory
- All behaviour is the best choice currently available
- People have all the resources they need to succeed (there are no unresourceful people, only unresourceful states they get into)
- I am in charge of my mind, and therefore my results
- The only reliable information about a person is their behaviour
- Mind and body are one system

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Presuppositions Of NLP: About Communication And Change

- Respect for the other person's model of the world
- The "meaning" of communication is the response you get
- You cannot *not* communicate
- There is no failure, only feedback
- The more complex the situation you have to cope with, the more behavioural flexibility you need ("Law of Requisite Variety")
- Any changes should increase choice and wholeness, and be evaluated in terms of ecology

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Communication is not a thing, it's a process



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Mind And Body Are One System

Every cell in the body is bathed in neurotransmitters

"Every cell in your body is eavesdropping on your thoughts"
- Deepak Chopra



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Mind And Body Are One System



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When working with people (or yourself), remember...

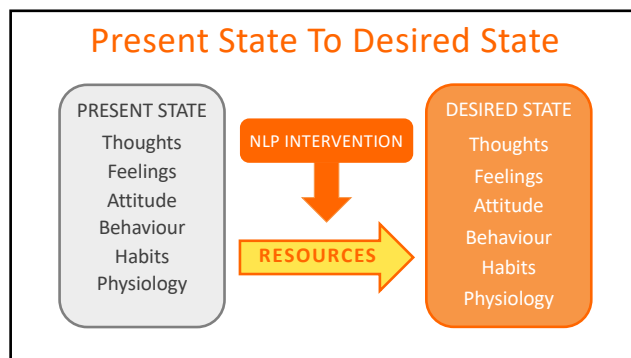


...there are no unresourceful people, only unresourceful states

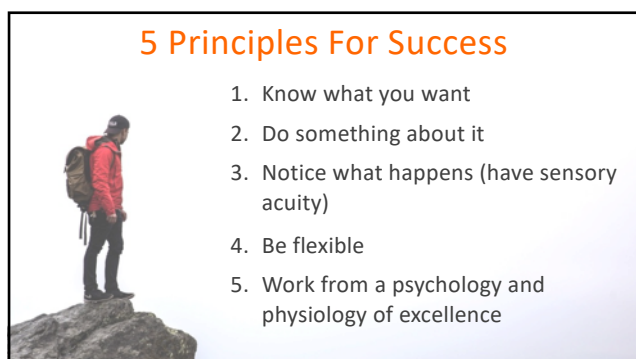
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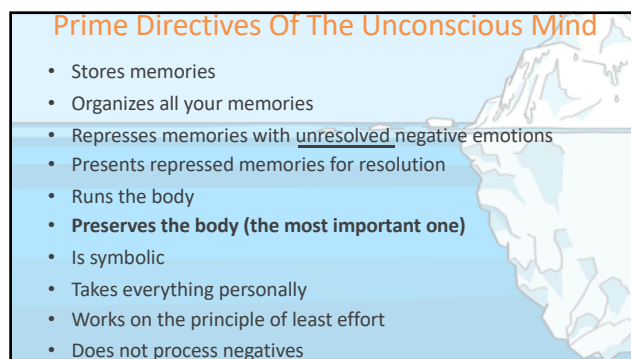
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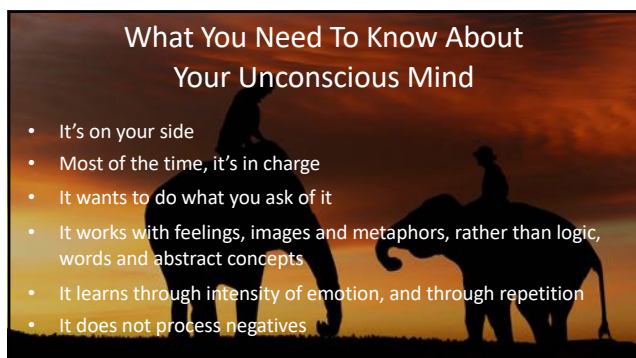
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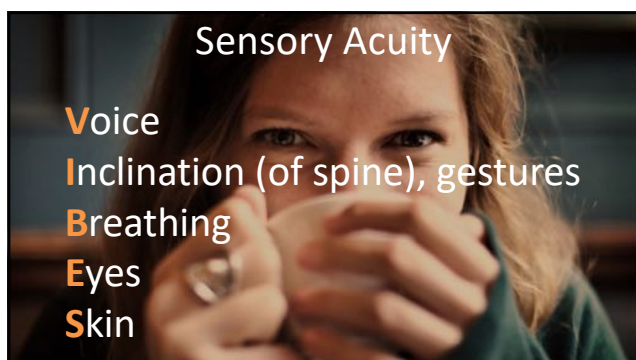
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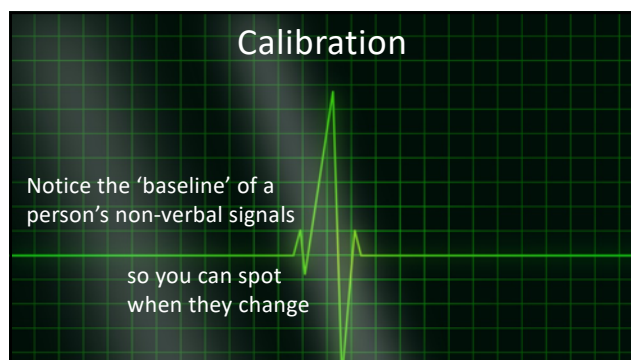
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Sensory Acuity Exercise: Visual

In pairs (person A and person B):

1. A - think of someone you like
2. Break state (i.e. B distracts you from thinking of that person)
3. Think of someone you don't like
4. Repeat until B can tell them apart
5. A - think of one or the other but don't say which
6. B - guess which person A is thinking of
7. Swap over

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Sensory Acuity Exercise: Auditory

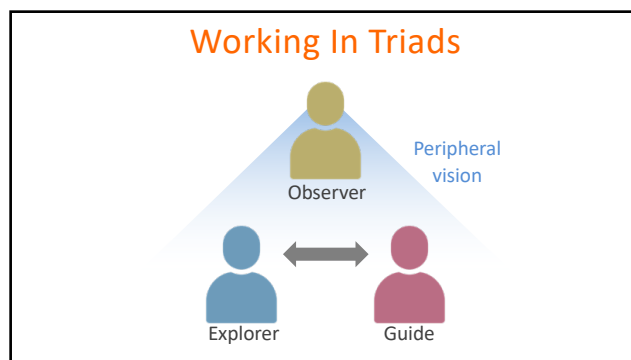
In pairs (person B has eyes closed):

1. A - think of someone you like and count to 10 out loud
2. Break state
3. A - think of someone you don't like and count 1-10
4. Repeat until B can tell them apart
5. A - think of one or the other and count 1-10
6. B - guess which person A is thinking of
7. Swap over

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Rapport: Being Fully Present Exercise

A (speaker), B (conversation partner), C (observer)

1. A and B have conversation about A's best vacation ever
2. B is interested for 2 minutes
3. Not interested for 1 minute
4. Interested for 1 minute
5. 1 minute **sensory-specific** feedback from C on what they noticed

(just one round, no need to switch roles and repeat)

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Rapport: Voice Matching

- A repeats a phrase e.g. "My awareness is constantly improving"
- B repeats, matching voice as closely as possible
- Coach(es) give sensory based feedback to match even closer
- Rotate roles until everyone has tried each role

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The Easy Way To Achieve Rapport



1. Be interested and 100% present
2. Notice their energy level and emotional state – the 'speed they're running at' – and match that

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Pacing And Leading Exercise

**3 people (Speaker, Matcher and Observer)
7 minutes per round**

- Speaker and Matcher have a conversation
- Matcher builds rapport
- Matcher tries to 'lead' Speaker
- If it doesn't work, build more rapport and try again
- After 5 minutes, Observer gives 2 minutes of sensory-based feedback to Matcher.

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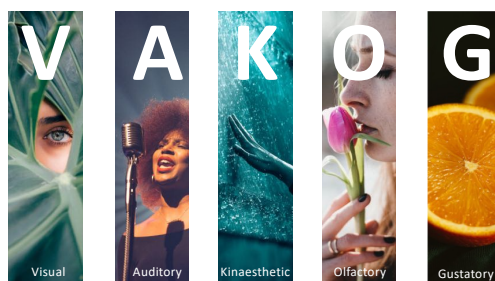
Four Indicators Of Rapport



- Internal feeling
- Skin colour changes
- Leading
- They tell you

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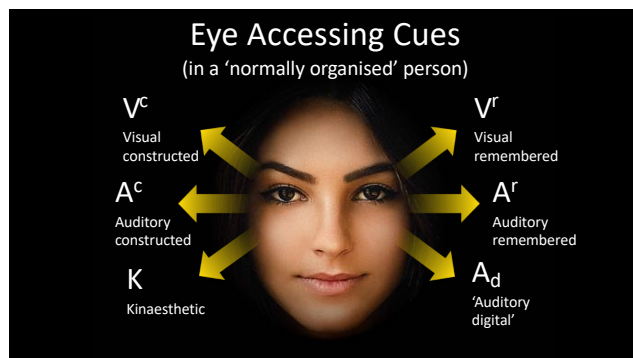
Sensory Modalities



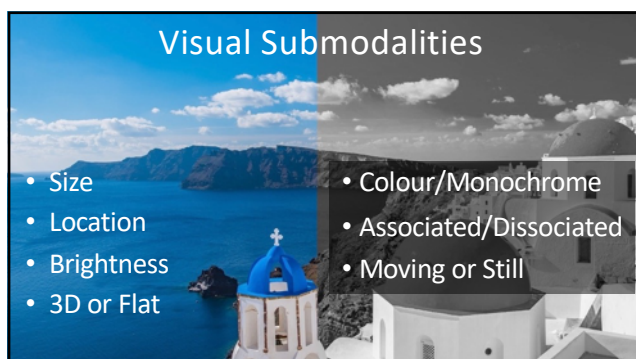
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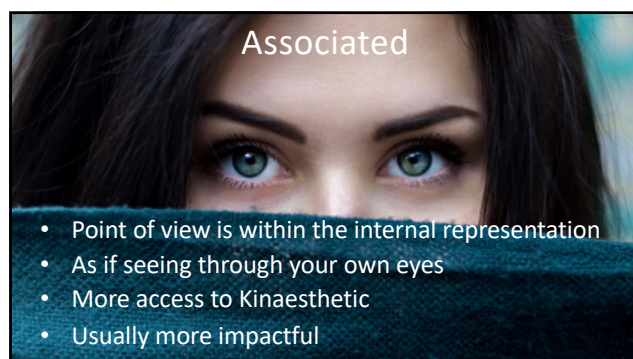
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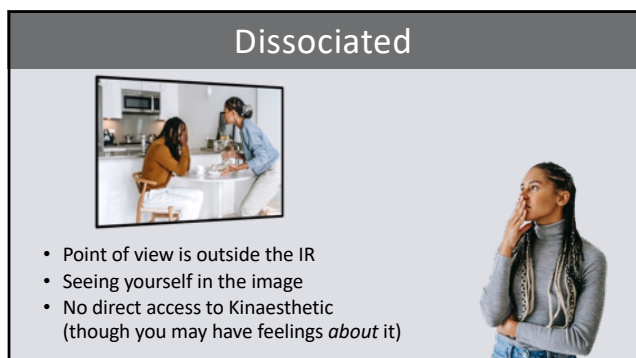
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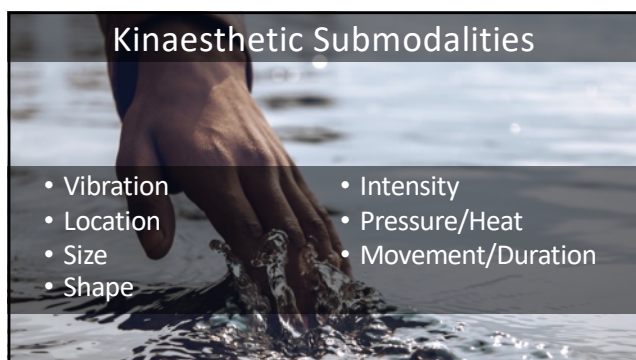
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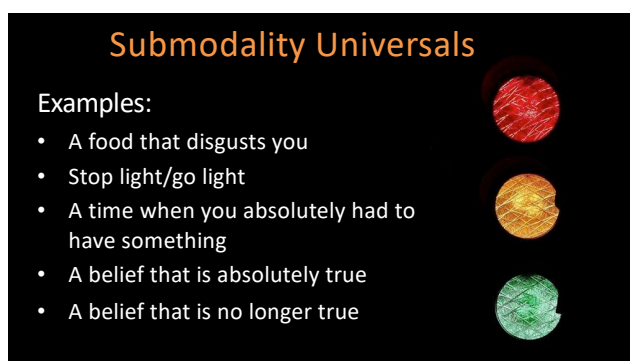
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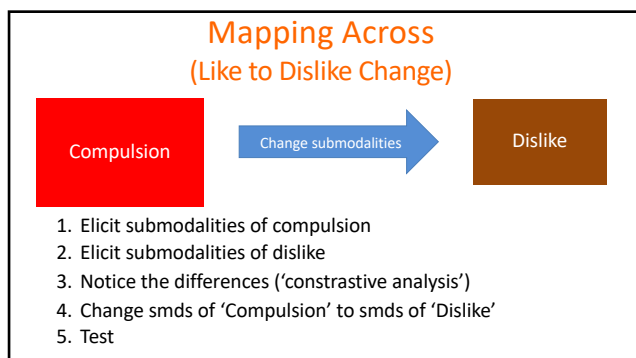
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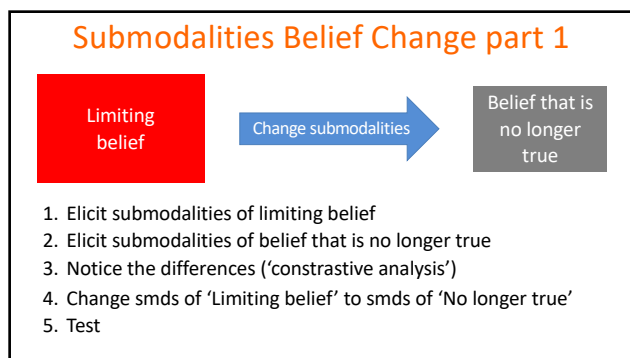
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Submodalities Belief Change part 2

Belief you would like to have

Change submodalities

Belief that is absolutely true

1. Elicit submodalities of belief that is absolutely true
2. Elicit submodalities of belief you would like to have
3. Notice the differences ('contrastive analysis')
4. Change smds of 'Belief you would like to have' to smds of 'Absolutely true'
5. Test and future pace

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Swish Pattern

'Trigger' image (associated)

Resourceful self image (dissociated, generalised context)

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Anchoring

The process of forming a neurological link between a state and a stimulus



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Steps To Anchoring: 'EARS'

1. **E**licit a powerful desired state
2. **A**nchor: provide a specific stimulus as the state changes
3. **R**everte the person's state to the baseline
4. **S**et off the anchor to test.

EARS acronym from Tad James

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5 Keys To Anchoring: 'I-TURN'

1. **I**ntensity of the Experience
2. **T**iming of the Anchor
3. **U**niqueness of the Anchor
4. **R**eplicability of the Stimulus
5. **N**umber of times
(repetition can substitute for intensity)

'I-TURN' acronym from Tad James

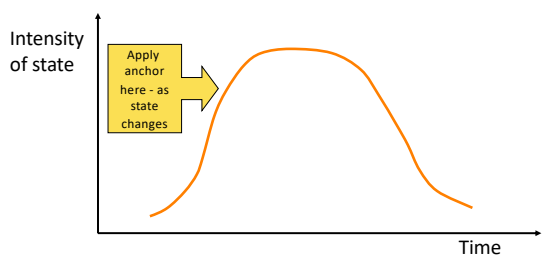
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Best Experiences For Anchoring

1. As they happen
2. Remembered
3. Imagined

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Timing Of The Anchor



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Eliciting States

Remember, pace and lead!

1. "What is it like when you feel χ ?"
2. "When do you feel like that?"
3. Pick a specific time...
4. "As you go back to that time now..."

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Choosing A Stimulus

Could be:

- A visual image
- Auditory – a word or a tune
- Kinaesthetic – a gesture

Remember it must be replicable (under the person's control) and unobtrusive

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Stacking Anchors



Using **multiple** resource states, anchor each one individually to the **same** place

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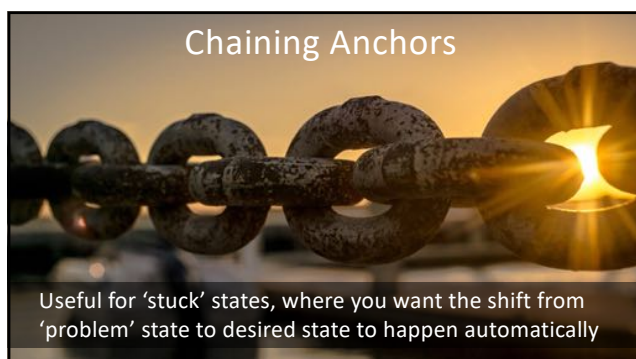


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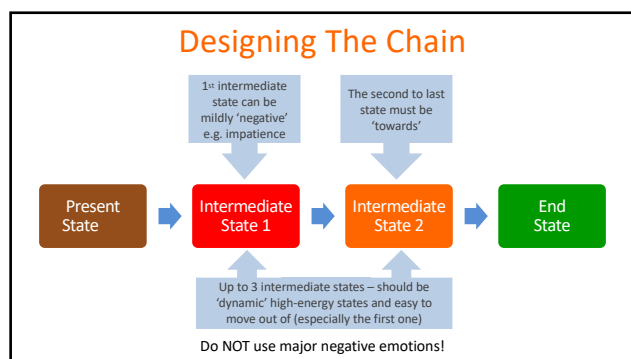
Collapsing Anchors

1. Decide +ve & -ve states
2. Anchor +ve states and test - stack as many as needed
3. Anchor -ve state
4. Press +ve and -ve anchors – hold until integration is complete
5. Release -ve anchor first
6. Hold +ve for 5 more seconds

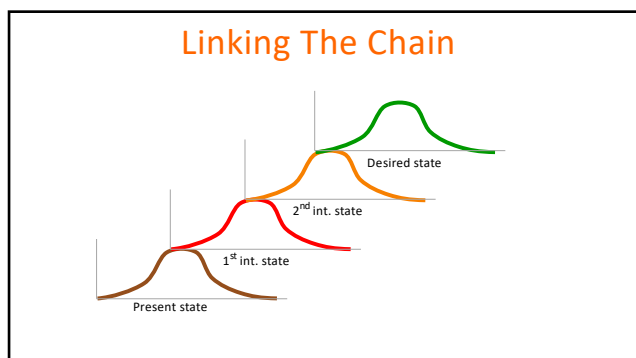
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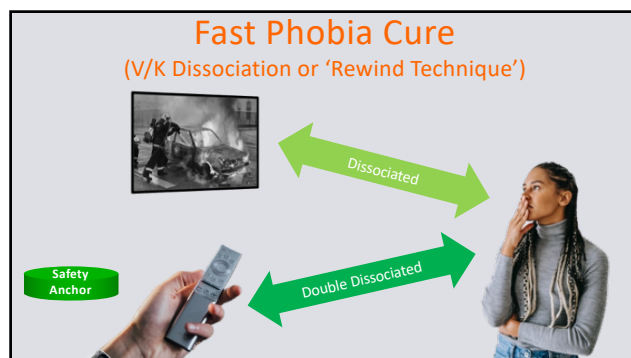
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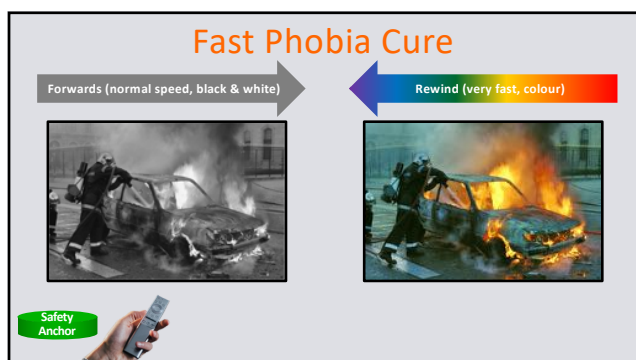
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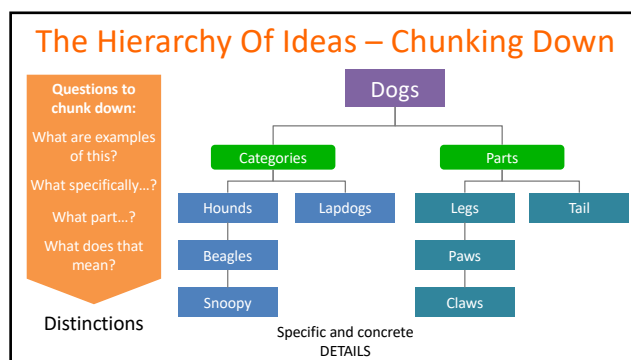
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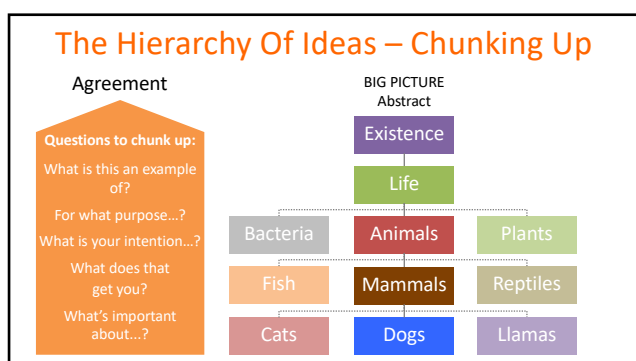
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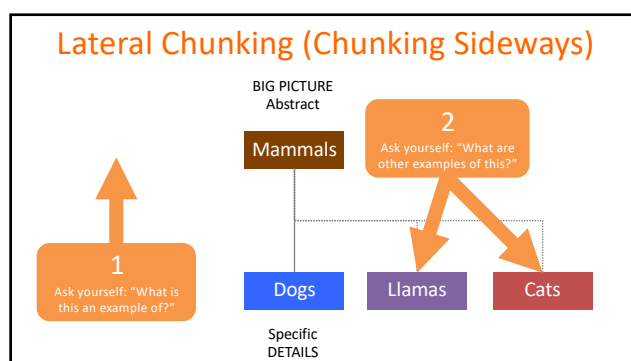
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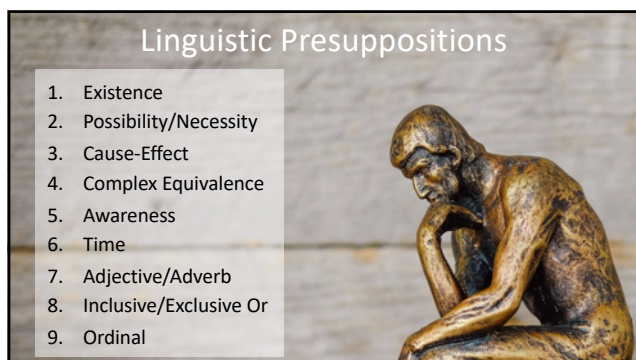
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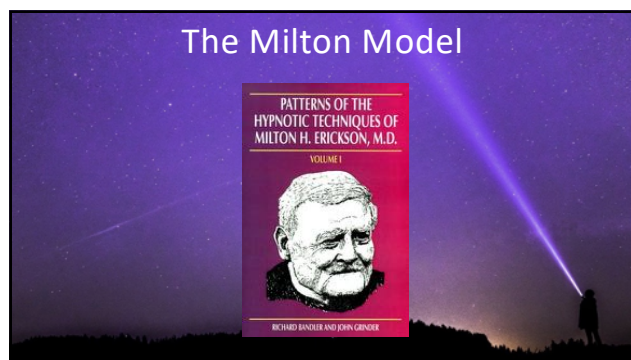
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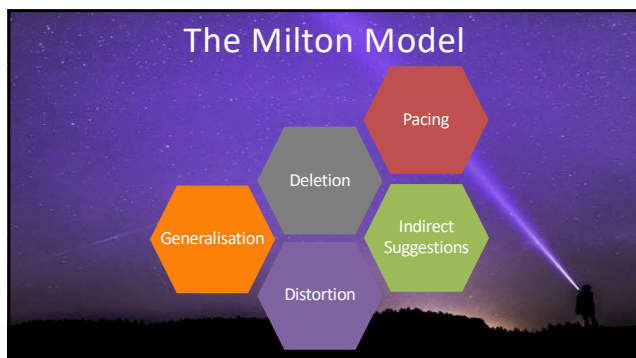
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Milton Model: Distortions

Mind Reads

"I know you're wondering how to use this..."

"You may be wondering..."

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Milton Model: Distortions

Lost Performative (Value Judgement)

"And it's OK to feel a bit confused at this point..."

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Milton Model: Distortions

Cause and Effect

"If... then..."

"As you... then you..."

"Because you're so relaxed, you can accept positive suggestions"

"When you breathe out, all the tension will leave your body"

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Milton Model: Distortions

Complex Equivalence

"And that means..."

"Confusion means you're learning"

"Perception is projection"

"Time is money"

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Milton Model: Distortions

Presuppositions

"...and 10 is where you're going to be when you've solved the problem"

"When you've told me what you need, we'll be clearer about how I can help"

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Milton Model: Generalisations

Universal Quantifiers

"Every breath takes you deeper into trance"

"All the things you're learning..."

"Every no brings you closer to a yes"

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Milton Model: Generalisations

Modal Operators

(Possibility/Impossibility or Necessity)

"And you can really enjoy your new learnings"

"A person has to let things go sometime"

"We'll have to make the investment sooner or later"

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Milton Model: Deletions

Nominalisations

*"You will receive a **notification** of our **decision** in due course"*

*"Allow yourself to feel a degree of **satisfaction** with your **performance**"*

*"**Integrity** is vital to **emotional intelligence**"*

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Milton Model: Deletions

Unspecified Verbs

"You're growing in many new ways"

"This is an enjoyable experience"

"Certain memories can surprise and delight you"

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Milton Model: Deletions

Unspecified Referential Index

"People can learn easily when they relax"

"This is an enjoyable experience"

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Milton Model: Deletions

Simple Deletions

"You may be curious"

"Remember a time when you were spoken to pleasantly"

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Milton Model: Deletions

Comparative Deletions

"Things are better all round"

"This is a more competitive product"



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Milton Model: Pacing

Pacing Current Experience

"We're sitting here, in this meeting, and we're aware of how time's getting on, and we all want to reach a decision that works for everyone..."

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Milton Model: Pacing

Simple Conjunction

"We're sitting here, in this meeting, and we're aware of how time's getting on, and we all want to reach a decision that works for everyone..."

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Milton Model: Pacing

Utilisation

"The sound of people talking outside can remind you how quiet it is inside as you relax..."

Client: *"I don't think I'm ready"*

You: *"That's right, you don't **think** you're ready, but your unconscious mind..."*

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Milton Model: Pacing

Truisms

(undeniable generalisations, useful for preframing suggestions or requests)

"Sooner or later you have to take a break"

"Most people work more effectively when they have ways of recharging their energy"



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Milton Model: Indirect Suggestions

Ambiguity

a) Phonological

"Here the sound of my voice begins to take you deeper"

"Coke refreshes you like no other can"

"You'll have heard all you need to by/buy now"



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Milton Model: Indirect Suggestions

Ambiguity

a) Phonological:

"Here the sound of my voice begins to take you deeper"

"Coke refreshes you like no other can"

"You'll have heard all you need to by/buy now"



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Milton Model: Indirect Suggestions

Ambiguity

b) Syntactic – where the function of a word cannot be immediately determined from the context

"I don't like micro-managing managers"

"The journey of a lifetime"

Headline ambiguities:

"Squad helps dog bite victim"



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Milton Model: Indirect Suggestions

Ambiguity

c) Scope:

"Speaking to you as a business professional"

"The dedicated staff and leadership..."

"Be aware that you're sitting here able to listen to the sound of my voice and go into a deep trance"



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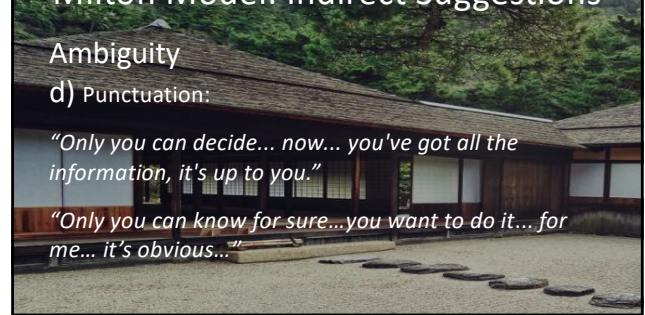
Milton Model: Indirect Suggestions

Ambiguity

d) Punctuation:

"Only you can decide... now... you've got all the information, it's up to you."

"Only you can know for sure... you want to do it... for me... it's obvious..."



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Milton Model: Indirect Suggestions

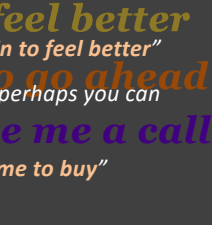
Embedded Suggestions

*"I don't know how soon you'll **begin to feel better**"*

*"When **you're ready to go ahead**, perhaps you can **give me a call**"*

*"Notice what factors tell you **it's time to buy**"*

It's time to buy



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Milton Model: Indirect Suggestions

Conversational Postulate

A yes/no question containing a suggestion:

"Do you think you can relax even deeper now?"

In everyday conversation:

"Could you open the window?"

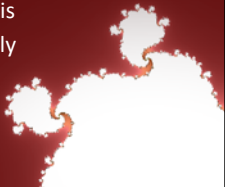


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Milton Model: Indirect Suggestions

Extended Quotes

The listener eventually loses track of where they are in the story and who is being talked to or about, so they apply it to self.



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Milton Model: Indirect Suggestions

Switching Referential Index

Changing the subject of a sentence halfway through:

"I was quite nervous when I first started presenting, but I found that you relax as soon as you get into it."

"If you're expecting a bit of a tussle over this one, just take a moment to review the issues and I'm sure we can go into it in a positive frame of mind."

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Milton Model: Indirect Suggestions

Negative Suggestions

"Don't buy until you're absolutely ready"

"I'm not saying these shares are definitely going to increase in value"

"Don't think of a blue rhinoceros"



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Milton Model: Indirect Suggestions

Negative Tag Questions

"You've dealt with similar challenges before, haven't you?" **shouldn't we?** **have you not?**

"I think we're ready to go, aren't we?"

"Things improve over time, don't they?" **isn't it?** **can't you?**

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Milton Model: Indirect Suggestions

Selectional Restriction Violations

Qualities or actions attributed to something that could not by its nature possess them:

"That term isn't very user-friendly"

"The whole room is enjoying this"

"My car didn't want to start this morning"

"This system enjoys a lot of advantages over the competition"

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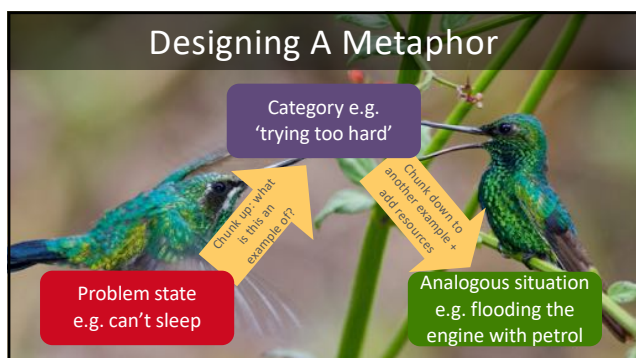
Intonation Patterns (in English)

W → W → W = Question

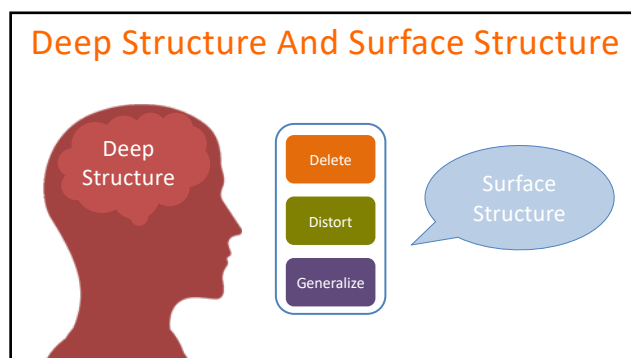
W → W → W = Statement

W → W → W = Command

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Meta Model Patterns

1. Mind Reading

"You must think I'm stupid"
"He wants to humiliate me"

Response:
'How do you know?'

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Meta Model Patterns

2. Lost Performative

"She's beautiful"
"It's selfish to go for what you want"

Response:
'By what standard?'
Or: 'How do you know?'

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Meta Model Patterns

3. Cause-Effect

"He makes me angry"
"Work bores me"

Response:
'How does this cause that?'

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The Meta Model

3. Cause-Effect

"He makes me angry"
"Work bores me"


Response:
'How does this cause that?'

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Meta Model Patterns

4. Complex Equivalence
"She never smiles at me, she doesn't like me"
"Questioning is disrespect"

Response:
 'How does this mean that?'
 'How is this the same as that?'
 Or just: 'Tell me more'
 'Tell me how that works'



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Meta Model Patterns

5. Presuppositions
"Would you rather wash up, or tidy your room first?"
"Don't cause any more difficulties"

Response:
 'Who says...?'
 'How do you know...?'



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Meta Model Patterns

6. Universal Quantifiers
"Everyone says so"
"Things never go right for me"
"Dogs are vicious"

Response:
 'Everyone?'
 'What, never?'
 'What, all dogs?'



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Meta Model Patterns


7. Modal Operators
 a) Necessity
"I mustn't say that to him"
"It is necessary to do this"
 'What would happen if you did/didn't?'
 b) Possibility
"I can't stay now"
 'What would happen if you did?'
 Or: 'What stops you?'



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Meta Model Patterns

8. Nominalisations
"I'm in a bad relationship"
 'Who are you relating to?'
 'How are you relating badly?'
"The decision has been made"
 'Who decided?'
 'How did you decide?'

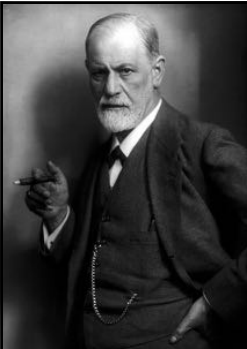


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Meta Model Patterns

9. Unspecified Verbs
"He made things OK again"
"We're going to turn this team around"
"I want you to improve quality"

Response:
 'How specifically?'



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Meta Model Patterns

10. Simple Deletion

"I'm upset!"

Response:
"About what?"



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Meta Model Patterns

11. Unspecified Referential Index (or Unspecified Noun)

"Some people will never get this"

"They don't listen to me"

"It's a matter of opinion"

Response:
'Who or what (specifically)?'



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Meta Model Patterns

12. Comparative Deletion

"It's better this way"

"I handled that badly"

Response:
'Compared with what?'



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Using The Meta Model With Rapport

Instead of Meta Model 'Violations', think in terms of markers of belief systems and missing information.

Instead of Meta Model 'Challenges', think in terms of clarification questions to ask when appropriate.

You don't have to ask every question out loud!

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What The Meta Model Is For

- Recover missing or vague information
- Help people (including yourself) loosen up and enrich their model of the world

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4 Ways to Use The Meta Model

- Clarify your own thought processes and communication
- Check your understanding
- Help other people to become aware of their own mental maps
- Help them to solve problems by reconnecting their thoughts with sensory experience and identifying gaps in their thinking

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Strategies

The order and sequence of internal representations and external actions that consistently produce a specific result



Change an ingredient, or one of the steps, and you'll get a different result

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What You Can Do With Strategies

Elicitation: discover a person's strategy for achieving a particular outcome.

Utilization: feeding back information to the person in the sequence that suits their strategy, e.g. utilizing a person's buying strategy in sales.

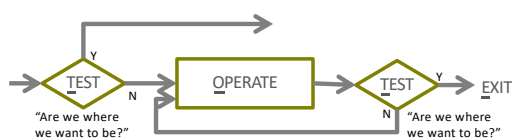
Change: changing a strategy to make it better at achieving the desired outcome.

Installation: installing a new strategy if the person doesn't have one for that desired outcome.

Modelling: we can model other people's effective strategies to learn a skill for our own benefit or to teach others.

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The T.O.T.E. Model



First Test is the cue or trigger that begins the strategy.

Operate - a series of steps aiming to get closer to the goal.

Second Test - compares the result of the Operation with criteria established by the first Test to find out if we are at our goal yet.

Exit - depends on the results of the second Test. If there is a match (goal achieved), the strategy exits. If not, it loops back for another operation.

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Steps In Eliciting Strategies

First Test – How do they know when to start running the strategy? What starts it off?

Operate - What is the sequence? What is the rep system of each step, and what are the submodalities?

Second Test - How do they know if they have succeeded? What tells them they have to go round again?

Exit - When do they stop running the strategy?

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Eliciting Strategies - Procedure

1. Get into rapport and set the frame.
2. Get the person associated into a time when they were doing the strategy.
3. Get the first Test – for strategy 'X', "What's the very first thing that makes you X?" or "What tells you to start Xing?"
4. Get the Operation, second Test, and the Exit: keep asking "Then what happens?" until the strategy loops round or exits.

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NLP Strategy Notation 1

Rep Systems

V = Visual (Pictures)
A = Auditory (Sounds)
K = Kinaesthetic (Feelings)
O = Olfactory (Smells)
G = Gustatory (Tastes)

Superscripts

r = remembered
c = constructed
i = internal
e = external

Subscripts

t = tonal
d = digital

Examples

V^r = Visual Remembered
A^r = Auditory Remembered
A^t = Auditory Tonal Remembered
K^r = Remembered Feelings
V^e = Visual External
A^c = Auditory Constructed
A^d = Internal Dialogue
K^e = Tactile Sensations

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NLP Strategy Notation 2

Syntactic Symbols:

- \longrightarrow = Leads to
 $/$ = Comparison
 \nrightarrow = Synaesthesia
 \xrightarrow{m} = Meta Response
 \xrightarrow{p} = Polarity Response
 $\xrightarrow{\quad}$ = Simultaneous but not interfering

Examples:

Sequence: $V^e \longrightarrow A^r \longrightarrow K^i$

Test: V^e / V^r

Simultaneous remembered picture + feeling: $V^r \nrightarrow K^i$

Saying one thing & feeling the opposite: $A_d \xrightarrow{p} K^i$

Talking to yourself about something you've tasted: $G \xrightarrow{m} A_d$

Inputting Visual and
Auditory Simultaneously: $\frac{V^e}{A^e}$

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Buying Strategies

Buying strategies have 4 components:

- **Motivation strategy** - how you become motivated to buy something
- **Decision strategy** - investigating and selecting from the available options
- **Convincer strategy** - how you know that this item is the right one to buy
- **Reassurance strategy** - how you know that you've made a good purchase so you don't suffer from 'buyer's remorse'.

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Motivation Strategies

Away-from: undirected, runs out quickly, stressful – but can be useful for kick-starting

Towards: directional, keeps going until goal is achieved, $+veK$

When changing a motivation strategy, always do an ecology check before removing away-from elements.

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Tips For Motivation Strategies

- Focus on the end result, rather than the slog of getting there
- To deal with inertia or overwhelm, chunk down the tasks until they are easy to do
- Motivation follows action, rather than the other way round – get started and motivation will come!

Example of a good motivation strategy:

V^e of end result with vivid submodalities $\rightarrow A_d$ "Won't it be great when this is finished!" $\rightarrow +veK$ (motivation) and starting the task

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Typical Problems In Decision Strategies

- Not enough options
- Keeps generating options with no way to exit
- Some rep systems missing in representing options
- Not using visual for comparisons
- No external sensory input, so outdated information
- No ecology check (moving pictures are better than still for representing consequences)
- Values clashes \Rightarrow dilemmas or serial incongruity
- K is not strong enough so don't know when to exit

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Convincer Strategy part 1

Convincer Representation Filter/Convincer Channel

What rep system do you need your information in to make a decision?

Typical elicitation question: *How do you know that a co-worker is good at his/her job?*

- See (them do it)
- Hear (about them)
- Read (a report about them)
- Do (it with them)

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Convincer Strategy part 2

Convincer Demonstration Filter/Convincer Mode

How many times does something need to be demonstrated in order for you to be convinced?

Typical elicitation question: *How many times does a co-worker have to demonstrate competence to you before you are convinced?*

- Automatic (competence assumed from the start)
- Number of times (most usually 3)
- Period of time
- Consistent (never completely convinced)

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Well-Formedness Conditions for Strategies

- Follow the TOTE model.
- Keep it simple - the change should be as small as possible to get the result.
- Intervene at a point before the strategy goes wrong.
- Use all three of the main rep systems (V, A - tonal or digital - and K).
- Change any elements that put the person into a sub-optimal state.
- Make sure there is an exit after a certain period of time or a certain number of times round the loop.

146

Ways To Change Strategies

- Rehearsal with eye accessing cues
- Dissociated state rehearsal
- Reframing
- Submodality changes
- Metaphor - tell a story guiding the listener through a series of steps analogous to the steps of the revised strategy
- Use a chain of anchors to install a new step or remove an existing one
- Practice, drill and repetition

147

Rep System Characteristics

A_d – planning, summarising, sense-making

A_t – adds emotional impact

V – fastest system, good for comparisons and decision-making. Because it's fast, it's the easiest for changework.

K – slowest system, and has more inertia so hard to change on its own.

Emotions ('Kinaesthetic Meta') are the main way we evaluate experience.

Use anchoring, submodality shifts, or reframes to change emotional responses.

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Pattern Interrupts

Use for:

- Interrupting undesired behaviour sequences
- Interrupting an expected sequence to induce a momentary 'confusion trance'



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New Behaviour Generator

- Describe a behaviour you would like to be able to do, or do better. Start from internal dialogue of 'I can do this'.
- Go into V^c and create a movie of yourself doing the new behaviour the way you want. Add sound, and adjust until you are happy with the new behaviour.
- Step into the movie and check how this feels (K). Make any further adjustments you need to.
- Future pace – see yourself using the new behaviour in 3 or more opportunities in the future (V^c) to generalise the new ability out.

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New Behaviour Generator

1. Describe a behaviour you would like to be able to do, or do better. Start from internal dialogue of 'I can do this'.
2. Go into V_c and create a movie of yourself doing the new behaviour the way you want. Add sound, and adjust until you are happy with the new behaviour.
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4. Future pace – see yourself using the new behaviour in 3 or more opportunities in the future (V_c) to generalise the new ability out.

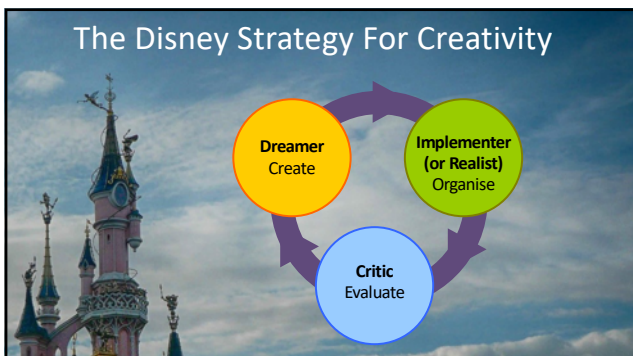
151

NLP Spelling Strategy

1. Have the correct spelling written on a card in lower case
2. Start with a good feeling (use an anchor if needed)
3. Move card up into visual remembered area
4. Take the card away and still see the word in mind's eye
5. Bring card back to V_i and notice it's the same as the word you're seeing. Take it away, continue to be aware of the good feeling
6. Write the letters you're seeing in your mind's eye
7. Check the feeling that tells you if it's right or wrong
8. Check it against the card. Repeat if it's not the same.
9. Finally, try spelling the word backwards by checking with the image in your mind's eye

152

The Disney Strategy For Creativity



153

"Teach Me How To Do It"

1. Let the client describe the problem – while you establish rapport and introduce humour.
2. "If I had to have your problem for a day... You're the expert, teach me how to do it."
3. Elicit each step of the strategy, but play dumb and mess up the submodalities. Make them laugh (*"As soon as you can laugh about something, you can change it"* – Richard Bandler).
4. Keep eliciting until you have the whole of the strategy (you can reproduce it in yourself). Check if the client can still 'do' the problem.

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FRAMES



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The Outcome Frame



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The Ecology Frame



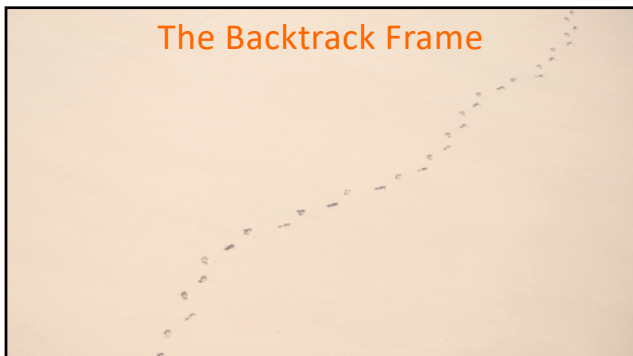
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The 'As If' Frame



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The Backtrack Frame



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The Relevancy Frame



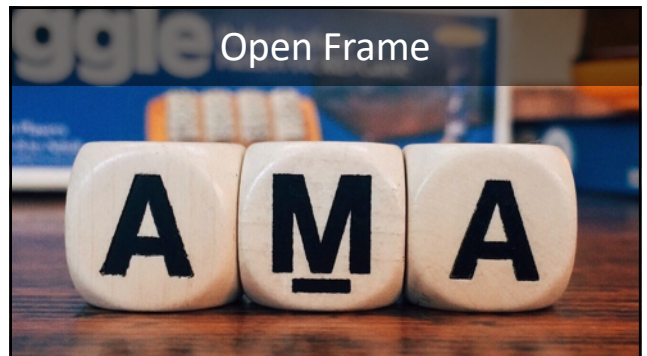
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The Contrast Frame



161

Open Frame



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The 'Discovery Frame'



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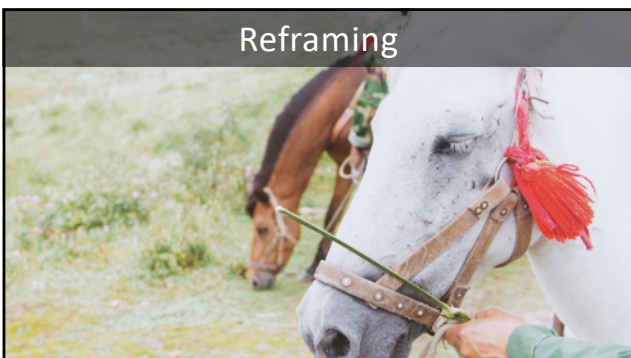
The Agreement Frame

I agree ..., and...
I respect ..., and...
I appreciate ..., and...



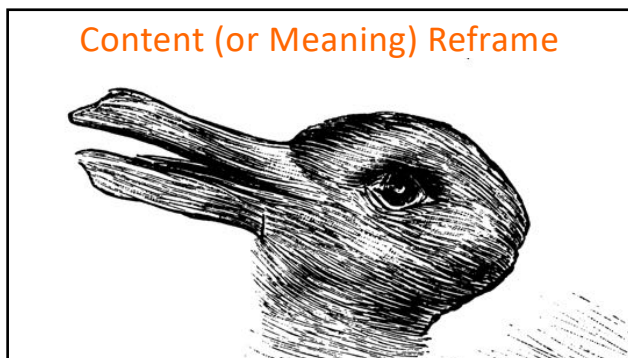
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Reframing



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Content (or Meaning) Reframe



166

Content (or Meaning) Reframe

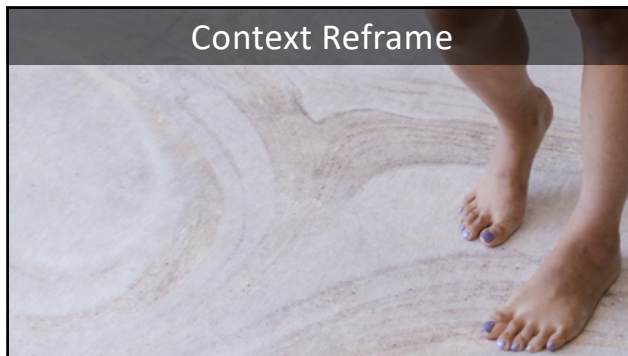
Use in cases of $C \Rightarrow E$ or CEq , where a situation is taken to mean something bad:
"When x happens, I respond y "

Ask yourself, "What else could this behaviour mean?" or "How else could I describe the same situation?"



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Context Reframe



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Context Reframe

Use in cases of Comparative Deletion:
“He’s too *x*” or “I’m too *y*”.



Ask yourself: “What’s another context (different/wider/longer-term) in which this behaviour or quality would have value?”

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Content and Context Reframes Summary

Content Reframe ($C \Rightarrow E$, CEq)

What else could this mean? How else could this be described?

Context Reframe (Comparative Deletion)

“What’s another context in which this behaviour or quality would have value?”

170

Six Step Reframe



171

Six Step Reframe

1. Identify behaviour or symptom
2. Set up signal
3. Discover positive intention
4. Generate at least 3 alternatives
5. Future pace
6. Ecology and congruence check.

172

Detecting and Using Incongruence



173

Parts Integration



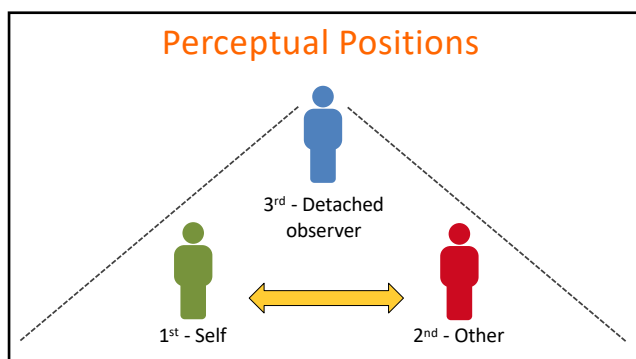
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Satir Categories: Computer



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Satir Categories: Distracter



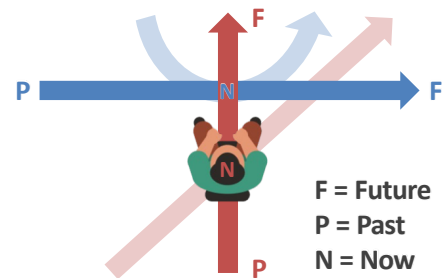
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Satir Categories: Leveller



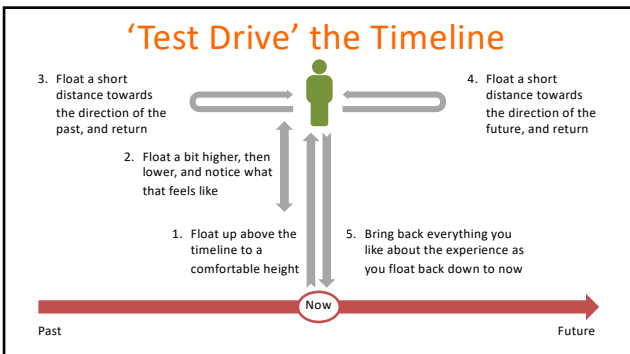
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Timelines: In Time and Through Time



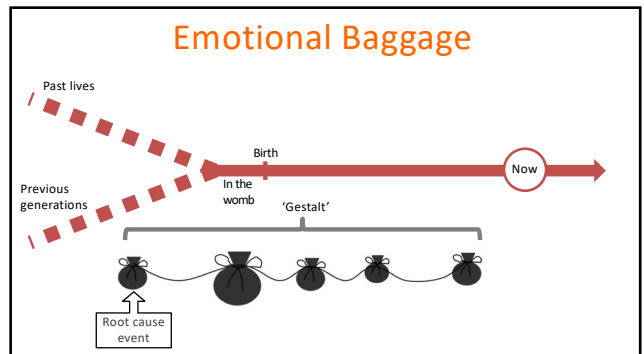
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'Test Drive' the Timeline



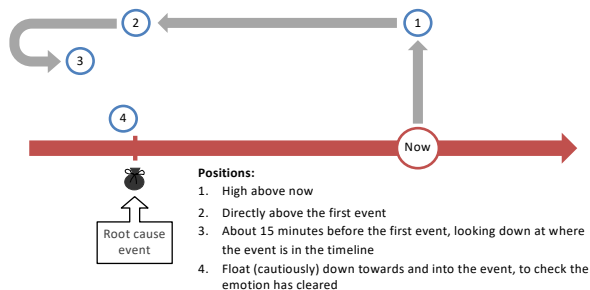
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Emotional Baggage



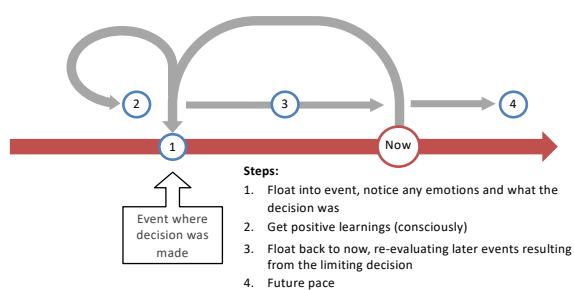
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Clearing Emotional Baggage



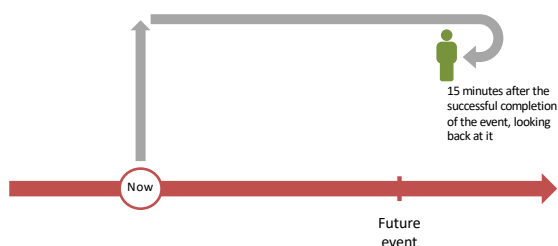
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Clearing a Limiting Decision



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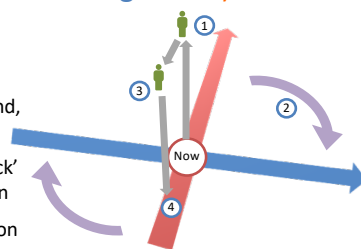
Clearing Anxiety



189

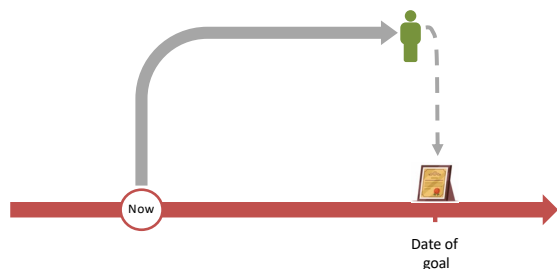
Switching the Timeline (In Time to Through Time)

1. Float up to a comfortable height
2. Rotate the timeline around, future to the right
3. Float back a little and 'click' timeline into new position
4. Float down to new position



190

Placing a Goal in Your Future Timeline



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