

RAPPORT

The Magazine for NLP Professionals

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Connirae Andreas

Coming to
Wholeness



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Be a Better You this Summer



By James Sweetman

As humans we are hot-wired to grow. We want to evolve into something more than we currently are. Some people crave more money or status, whilst others seek more confidence, freedom or simply love. Of course we are human beings, not human doings, so when we contemplate it, what we are really seeking is to grow into a 'better' version of ourselves.

We picture this 2.0 version as more purposefully aligned with our values and passions in life. We visualise harnessing our strengths and best qualities, and even uncovering hidden talents as we endeavour to fully inhabit our potential. Ultimately we want to experience the joy and fulfilment that comes with living life 'on purpose'.

As the days become warmer and the evenings get longer, here are 3 ways to connect with the best of you this summer.

1 Get up earlier

At the height of summer it's bright at 4.30 a.m. so take advantage of it by getting up an hour, or even 30 minutes earlier to savour this brightness. People like Bill Gates, Michelle Obama, Oprah, Mark Zuckerberg and many others frequently extol the benefits of their early morning routines. Whether you use this time to exercise, meditate, plan your day, or to simply hear the birdsong, this extra hour can be a real gift, some precious 'me' time.

Personally, it can be a challenge to swing my legs out of bed at an early hour, but once I'm up, and particularly when I venture out into the young light and still air, I never regret it. It's a time when I feel most alive. I'll exchange a knowing smile with other early risers, as I inhale the peace and potential of a new day. Sometimes we need more than sleep to replenish us!



Sometimes we need more than sleep to replenish us!

consciously doesn't just boost your energy levels and enhance your motivation, it also makes you feel stronger, more resilient; arming you to respond more effectively to life's challenges. So, when you ponder your sources of inspiration and the activities that make you feel good on the inside, set your intention to purposefully spend more time involved in those pursuits this summer.

The beauty of it is that most of the activities that 'fuel our souls' are free or cost very little. Some might refer to them as the simple pleasures in life.

- Going for a walk in nature.
- Curling up with an inspirational book.
- Listening to your favourite up-lifting music.
- Reading a glossy magazine from cover to cover.
- Catching up with a dear friend.
- Packing a picnic and heading off for the day.
- Strolling along a beach, or better yet, going for a paddle.
- Visiting a museum or art gallery (the

2 Fuel your soul

There are times when life can seem like a never-ending 'to do' list, so, this summer, why not set your intention to 'do less', but 'be more'. In that regard, the phrase I like to use is 'fuel your soul' – a term that incorporates connecting with your wells of inspiration and resourcing yourself so you can reconnect with an enhanced sense of vibrancy, enthusiasm and well-being.

With the stresses and strains of modern life, fuelling your soul more





Fuelling your soul doesn't just boost your energy levels; you feel stronger, more resilient

creativity usually rubs off!).

- Crafting a vision board illustrating your goals and dreams.
- Being a tourist for a day, even if it is in your own home town.

A prerequisite for fuelling your soul is to disconnect from technology. Plug in your phone and iPad, let them recharge whilst you recharge.

I combine fuelling my soul with the concept of the 'Artist's Date', as described by Julia Cameron in her wonderful book *The Artist's Way*. The 'Artist's Date' is a day you plan in advance, a day you fill with stimulating and enjoyable pursuits. The bi-product may be enhanced creativity, but these 'personal dates', serve as mini holidays.

We all know we should 'put our own oxygen mask on first', be gentler with ourselves, be our own best friends. A 'fuel your soul' day, a date with yourself, is a practical way to foster your well-being. Of course, if your first personal date goes well, you could arrange a second one (dinner and a movie!).

3 Have a Summer 2016 Bucket List

Losing weight or getting that 'beach body' is many people's lip service summer goal. Whilst health, fitness and

general wellness is always important, we can set ourselves more worthy and fun goals to work towards. (Of course we can lose weight emotionally as well as physically by dropping baggage, limiting beliefs, judgements and self-criticisms!)

You may have a bucket list, a written or mental list of everything you would like to experience in this lifetime, but how about brainstorming a mini bucket list for the summer ahead. We will all speak about adjusting our work life balance and equally we know that in the absence of some planned personal activities, work fills the vacuum. So a little bit of planning is required.

As author and speaker Robin Sharma says 'let organisation and planning be your springboard, let fun and spontaneity be your splash'. So, this summer make a list of places you want to visit, people you want to connect with, experiences you wish to savour.

Here are a few questions to stimulate your thinking.

- What would be fun and exciting to do this summer?
- If you had a theme for summer 2016, what would it be?
- What would simply bring you more joy this summer?
- What treat could you allow yourself to experience this summer?

- What's been calling you for a while and what steps could you take to pursue it this summer?

'Life is not measured by the number of breaths you take but by the moments that take your breath away.'

The source of this quote is unknown, but as with all good quotes it contains a gem of wisdom. This summer how can you lay the groundwork for moments that might take your breath away, memories that could nourish you for a lifetime?

It's always worth remembering with bucket lists and general goal-setting, that it's not about the goal itself, it's about who you become in the process. This quote, paraphrasing the coach and author Michael Neill sums it up best:

'The real purpose of a goal is to fall more deeply in love with yourself and with life.'

Now there's a noble outcome for summer 2016.

The daily routines and pressures of life often mean we go through each day on autopilot, juggling 'to do' lists, a mobile phone and a watch.

This summer when nature is at its vibrant best, give yourself permission to break out of your normal routines, bloom and be the best of yourself. ●

The Hidden Face of Male Depression in Business



By Karen Meager

If you are a Coach or you work with people using NLP in a business capacity, you will have come across the hidden face of male depression in your work, but you may not know it. Depression in men is hidden because depression presents in men differently to women in most cases. Often men are unaware they are depressed and may even exhibit destructive behaviours in the workplace. There is a reason for this.

My interest in male depression was originally sparked by my work with women's groups. I work with a lot of women's business groups and with survivors of domestic abuse and have always been fascinated by the other side of the coin.

In this article, I will explain why depression in men is different and how to spot it, why it impacts us all and what NLP Coaches can do to support men they suspect may be depressed.

One in 3 of us will have a mental health issue in our lives. Only 25 per cent of people who seek help for depression in the UK are men and yet recent studies conclude that the actual number of depressed men is nearer 50 per cent. Why the discrepancy?

The DSM IV diagnostic criteria for a major depressive disorder

is: 'Five (or more) of the following symptoms have been present during the same 2 week period and represent a change from previous functioning.'

- 1 Depressed mood – most of the day, nearly every day.
- 2 Markedly diminished interest and pleasure in all or almost all activities most of the day, nearly every day.
- 3 Significant weight loss or gain.
- 4 Insomnia.
- 5 Agitation nearly every day.
- 6 Fatigue or loss of energy nearly every day.
- 7 Feelings of worthlessness or excessive or inappropriate guilt (which may be delusional) nearly every day.
- 8 Diminished ability to think or concentrate or indecisiveness, nearly every day.
- 9 Recurrent thoughts of death (not just fear of dying) with or without a specific plan.

If a doctor was assessing someone against this criteria, he or she would depend on self disclosure which highlights the main



Recent studies conclude that the actual number of depressed men is nearer 50 per cent

problem for men with depression – their upbringing and the shame associated with talking about or expressing feelings. Many boys are raised to be tough, remember ‘big boys don’t cry’? It’s ok for boys to be assertive, strong, rough and tumble. It’s not ok for boys to be vulnerable, show signs of weakness or not being able to cope. We only have to watch a playground reaction to a boy bursting into tears to see this in evidence even today. Be a Hollywood hero is the message.

So deep-seated is the shame of expressing emotion that many men, and I see this most in men aged 35–55 in senior positions in organisations, repress their feelings so much that even with the best will in the world, they would be unable to answer a doctor’s questions related to the DSM criteria above. This is the reason why suicide is the number one cause of death in men under 50, it’s a sad state of affairs that some men chose this course of action rather than get help.

It’s not just a man’s problem

Men tend to act out their emotional issues rather than express them. In depressed men, these behaviours can range from unhelpful to destructive. Women tend to go inward whereas men, unable to handle any more repressed emotion, do things that they hope will help them feel better – even if just for a moment. They act out.

Men who are depressed are more likely to experience it in the form of:

- *Addictive behaviour* – alcohol problems, affairs, gambling, eating, not eating and also addictive behaviour that can be viewed as acceptable like exercise or working. When these become obsessions it can be an indication of a deeper problem.
- *‘Leaking’ of inappropriate behaviour* – this could be sexually inappropriate behaviour, inappropriate banter, teasing or bullying, outbursts, even stealing or criminal behaviour. The key difference between an indication of depressive tendencies and other issues, is that a depressed man will feel bad about them afterwards, and it will just add to his feelings of worthlessness. They may go to some lengths to cover this up so that their behaviour stays hidden.

We can see how this all links together from a workplace, societal and relationship perspective? I should add that these behaviours are not always a sign of depression and they could also be symptomatic of other issues but if we add them to the DSM list we will get a better overall picture. If we can help men rather than demonise them, the impact on business, relationships and the world could be huge.

You can make a difference

This is where NLP and those of you coaching in organisations comes in. In an ideal world they should seek help via a doctor, counselling or psychotherapy, but that would be to admit they need help. Men won’t always seek help but they may be happy to have some coaching as part of their work, and with a bit of knowledge we can support men who feel depressed without forcing them to do something they don’t want to.

Importantly, armed with this knowledge we will not unintentionally make their condition worse. Depressed men may seek to feel better, more powerful, invincible even – for a depressed client giving them an anchor to these resources

will just make things worse for them and other people. These are key indicators that we might be working with a man who is depressed:

- Problems identifying emotions like sadness, fear, shame or guilt. They could find Timeline work difficult or we may not be convinced that an emotion has cleared (because they can’t access it but are too ashamed to admit it to us).
- Presenting issues are that they want more power, to feel more confident, to be more assertive – but we feel as if they already project these qualities.
- Having relationship issues at home or finding the concept of love hard to grasp unless it is to do with providing and protecting.
- Expressing concern that they can’t feel the full range of emotions.
- Talking about a ‘dullness’ and expressing apathy, lack of motivation or a ‘can’t be bothered’ attitude.

These are not definitive, some of these tendencies are also present in psychopaths so it’s important not to jump to conclusions or imply to someone they might be depressed.

My key tips for working with a man we suspect may have depressive tendencies are:

- Don’t get sucked into doing the most obvious intervention, take time to explore their construct using all the great modelling methodologies we know in NLP. This will enable us to work safely in their construct without ‘labelling’ them or doing anything that could be unintentionally harmful to themselves or other people.
- Check ecology very carefully, spend more time checking out

Suicide is the number one cause of death in men under 50

the consequences of any intervention than you would do normally.

- Pace them more slowly than we would a normal coaching client, give them space to talk, use metaphors and stories even share stories that might, over time, give them permission to open up. The single most powerful intervention for a man who is depressed is for him to be able to express his feelings and feel validated.
- If their behaviours appear to be addictive (even those that seem to be acceptable like fitness or work) do not add to their motivation to do these things more. If possible encourage them to improve their behavioural flexibility by doing less of the activity.

Progress can feel slow and frustrating, but trust that you are making a difference. If you feel out of your depth, or you feel they would be open to and benefit from counselling or therapeutic work, you can find a list of psychotherapists trained in NLP on www.nlptca.com and on UKCP.org. ●



Coming to Wholeness

An Interview with Connirae Andreas



By Rachel Hott

I recently had the opportunity to do a Skype interview with Connirae Andreas about her new work called the Wholeness Process (the first method in the Wholeness Work). We have known each other since the early 1980s.

I have always admired her intelligence and her capability to teach NLP and develop innovative processes. She is responsible for the Aligning Perceptual Position and Core Transformation processes as well as co-publishing many NLP books with her husband, Steve Andreas.

Connirae and I had a fascinating conversation in which she shared the answers to some direct and personal questions about the new Wholeness Work. I wanted to know more about her personal story – how she came to this work, which really is something new. She shared with me very honestly, and I'm passing on to you some of the highlights from our talk.

Rachel:

Connirae, I'm interested to know more about what motivated you to develop the Wholeness Work? How did this come about?

Connirae:

Well, what I'm calling the Wholeness Work is the result of about 10 years of development. And it really came out of my personal struggle. I had been very active in teaching NLP and writing for several decades, and all that stopped rather suddenly because I was faced with a set of very serious health issues. My health seemed to be deteriorating in strange ways, and at the time I wasn't sure I would come through it alive. So I was very motivated to find something.

In trying to find my way back to health, I explored solutions of all kinds – western medicine, alternative medicine, personal growth, therapy, and so on. From the beginning of this process, I started encountering people who said to me, 'Connirae, has it occurred to you what you're experiencing might be a spiritual awakening?'

Well, no, I had always thought spiritual awakening would feel good, and what I was experiencing was very unsettling. But I did begin reading the accounts of spiritual teachers and mystics from many traditions, to find out how they described the process they had gone through.

R: What were some of the accounts you read? Who were these spiritual teachers?

C: I read everything I could get my hands on that was a personal account, rather than conceptual or theoretical. I wanted to know what people experienced, not their ideas about it. One of the first was *Autobiography of A Yogi*, by Paramahansa Yogananda. I read the works of Emanuel Swedenborg, a European mystic from some time ago. Irina Tweedie's *Daughter of Fire*, Ramana Maharshi, Papaji's *Nothing Ever Happened*. (That one's a 3-volume set, which

my husband thinks is very funny. He said, 'So it took him 3 volumes to explain how nothing happened!') Those are just a few. There were many more.

R: Was there something in particular you were looking for in your reading?

C: I wanted to know whether what these people described as Enlightenment, or Awakening, had any matches to my experience. And maybe more important, even if it didn't, were there clues here that might help me in my situation? These people were talking about coming to a deep and profound sense of peace. They were saying the changes were beyond verbal description. Was there something in this that could be useful to an ordinary person like me going through a challenging time.

There's a lot more I could say about the process I went through, the things I tried, and the supports I received and appreciated along the way. But to get right to the punch line, to answer your first question about the source of this work – the initial inspiration for the Wholeness Work came from Ramana Maharshi (a teacher from India from the

Wholeness Work is the result of about 10 years of development

1900s). I had a good impression of him – that he was the 'real deal'. And his main teaching was to have people ask the question 'Who am "I"?' repeatedly.

Ramana's intent in giving this question seemed to be to assist us in discovering that we aren't a separate small self, but that we are actually a vast Self. This kind of idea is prevalent in literature on Eastern spirituality. 'You aren't separate, you are one with everything. You aren't who you think you are. You are a vast Self.' And for Ramana Maharshi, this didn't seem to just be about something we might call enlightenment. He was presenting this as a solution to all of life's problems. He basically said that if we realise this, then our problems in life vanish.

That sounds pretty good. But the only problem with this teaching was that almost nobody got results. Ramana's students would try this method of asking 'Who am "I"?', and for most of them it didn't lead anywhere. Well, perhaps they had more internal dialogue. So people decided the teaching was 'advanced', and that one had to be 'ready'.

I began doing some experiments based on this teaching. But instead of doing it the way Ramana did, my immediate inclination was to change the starting place. He was inviting people to directly experience something called a 'vast Self'. But this isn't where most people are, and I thought it would



We discover having the life we want is not as complicated as we thought

work better to begin where people actually are. If people are experiencing themselves as a small self, then what is this? How can we find it?

With the Wholeness Process, we don't ask, 'Who am "I"?' and hope to get to a grand experience of some sort. Instead, we start with asking 'Where is the "I" located?' And this makes a big difference.

I'm going over this really fast here. Most people need specific groundwork to follow this, and especially they need groundwork so they can easily discover what I'm calling the small 'I' in their experience in the moment.

In the training, we lay that groundwork. Then, once you find this small 'I', you need to know what to do with it, or nothing much will shift.

So the Wholeness Process includes specific steps so that people actually experience this shift, going from the small self experience, to experiencing as a vast Self. And when this happens in the particular way that you are guided to with the Wholeness Process, a lot of other things start shifting too.

It's not quite as simple as I'm making it sound. There are subtleties. And yet with this method we discover that having the life we want, and the experience we want, is not as complicated as we thought either. It's accessible to us all.

R: You've said that you think the Wholeness Process might be the most fundamental and direct way that is possible to make change. Can you say more about that? Why do you think that's the case? ►



- **C:** Yes, I think it's because the Wholeness Process guides us to what I'm calling 'direct experience' and at this level change is easy. In contrast, most of us live our lives primarily in the world of meaning and interpretations. All of our life history has trained us to do this, and we think we need to. Most change methods work at this level of meaning and interpretation as well, and I think that is why they tend to be slow.

The meanings and interpretations we give to experience may be 'true' in one sense, but the downside is that they always involve some degree of distortion – often a lot of distortion. We have no idea we're doing it. And it's these distortions of reality that cause us a great deal of suffering.

When you go through the exercises in the 2-day Training, this becomes clear. It's an experienced insight, not a mental one. Whatever life issue someone begins with, once we do this process, they often begin to have new insights and understandings that are often beyond words. Some of it can be verbalised, but a lot of it can't.

- R:** Are you finding that this method can make a difference for people with health issues?
- C:** Yes, often it does. Of course it's not the cure for everything, and I always advise people with health issues to get the advice of a physician as well. Sometimes it brings about an immediate change in someone's health concern, and more often (with chronic conditions particularly), it's a gradual thing. And it's not really surprising that this helps. There's a lot of research showing that our response to stressful life events makes us more vulnerable to a range of health issues. And there's research showing that even simple forms of meditation can help somewhat. The Wholeness Work does a lot more than most meditation, because it's actually a transformative process. It changes the psychological structure that we used to get stressed out. That structure isn't there any longer, and our system can then recuperate.
- R:** Did this make a difference for you in your health situation?
- C:** Yes, it's helped me a lot. It isn't the only thing I've done, or the only thing that's been useful to me. But it's the thing I keep coming back to, because it's so simple and easy to do, and I can feel the changes that it continues to bring to me. It has been simpler, and also more profound, than anything I've done before. It was the inner authority method (a Wholeness Method from Day 2 of the training) that finally made a shift in my energy level so that I can

It has been simpler, and also more profound, than anything I've done before

do trainings again. My medical doctor told me at a recent check-up that he's amazed. He said that he doesn't see most people coming back from the kinds of symptoms that I had. I was glad he hadn't told me that early on.

I want to add that the method is useful for many things that are not related to health, also. It's hard to think of something where it isn't useful, because it helps with emotional reactivity, with sleep issues, with unwanted habits, with relationship issues. We're accessing something really fundamental in our psychological structure and directly transforming it, and this has so many effects.

R: What kinds of effects do you notice most consistently?

C: People have more sense of wellbeing, more resilience. They are free to enjoy life more. Our capacities are freed up to be expressed, so we can be more successful. This takes many different forms from person to person. One person shared that a deep sense of shame and embarrassment is now gone. Another said they aren't feeling hooked into a negative relationship any longer, and now attracting people they want to be around. Someone else got over hay fever, it's helped with anger, jealousy, anxiety, perfectionism, inadequacy. The list goes on and on.

Overall we are free to live more loving lives, even in whatever imperfect world we find ourselves. And this doesn't happen by 'bypassing' or ignoring the negative, but through a fundamental integration. We come to terms with ourselves and the world in a different way.

Postscript from Rachel: I have been waiting a long time for Connirae Andreas to come back into the NLP scene and I am so grateful that she is back, healthy and vibrant. ●



Fear of Flying – The Sky is the Limit with NLP

Airline Captain and NLP Trainer *Elisabeth Tanum* is an expert in helping people cope with their fear of flying. Elisabeth has been flying Boeing 737 airliners as a professional pilot since she was 24, and at the age of 30 she was appointed Captain. From her work on the flight deck Elisabeth has had daily contact with people with a fear of flying. By adopting her expertise as an Airline Captain and Professional Coach, she is a great resource for anyone who wants a more comfortable flying experience.

Elisabeth talks to *Rapport* about her work.



By Elisabeth Tanum



Most people have a fear of some kind, and the most common of all is the fear of flying. Around 60 per cent of air travellers inform that they experience some kind of discomfort when they are travelling by air. Around 10 per cent are so terrified that it's classified as a phobia.

Ten million business trips are cancelled each year and around 1 in 7 people in the western world have never been on an airplane due to fear of flying. As an Airline Captain I've had daily contact with people who have a fear of flying.

The degree of unease varies from being mildly anxious to petrified. The associated physical reactions like racing heart, sweaty palms, tears, feeling faint and shivering are all too often soothed by sedatives.

Statistics

Flying is the safest form of transport and should be an enjoyable experience. There are around 92,000 flights daily worldwide. According to International Air Transport Association (IATA), the number of fatalities due to aircraft accidents is averaged at about 700 per year over the last 10 years. In 2015, there was 1 accident per 3.1 million flights, which corresponds to 136 fatalities out of 3.5 billion passenger journeys. The risk of being involved in an aircraft accident is microscopic. Travelling by

road is a much greater risk. Though even if I explain down to the last detail about how safe air travel is, it is unlikely to help people as long as they feel unsafe.

Creating the fear

Nothing in life is to be feared – it is only to be understood.

Madame Curie

There are different reasons why people have a fear of flying. It could be an event that triggers it, and / or lack of knowledge.

Some people may start to worry about a flight weeks, maybe months prior to the day. It affects their quality of life. Others may start to feel anxious as they pack their suitcase, on their way to, or upon arrival at the airport.

Others have a strong sense of 'seeing is believing'. They understand why a car is moving, and why the boat is floating because they can see both the road and the sea. With flying their logic gives them a hard time; since air is invisible... there's nothing there to hold the aircraft up in the air...therefore the plane will fall down. Again this is linked to lack of knowledge, and this is where I apply my expertise.

Identify the fear

First, I ask clients to identify their fear.



Most people have a fear of some kind, and the most common of all is the fear of flying

Is it a fear of crashing, a fear of dying or is the person anxious about feeling claustrophobic, experiencing a panic attack and / or losing control over their state, what I call 'Fear of the Fear'.

The problem for many with a fear of flying is that they suffer under their own imagination. They see worst-case scenarios: the aircraft plummeting to the ground, fire, explosions, wings falling off, wreckage scattered for miles, death and destruction. An unfamiliar sound or turbulence can make someone believe that something is wrong and they 'just know' for certain that the aircraft is going to crash. The key is to control the imagination. The more you know, the less you leave to your imagination.

Breath is key

So, what are you in control of? You are not in control of the airplane, someone else is. You are also unable to remove yourself from the situation, and that in itself may potentially trigger a panic attack. What you are in control of is



Flying is the safest form of transport and should be an enjoyable experience

your feelings and your state. No one other than one's self can take responsibility for or control them. And the best and most effective way to do this is to first take control of your breathing! We all know what happens to the breath when we feel stressed and upset. Controlling the breath allows for much greater state control.

NLP

Fear is that unpleasant feeling that arises when you *think* you are in danger. So what I point out to my clients is it's not what you think – it's *how* you think about it.

Fear is not something we have – it's something we do. So how can people with a fear of flying experience relief with NLP without sedating themselves with pills, alcohol, etc?

When I was introduced to NLP, my mentor Gillian Godtfredsen gave me a resonating description of NLP: 'NLP is the study of the structure of subjective experience.' NLP taught me how we create our experience; and how the submodalities of our internal representations are crucial to state and physiology. So focusing on submodality changes is essential in my changework with clients.

In addition I use a number of other Classic Code and New Code techniques. One of which is Dynamic Spin Release, developed by Tim and Chris Hallbom in their work with health behaviour.

Personal mantra anchor

I often use the Pattern for De-identification conversationally. It's a super technique for loosening up tension and introducing humour. I follow up by teaching a breathing technique, e.g. using pacing and leading to enter a light trance then focusing on inhaling deeply and silently telling themselves 'I am', and on the deep exhale use an anchor word of the positive state they wish to experience when flying, such as 'calm' or 'peaceful'.

By continually repeating this slowly and effortlessly they create their own personal mantra.

Talk through

I deliver the technical aspects of flying combined with NLP and coaching techniques. ►



- Together with Nordic Coach & NLP Academy I have developed a concept where I talk clients through a typical flight, explaining all the sounds and sensations they are likely to experience. I explain why turbulence, although it feels unnatural, is perfectly safe. By reframing these events I help them see, hear and feel that all the externals are safe and a natural part of flying.

Neurotapping

At Nordic Coach & NLP Academy we have developed a hybrid combining NLP, tapping on meridian points and timeline. We have studied the tapping techniques of Roger Callahan's Thought Field Therapy (TFT), Gary Craig's Emotional Freedom Technique (EFT), and Dr Daniel Benor's Transformative Wholistic Reintegration (TWR).

By combining one or several of these with NLP, I can tailor the challenge at hand and achieve a greater effect than by using just one technique. Once the client has learned the Neurotapping technique, it can be practised very discreetly even in the most confined spaces; and is extremely effective.

My mentor Gillian's motto for more than 30 years of working within the field has been: 'Help for self-help is the best help of all.' My focus is to ensure that my clients have practical, effective coping tools to ensure they can anchor a desired state. In so doing they are able to re-access and maintain an empowered state before, during and after a flight. This changes their attitude to flying, and allows them a new and welcome experience.

What's also fascinating is the change I calibrate to at the end of the session / course. More than a few experience unease as I start to address the different aspects of flying. The level of fear decreases significantly and clients that subsequently complete a flight report that they are thrilled by the feeling of a new level of mastery. They feel safe and confident, and can hardly comprehend how they spent the last 5, 10 or 20+ years dreading what is now a new, and for some actually an enjoyable experience.

'Only an experienced pilot who is also a trained coach can provide such unique knowledge and reassuring help,' said Hilde Beate Berg, editor and journalist, and a course participant. ●



My focus is to ensure that my clients have practical, effective coping tools



6 tips for a more comfortable flight

- 1 Wear comfortable clothing.
- 2 Prior to the flight learn how to take control of your breathing.
- 3 Practice the 'I am' technique. As you take a deep breath tell yourself 'I am...' and then exhale and anchor a word of the positive state you wish to experience, such as 'calm' or 'peaceful'.
- 4 Visualise yourself in total control of your state arriving safely at the destination. You have had an enjoyable experience, are feeling safe and proud that you've taken and mastered the challenge.
- 5 Remind yourself that turbulence is like water. Imagine you're at sea and can feel the waves. Don't fight the movement, just go along with it. Remember turbulence may feel uncomfortable, but it's not dangerous.
- 6 If you at any time start to feel uneasy, break state by moving your body and bring your focus back to your breathing.



ANLP appoint their first UK Regional Ambassadors

We are delighted to announce 5 new UK Regional Ambassadors:

- West Midlands – **Daksha Malik**
- East Midlands and South Yorkshire – **Tracey Gray**
- Herts, Beds and Bucks – **Patsy Wood**
- Devon – **Matt Brown**
- Gloucestershire – **Reb Veale**

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

As ANLP continues to grow, our International/UK Regional Ambassadors

play a crucial role in improving how we innovate and disseminate the latest developments in NLP and related fields to our global membership. In helping us to develop thought leadership and contribute to the best practices of business and learning for ANLP Members and the NLP community. Additionally, they are working with us to plan local events to promote ANLP, NLP and their local communities.

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

- 1 Membership fees refunded when membership targets achieved.
- 2 Use of title 'ANLP International/UK Regional Ambassador' on the ANLP

website and featuring on the new ANLP International/UK Regional Ambassador profile page.

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

If you feel that you can add to the international/UK Regional voice of ANLP and would like to work with us on making ANLP and NLP more accessible in your country or UK region, please contact us via strategy@anlp.org.

Ambassador for the West Midlands region

Daksha Malik is the Lead Facilitator and Managing Director of Unique Minds Ltd – specialising in the provision of NLP, *mBIT* and HeartMath Training and Coaching for Business and Healthcare Professionals. Daksha is a NLP Master Practitioner and Certified Trainer, a licenced *mBIT* Coach and Trainer, a licenced HeartMath Trainer and Certified Practitioner of the Myers Briggs Type Indicator (MBTI).

Daksha is an experienced and motivated Leader with 17 years' corporate experience and effectively combines business acumen with her NLP skills to produce a portfolio of high impact training programs, many of which are tailor-made to specifically meet the needs of her clients, and which have been successfully received in both the Private and Public Sectors.

Daksha sees herself as a facilitator of change for individuals and organisations, and her creative and flexible approach, coupled with her energy and drive are a reflection of the way that the business operates. Daksha is passionate about her work and this is very evident in the results.



Daksha Malik – West Midlands Region

Amongst numerous other bespoke trainings, Daksha designed the UK's first NLP Diploma Programme for Preceptorship within the Healthcare Sector – this program was designed around the guidelines detailed in the Department of Health preceptorship framework for newly registered nurses, midwives and allied health professionals. The objective is to support newly graduated practitioners in the first 12 months of service, guiding them from student to fully autonomous practitioner in their chosen field of practice.

In 2014, Daksha was introduced to *mBraining* by Suzanne Henwood, and in 2015 qualified as an *mBIT* Trainer and Coach. What excited her about *mBIT* (Multiple Brain Integration Techniques) is how it marries together ancient esoteric practices and modern neuroscience and picks up where NLP leaves off, which has meant that she was able to take her NLP skills to a much higher level.

In addition to presenting at the NLP Conference in London in April, along with 3 colleagues (Tracey Gray, Patsy Wood and Matt Brown), Daksha launched *mBraining* Ltd. They are a team of highly experienced trainers and coaches who have combined their expertise within their own individual fields of work to create a modern and exciting company. The company will deliver world class trainings and continue to develop and grow the field of *mBraining*, alongside others, building on the original work of Grant Soosalu and Marvin Oka.

The *mBraining* Ltd team bring together a wealth of expertise across a multitude of industries to provide innovative, interactive and professional courses.

They are committed to continue their work in supporting *mBIT* Coaches and Trainers worldwide through the Trainer Development Groups, as editors of the *mBraining* journal *Evo/ve* (due to launch in 2016), and with ongoing development of other informative and pragmatic learning and development resources for clients, the public and the growing *mBIT* Community.

Daksha says, 'High Quality, Standards and Ethics have always played a very big part in the way in which I run my business and deliver my services, and it was the total alignment and natural fit with ANLP's approach that made it an absolute must for me to be a member. The work that ANLP does is critical in protecting the integrity of NLP, not only for NLP Professionals but also for the general public seeking to find the services of credible practitioners.

'It is for this reason that I feel honoured to be appointed as the West Midlands Regional Ambassador for ANLP and I look forward to supporting Karen and her team with the ongoing growth and development of ANLP to support the community, through Regional Events that will be open to anyone with an interest in NLP, providing a platform for learning and sharing, connecting, practising, collaborating and having fun along the way. So, if Standards, Quality, Ethics and ongoing development in NLP are important to you, watch this space for details of dates and venue.

'I also feel very excited and privileged to be part of the 2017 NLP Conference organising committee, working closely with a team of dedicated people to bring you an exciting new NLP Conference that you just won't want to miss.'



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