

'The Top 5 Mistakes People Make When Learning & Using NLP'

How to make sure you don't make them too!

OOOPS!!

A Practical Guide in Helping You On
The Easy Path To Succeeding Using NLP

The Top 5 Mistakes Made In NLP & How to Avoid Them

FREE eBook

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Introduction

Learning is 'Mis-takes'

When you first start learning NLP or for that matter anything, inevitably there are going to be mistakes made. This is part of learning, this is part of adapting our neuro-physiology and mind to a new system.

Throughout your life you have built strategies, skills and behaviours to help you get around, understand concepts and ideas, communicate and more. You are hard-wired for success and already have the requisite behaviours and systems in place to achieve anything that any other human being has bar physical performance. For example when learning to play a piano you already have the familiarity of independently manipulating your fingers, shifting your body to adjust your centre of gravity and adjusting the position of your head to best hear the desired sound.

If you are someone who types on a pc either with one or two hands, this also helps you in adapting to learning to play the piano too.

What we are saying (though it may sound obvious) is perhaps the elusive obvious; you are built to adapt to your needs - yet...

- *Sometimes what you are learning or doing is not working as well as you'd like*

One of the main causes of 'not getting it right' is down to the following.

Not...

1. having a clear defined outcome/goal
2. having evidence to know you are achieving it (see hear feel)
3. having different ways of responding to the achievement of your goal

These three combined form a feedback loop - if you have an effective method of measuring your outcomes, you have an effective means by which you can determine whether you are achieving them or not.



Starting at no.5

5) - Point of view

The Map is not the Territory

If you have ever read a map or used a GPS system you know that when you look at it, it is missing information (tons). While it will show you where you are and give you a layout, it is not accurate. If it was it would be as big as the world you're in. It's not this is why it is a map. It is a way of getting around and then using your senses you make the interpretation between what is missing from the map to what you are actually experiencing in real life.

However the problem comes when people think that their point of view is the right one. It's just another map; another expression of the territory. Therefore we recommend that it is important to 'act as if' your map is just this, an expression and that other peoples maps' are also the same, an expression. This will lead to exploration rather than exploitation. It is the basis for learning something new rather than staying with what you know which in turn leads to intelligent decision making and wisdom. That is - more than 1 point of view.

4) - Giving up

It is all too easy to try a technique and think it has not worked, whether that is in NLP or any other discipline. I have seen people blame NLP for not working, or a technique for not being the right one. The point here is that people try it once or twice, don't notice what is working and then blame the technique. Life and people are complex, they each come with their own foibles and follies, not one thing will solve a situation for everyone all the time.

Therefore -

What is more useful is trying to find out what did work. I have used techniques with people just to see if it will work and what the result is without knowing where it will work. Sometimes it has, other times it has not.

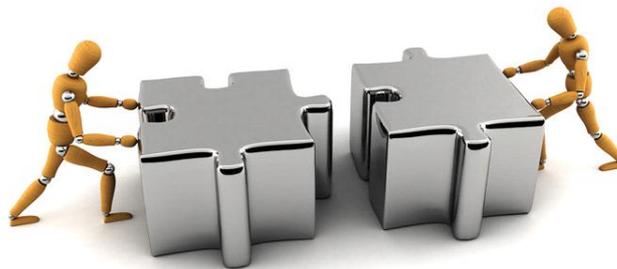
If you have a car and need to change a wheel, some tools will be designed to work straight away; other tools can also



be used that aren't designed for the task in hand. The hammer works with screws, though a screw driver is better. A screw driver can be used on nails though a hammer is better.

If one thing does not appear to be working or leading you to your destination, try another and notice what result you get. The more techniques you have the greater the opportunity in getting your outcome.

Sometimes it is also a question of time. What might not appear to have worked now may need time work too. For instance, if someone has passed away, or someone is going through a divorce / separation, using a technique to 'change the unwanted feelings' is going to be inappropriate. Time is needed, therefore the better solution would be ways to help the person minimise the intensity of the feelings and provide them with other means to 'handle the situation' more easily.



3) - Rapport

From an early stage in your NLP learning, establishing rapport (matching and mirroring non-verbal gestures, body language, breathing and voice tone, volume, tempo & pitch of the person you are with) is one of the most important elements in communication. Many people both during and after the training take it as a given that if they like someone, or they like them that rapport will happen. This is not true. Rapport is an ever evolving dynamic interplay between two peoples unconscious and rapport changes from moment to moment.

If you have rapport this means you can establish more effectively the bond of relationship and trust, which in turn means you can be more effective in helping

- You reach your outcome
- The other person too.

Don't take it for a given, that just because you're friends with someone you have rapport. Or, just because you 'seem' to be getting on well, you have rapport.

Rapport is a multi-level, multi-dimensional process that continually shifts and changes. Deep Rapport can even be seen with two people arguing. They both agree that they disagree with each other and they are mirroring and matching at the same time.

The next time you see someone argue look at the interplay between the two people – they are in rapport.

When you are working with someone in a coaching, consulting or relationship oriented fashion, follow the basics of NLP – and DO rapport as much and as often as you can. This is one skill you'll never master, but it's about mastering not mastery.

And so often I see people fail at techniques or change-work because they haven't established rapport at a deep enough level. And rapport is...

Unconscious agreement between two or more people.





2) - Trusting your unconscious.

While I won't go into it in much depth here; this is similar to saying, 'trust in your feelings or your intuition'. Our unconscious is the store house for our past history and our habit maker. Having an effective means to establish rapport with 'it' is paramount in being congruent (aligned) with what you wish to do. Many people say they trust their unconscious and feelings, yet I have witnessed so many people that 'think' they do, when in fact it is given lip service.

Why is this important? Well for a start New Code NLP (you may have heard of) is the missing link between what made people successful in using NLP to those that were not so. New Code NLP is the establishment of using your unconscious in decision making. Think about it. If there is something that you truly desire and wish, yet you get a feeling of it not being quite right, this is because your unconscious is telling you something of importance. If it is not listened to and acted upon expect the consequences. This is the basis for anxiety and panic attacks. These feelings / messages are designed to alert you to 'something is not quite right'.

Yet many people either pretend they listen or in fact totally ignore it. I have seen many a great session with others missed because they were not attentive to the response of their own internal signalling system.

In my experience and learning this is 'key' to establishing trust in your-self and your capabilities and change. When you attend the NLP Practitioner course you will really get to see what it

means to have self-rapport and the totality in response, responsiveness and responsibility this gives you over your life and actions.

And No. 1 is...



1) - Self-application and use

NLP has many tools, techniques, models, methods and applications, yet one mistake people fall into, is not applying it to themselves consistently, specifically after the training.

State management is one area. NLP has incredible resources for you to be more effective in situations that require a high performance state. My question to you is, how many people really end up using these skills when they really need them?

I remember a number of years ago I went to deliver a presentation at the Excel Conference centre in London. It was a big crowd of around 500 people. I was nervous and (truth be told just wanted to get back in my car, go home and have a hot chocolate! - well ok a stiff drink) I didn't like the feelings I was getting beforehand.

I paced the centre for about an hour trying to work out why I was feeling this way. Nothing came, so rather than be the victim of my own state which I knew would not help me, I used a NLP technique called 'six step reframe' (you'll get to experience it when you come on the Practitioner Course)

At the time, I did not know the basis for the anxiety, I had presented to groups and large groups before. I had run the presentation through my head a number of times. I was comfortable with the topic.



I had no idea what the state was that I needed. Logic told me, it was to be calm, confident and composed.

Turning to my unconscious to find the right resource for me (hence the 6 step reframe) I left it in the willing hands of my unconscious to help me out) Boy did I need it. You know what it's like, as the time gets closer it's as though the hangman is coming out!! Ouch.

BUT

Then having used the technique on myself...



...I finally arrived in the auditorium 15 minutes early, I noticed I just ended up chatting to a number of people in the audience, getting to know them, creating rapport and finding out why they were there, what they wanted, what they needed.

By the time it was my time, I knew how to deliver my presentation. I had real time feedback for what would truly help people. I also had a lot of familiar faces in the audience.

It worked great, and what a great presentation.

So self-application is vitally important and is the No. 1 mistake that people make in NLP.



Use it on and with yourself. You will get far more benefits by knowing where it did or did not work on yourself than if you spend all your time trying to change other people. Then when you want to help others, you have self-referential experiences to what would or would not work.



Learn it. Do it. Use it.

Putting it Together

Stephen Covey wrote in his book '7 Habits of Highly Effective People': -

"Start with the end in mind"

What did he mean? He meant this -

Success doesn't start with what we want now, it starts with what we wish to have accomplished by achieving it. It starts by knowing what the end result is like. It starts by experiencing the future as if we have achieved it.

Why?

Because our neuro-physiology doesn't know the difference between imagination and reality.

Don't believe me?



Imagine in your hand a half cut lemon, squeeze it and as you do smell the acidic lemon as it enters into your nostrils now bring this lemon slice to your lips and touch your tongue against it and bite into this slice of lemon.

Did you salivate before you even brought it to your mouth? Did you taste it, smell it, did you get the same response in your mouth as if you had actually done it (or close as)?

This is because our brains cannot differentiate between imagination and reality in that it will produce the same response 'as if' it is happening now.

So where does this leave us with time and our goals?

Well we are going to borrow a technique from Milton Erickson called 'Pseudo Orientation in Time'.

We want to put your outcomes, what you have been working on into the future, we want to step out of time and experience your outcome, desire, dream, wish 'as if' you have achieved it.

We want to be able to get your mind (unconscious-subconscious) and you into the act of working out what 'needs to happen in order' for this to have been achieved.

Before we get there consider this...

Life is complex. There are so many variables and random acts and chaotic patterns that we can never be certain of anything except what is happening in the moment. Our future is in the laps of gods, our future is uncertain. What we do know though is that we have the possibility to influence the seemingly random acts of ebbs and flows through time by planning. By creating outcomes and having paths to get there.

And hopefully with enough flexibility and a certain amount of dogged pursuance we can achieve these goals.



This is where the secret comes in as mentioned earlier because our brains cannot tell the difference between reality and imagination - If I imagine 'as if' I have achieved my outcome, I set the chaotic patterns of neurons in my brain to begin a sequence of firing and sorting. That is your brain will work out the steps, patterns sequence motions, acts, resources, beliefs, behaviours, skills etc. that are needed to get to your outcome.

It's as though you have turned on the washing machine, put in the programme and hit 'start'. It now just does the rest.

Of course it does mean that you will have to monitor it and keep an eye on it to make sure this is still a desirable outcome.

Still don't believe me?

Do this. Think of something that you might do today but you possibly won't.

Go to the future and imagine yourself after the time, just at the end having achieved it, seeing, hearing and feeling it as though you HAVE achieved it. From here notice what steps and actions you took to arrive here, any possible obstacles that were in the way and what you did to overcome them. - So that you did achieve this.

Now go about the rest of your day and notice what you do.

ENJOY



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