“10 of the Coolest, Most Powerful & Useful NLP Techniques I’ve Ever Learned”

By Jamie Smart

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Read This First

Welcome to 10 of the Coolest, Most Powerful & Useful NLP Techniques I’ve Ever Learned. My name’s Jamie Smart. I’m an NLP trainer, author, and creator of NLP Coaching Cards™, Ericksonian Hypnosis Cards™, and Irresistible Influence Cards™, the world’s leading resources for learning the language of NLP, Hypnosis and Influence. I’d like to say “thank-you” to you for reading this e-book. I’d also like to ask you to please send this e-book to your friends and colleagues, because it will help them, it will help me to reach more people, and because it will make you feel good too! If you’ve been sent this e-book by someone else, then make sure that you sign up for the FREE NLP newsletter that accompanies it, here: http://www.saladltd.co.uk/tip_signup.htm

Once you do, you will be sent new issues on a regular basis to learn from. It will only take a minute or two to read, but you’ll be amazed at the skills you start developing quickly.

This book complements our NLP Coaching Cards™, Ericksonian Hypnosis Cards™, and Irresistible Influence Cards™. I’ll be referring to the cards later, but when you buy the cards and get the patterns now, you can unlock the massive potential this book reveals immediately.

If you want to really accelerate your learning, go to the Salad website and order all three decks of SALAD NLP CARDS at a special discounted rate (These cards are quite simply the fastest way there is to develop your skills in using the language of NLP, Hypnosis and Influence. The insights you’ll be getting from the newsletter complement the patterns on the cards, so when you have both, it will really turbo-charge your learning. For more information about how you can learn fast just by playing cards, click here.
Who Is This E-book For?

This e-book is for people who are interested in helping themselves to resolve issues and reach their goals more quickly and easily, and for helping others to do the same. It will also be of great value to people who want to massively increase their ability to communicate effectively. It will be of particular interest to executive coaches, life coaches, therapists, hypnotists, trainers, managers, salespeople, consultants, networkers, students of NLP, health-workers, doctors and other healers.

Introduction

When I first started learning NLP, I dreamed of being able to do the magic that I had heard about. Getting into rapport at a moment’s notice, wonders of sensory acuity, extraordinary leaps of intuition, wildly persuasive language patterns. I wanted all of it, and I wanted it fast!

I scrabbled about, buying books, going on training courses and practicing. I was like a man possessed! But when I look back on that time, I realise now that many of the things which made the biggest difference were actually quite simple, and sometimes counter-intuitive.

I’ve met lots of people who have been trained in NLP, but still aren’t getting the sorts of results that they want. And I’ve met others who are just starting out, and are overwhelmed by the amount of information. I’ve met yet others who are doing well, and are always on the lookout for a new tool, technique, or way of thinking which will get them even better results. This is for all of you.

As you read this you'll start to see ways that you can fine-tune and improve your abilities right away. Read on and I'll show you ways you can accelerate your learning later.
What Is NLP?

NLP (Neuro-linguistic Programming) is the most powerful approach I’ve found for communications, change, and excellent performance. It has been widely applied, with often astonishing results, in fields as diverse as:

- Business
- Coaching
- Sales & Influence
- Psychology
- Sports
- Healthcare
- Negotiation
- Education
- The list goes on...

These days, most books on personal development will include at least some NLP techniques, and it has been incorporated into most persuasion & influence trainings on at least some level. Some of the most dramatic accomplishments of the field include:

- A fast (one session) phobia cure
- A learnable model of the skills of exquisite communicators
- A spelling strategy to transform the abilities of poor spellers
- A functional model of the skills of great visionaries

One of the most profound ideas of NLP is that, if one person can do something, it should be possible to find out what they’re doing and replicate it. NLP modelling is a unique approach for identifying and replicating the unconscious skills of excellent performers (Eg. the ‘naturally talented’) then teaching them to others.

The name
The name of the field refers to (Neuro) the human nervous system, including the brain and the five senses, (Linguistic) the verbal & non-verbal languages with which we communicate and (Programming) the ability to structure our neurological and linguistic systems to achieve desired results.

History
Neuro-Linguistic Programming (NLP) was developed starting in the early 1970s by Richard Bandler and John Grinder, when they set out to model the work of geniuses in the field of human communication and change. The term NLP is used to describe both the approach to modelling that they used, and the powerful models of communication and change they created (and have continued to develop.)

The fundamentals
The fundamentals of NLP are straightforward:
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1. **Know what you want (Outcome / Direction)**

One of the key NLP questions is *What do you want?*. The human nervous system can be thought of as goal-seeking, and you tend to get what you focus on. **Well-formed outcomes** are an important tool for ensuring that you get more of what you want in your life.

2. **Get the attention of the unconscious mind (Rapport)**

"The map is not the territory." You must start where the person you wish to influence is (the ‘Present State’.) Rapport is the process of getting the attention and trust of the unconscious mind.

3. **Know whether you’re getting what you want (Sensory Acuity)**

Once you know where you want to go, you need to be able to **notice** (using one or more senses) whether or not you are going there. Sensory acuity refers to the ability to notice the signs that you are moving in the right direction (or otherwise.)

4. **Adjust what you’re doing accordingly (Behavioural Flexibility)**

"Insanity is doing the same thing over and over again, expecting a different result." When you notice that you are not getting what you want, you need the flexibility to change what you are doing in order to get a different result. "Intelligence is the ability to have a fixed goal and be flexible about how you achieve it."

**Why Learn NLP?**

By learning NLP you can:

- Learn to control your own **state of mind**
- Develop powerfully persuasive **communication skills**
- Overcome obstacles in business & in your personal life
- **Help others** to get the results they want
- Have more of the experiences you want
- Have more success, happiness, joy and fulfillment in your life
- **Learn the tools of freedom**
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Cool, Powerful, Useful NLP Technique

#1 – Start Before You Start & Finish Before You Finish

I used to love the TV show ‘Inspector Morse’. Each week, our opera-loving hero would use his intuition, reason, powers of observation and knowledge of the human condition to solve seemingly insoluble mysteries and bring the villains to justice.

Morse was a master of getting beneath the surface story someone was telling him, and getting the real story of what was going on. One of the strategies he used to do this was to terminate the interview. He’d say “Well, I think that covers everything”, and would get up to leave. The person he was questioning would relax: “Phew! Got away with it.” Then, just as they were about to show Morse to the door, he’d turn round and say “Just one more thing…” then go for the jugular.

While I’m not suggesting you go for clients’ jugulars, you can use the Inspector Morse strategy to reach people when their armour is off, when their defenses are down. There are two ways I love doing this, and they’re incredibly simple: I start before I start, and I finish before I finish.

Start before you start
At the beginning of a training course, a coaching session or a sales call, after we’ve made our introductions, I say something along the lines of “There’s some stuff I’d like to cover before we begin…”

Then I begin!

People have their armour off before the formal ‘beginning’ of a session, and it’s a great time to work with them. Personally, I never actually get to the point where we formally begin. I do all the work in either the ‘pre-beginning’ section, or after the end of the session. Which reminds me...

Finish before you finish
Like Inspector Morse, you can finish before you finish. If you’re having difficulty getting to the point you want to, you can say “Well, I think that’s enough for today”, and get up to leave. Then say “Oh, just one more thing…” and start again. You will be amazed at what can pop out when you finish before you finish.
I belong to a mastermind group, a team of 8 people who meet every month to support each other in achieving their goals and realising their dreams.

At one of our meetings, a member of the group said that he wanted to lose some weight. When asked about it, he admitted that he didn’t feel very positive about it, as he’d been sticking to a Spartan diet for months, had exercised regularly, but just didn’t seem to be able to shift it. He said “Deep down, I don’t really believe I’ll be able to do it”.

As I listened to him, I noticed various things about the way he was using language to describe his situation. Mind and body are one system, and the way people talk about problems, goals and desires can reveal the structure of how they think about them. They way they think about them will determine the results they get, so I asked him some questions. First, I asked him “Why is it like that?”

The question “Why?” used to be banned in NLP circles, but it’s great for getting the person’s story about a belief. He said “I just can’t see myself being slim.”

Instantly, I knew what the problem was (as anyone with some experience of NLP will!)

One of the most useful things I ever learned was “Take people literally.” My colleague was giving me a literal description of what was taking place inside his neuro-physiology. He was quite literally unable to create a mental image of himself being the size and shape he wanted.

The human nervous system is goal-seeking, and it will move towards whatever goals you put into it. The goal he’d been using was “I want to lose weight”. This presents several problems:

a) He was saying what he didn’t want (weight) instead of what he did want.

Negatives are processed differently by neurology than they are in language (if I say “Don’t imagine a bacon sandwich”, you have to imagine it to understand what I’ve said.) By setting his goal as losing weight, he was having to represent the weight to himself in some way.

b) People don’t like to lose things! We have been conditioned since we were children not to lose things, and if we do, to find them again.

Stating his goal in this way, coupled with the fact that he didn’t have a mental image of himself being slim, fit & healthy, meant that he kept getting what he didn’t want (his mental image was of him being the shape he already was).

So I asked him ”What would happen if you could see yourself being slim?"
His face brightened, and he said that would be great, and his eyes fixated out in front of him. I said something along the lines of “Just see yourself being the size and shape that you want to be, and feel how good that will feel, to see yourself in the mirror, looking so good, and hear those appreciative comments from others, and yourself, about how good you look, feeling slim and fit and healthy.”

I told him “You can spend some time in the next few days, imagining yourself being the size and shape you want to be. Then feel how you’ll feel when you’ve got what you want”.

I received a phone call from him a few weeks later. After the meeting, he had spent about 20 minutes visualising and imagining how it would be when he got to his ideal weight, then continued as usual. When he rang, he reported that he was 8 pounds lighter, after having stayed the same weight for months and months previously.

While there is a valuable lesson in here about setting positive goals and visualisation, there is also a deeper learning. Take people literally, and they will give you information about exactly what’s going on inside them.

In the past, if someone had said “I just can’t see myself being slim”, I would have taken it as a metaphorical statement, and tried to convince them that they could etc. But our neurology has developed for the world of things & experience. When you take people literally, they reveal a world of information about what’s going on inside them.

I once heard Richard Bandler say “People will tell you everything you need to know in the first minute.” This is an example of that. Of course, you need to have open-ness to be able to hear it, and the questions to ask in the first place to get at the right information.

This is one of the secrets of becoming really good at NLP.

If this makes sense to you, then check out our NLP Coaching Cards.

They are one of the fastest, easiest ways there is for you to start to increase your own abilities to do NLP with yourself and others.
One way of thinking about NLP is as the process of helping people move from whatever their present set of circumstances is to some desired set of circumstances.

The key to moving from one to the other is helping a person to access the resources necessary to make the move.

One of the most powerful resources is a person’s state of mind. Mind and body are one system, and the combination of the feeling a person is feeling and the way they are thinking (pictures, sounds etc) can be referred to as their ‘state’.

If you are relaxing in a hot bath, you are probably in a different state than the one you are in when you’re going for a run, giving a presentation, or about to kiss someone for the first time.

The ability to guide people into different states is one of the most powerful skills for communication and change that there is.

Trance is a ‘feeling state’, in the same way as happiness, gratitude and love are feeling states. One of the great things about feeling states is they are infectious, so if you want someone else to go into a certain state, just go there first yourself.

The quickest way to get a punch on the nose is to start distributing them. The quickest way to get a smile from someone is to start distributing them. Whatever state you want the other person to go into, go there first yourself.

So how exactly do you ‘go there first’? There are many different ways, and as you begin to practice, you will start to discover the approaches that work most effectively for you. Here are a few of them:

- One of the quickest and easiest ways to change your state of mind is to change your physiology. Jumping up and down, shaking your hands or beating your chest are all ways to break out of undesired states. By the same token, adopting the postures and stances that you take when you are accessing certain states can activate those states. Either sitting or standing, adopt the physiology (posture, gesture, head position, breathing rate, muscle tension) that you exhibit when you are in a certain state (E.g. trance, the zone, flow, relaxation, creativity etc.) Notice how quickly you start to enjoy experiencing the sensations of that state.

- “Fake it to make it.” Pretend. When you pretend to go into a certain state, your nervous system gets the idea very quickly, and the state soon manifests. You can pretend to be in whatever state you like: the more convincingly you do it, the more you will get into it (and vice versa). The more convincing you are to yourself, the more the other person will follow you into the state.
An anchor is any representation in the human nervous system that triggers any other representation. It is conceptually similar to Pavlovian conditioning (think bells and salivating dogs.) You can anchor yourself intentionally, for example:

a) Think of an occasion when you had a highly pleasurable, positive or enjoyable experience.

b) See what you saw then (looking out through your own eyes), hear what you heard and feel what you felt.

c) As you feel the sensations increase in intensity, squeeze the thumb and forefinger of your left hand gently together for a few moments, then release them.

d) Now ‘break your state’ (E.g. by remembering what you had for lunch yesterday.) Wait a few moments.

e) Squeeze your thumb and forefinger together again. The state will return.

With practice, you will be able to go into the states you desire, quickly and easily, whenever you wish. When you’re in rapport with someone and you go into a certain state, they will follow.
Cool, Powerful, Useful NLP Technique

#4 - Just Start Talking

One of the things I love doing on our NLP Practitioner and Master Practitioner trainings is getting people playing with Ericksonian Hypnosis Cards™ and Irresistible Influence Cards™. It’s great for raising peoples’ energy in the notorious ‘after lunch’ lull, creates a really fun learning environment, and the rate their linguistic skills develop at is fantastic.

But there’s always a challenge to overcome before their skills really start to take off... People want to know what they’re going to say before they say it.

I explain to them that language generation, word selection and grammar are unconscious functions; that your unconscious produces language automatically, in response to whatever communication goal you have set (and there’s always a goal in your unconscious mind, whether you’re consciously aware of it or not).

If you think back to your last telephone conversation, chances are you weren’t thinking consciously about what words you were going to say next, how to structure the sentence, where to put the verbs etc. You have a goal in mind (whether you’re consciously aware of it or not) and your unconscious finds the words, phrases and sentences to move you towards it.

The key to becoming fluent with NLP language patterns is this: practice the patterns until you have integrated them at an unconscious level, then set a communication goal and start talking. You will start to hear the patterns emerging automatically and spontaneously.

The problem is, people don’t want to make a mistake, or appear silly. So I say to them “Imagine you’re in a learning laboratory, where the usual rules about social intercourse are suspended. If you open your mouth and say ‘Arse, arse, spanky, spanky’, it doesn’t matter”. See, when you were a child learning to speak, you had no concept of failure. You were merely experimenting, making sounds with your mouth and vocal chords, and noticing what response you got.

It’s the same with learning hypnotic language: you need to allow yourself the opportunity to make ‘mistakes’ in order to learn and grow.

So anyway, I say to my Pracs & Master Pracs, “When you pick up your cards, start reading the phrase at the top of the card and let your unconscious fill in the blanks.”

The key is to set a goal for your communication first. That way, your unconscious knows to produce phrases that are in line with the goal you’ve set. If you don’t choose a specific goal, you get whatever goal has been rattling around in your unconscious (which can be to do with pretty much anything). I’ll give you a couple of examples:

You might become aware of ____ when you ____.
You might become aware of it, which presupposes it's already there, and all you have to do to find out is the bit after the "when you". You might become aware of a deepening sense of trance when you focus your attention inside yourself. You might become aware of a new range of possibilities when you allow your unconscious to start generating solutions. You might become aware of an emerging sense of confidence as you practice these patterns repeatedly. It’s just a possibility!

Or one of my personal favourites:

**What happens when you ____?**

I’m only asking. But to find out what happens, you have to do it. What happens when you imagine yourself enjoying all the benefits of having made this change? What happens when you imagine being able to use the patterns effortlessly?

I use this all the time to great effect. To find out how this can work for you, do the following:

- ✓ Read the full text of the pattern & description aloud.
- ✓ Set a goal for your communication (Eg. to get someone to go into a trance, relax deeply, feel good, learn quickly etc).
- ✓ Start reading the pattern (the line in bold) aloud, even though you don’t know consciously what you’re going to say to fill in the blanks. Then be amazed as your unconscious fills them in for you!
- ✓ Allow yourself the courtesy of not getting it perfect the first few times you do it, and enjoy the process of getting better and better at this as you practice.

For the fastest way there is to learn to use hypnotic language quickly and effectively, you can get your own deck of [Ericksonian Hypnosis Cards](#TM) to practice with, because the fastest way to learn anything is by doing it.
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Cool, Powerful, Useful NLP Technique

#5 – Do It Before You Do It

Whenever I’m working with clients, either in a group situation or one-to-one, I’m always keen that they have the experience of success. I particularly want them to succeed at the things I invite them to do, because these are the things that will help them experience greater success in other areas of their lives.

The message I want to send them on every level is “You’re going to be able to do everything that I ask you to do, so you can relax.”

Here’s one of my favourite ways to do this: I get them to do it before I get them to do it.

I know this sounds bizarre, so I’ll explain.

Let’s say that I want someone to get into a very resourceful state, full of confidence & positivity. I could say to them "Remember a time when you felt really confident & positive, then see what you saw, hear what you heard, & feel what you felt all over again.”

This would work for some people, but others might feel under pressure, polarity respond, or find it tricky in some way. So instead, here’s what I do...

I tell them a story. I describe an experience that gets them to access those states.

I remember the first time that I successfully helped someone to eliminate a dog phobia. Part of the process of the fast phobia cure is stacking incredibly positive states (including laughter, confidence and whatever else the person deemed useful). So I told dirty jokes to get her laughing, and told her stories about things that made me feel really confident.

See, when you hear someone else telling a story, your unconscious mind searches for relevant experiences to help you make sense of it. So when I told her stories about experiences where I felt incredibly confident; situations where I just knew the right thing to do, and felt good about it, she had to find reference experiences that made sense of that for her (albeit unconsciously).

Then, it was just a matter of saying "Now, I’d like you to think of a time when you felt confident. It doesn’t have to be the most confident you’ve ever felt, just a time when you felt really confident.”

There’s a trick in here. When I say "It doesn’t have to be the most confident you’ve ever felt”, a couple of things happen:

- If a person is feeling under pressure, this will relax them & let them know that I don’t need a top performance from them.
- Just processing the sentence will get them to access (at least unconsciously) the
most confident they’ve ever felt, for purposes of comparison.

- Polarity responders (people who automatically want to do the opposite of what you tell them) go “Oh yeah! You can’t stop me from feeling the most confident I’ve ever felt if I want to!” Which is, of course, just what I want.

Anyway, when I’d finished doing the phobia cure with her, we went out to find a dog to test it with. She was fine! It worked! She felt great! I felt amazing! The feeling of having helped someone make such a powerful change in their lives was extraordinary, and I felt great about my skills, full of a desire to learn more and explore further. It was an incredibly positive experience.

So, as you’ve read this, you’ve been making sense of the story I’ve been telling you. In order to understand it, you’ve been unconsciously referencing your own experiences of learning, achievement & success. At this point, if I were to say “Remember a time when you felt really confident & positive, then see what you saw, hear what you heard, & feel what you felt all over again.” you’d be much more likely to access it easily, wouldn’t you? That’s because I did it before I did it. Or rather, I got you to do it before I got you to do it.

One of the keys to doing it before you do it is becoming a master of stories. You can learn how to become a master of stories when you download Metaphorically Speaking, a recording of a one-day training focused entirely on stories & metaphors. Learn more here.
John Grinder (co-developer of NLP) once said that he’d identified three main obstacles to mastery of any skill:

- over-reliance on focal vision
- internal dialogue
- a feeling of hesitation

This seems to be particularly true when it comes to learning NLP, which relies so heavily on your ability to perceive a much wider view of things and act instinctively. By finding ways to overcome or eliminate these obstacles, you can start to really increase your abilities. Now with me, one of the quickest and most effective ways to get results fast, is by looking at peripheral vision.

**Training killer whales**

I met a killer whale trainer a couple of years ago and she was telling me about her work. One of the things she said was that you have to be very careful when working with these creatures not to reinforce the wrong things. See, they spend most days watching and listening, with no internal dialogue, and they notice everything. They notice patterns that that the killer-whale trainers don’t, because they pay more attention, so if they detect a reinforcement pattern that the trainer hasn’t, they’ll use it to their own advantage. How do the killer whales notice so much? Peripheral vision.

**Conscious unfocus**

Your focal vision is what you are using to read these words (unless you’re photoreading this tip.) It is a small, central element of your visual field, and is particularly useful for distinguishing fine detail. Most people tend to have a high degree of reliance on their focal vision, and you can think of it as being connected to the conscious mind. Peripheral vision, on the other hand, opens up to either side of you, both above and below. Among other things, peripheral vision is good for detecting movement, and you can think of it as being connected to your unconscious.

1) Focus on the number 1 at the beginning of this sentence. As you continue to look at the number, relax your gaze, and allow yourself to become aware of the edges of the page, before you allow your awareness to continue further out to each side. See how much you can perceive on either side.

This is your peripheral vision. When you use peripheral vision while in a one to one situation, you will get more information about the person, information that you may not have been able to access in the past, such as breathing rate, gestures, blink rate and all the other things that can be useful (eg. if you want to match or mirror them to build rapport.) It also allows your unconscious to get in on the act, and for you to start to get more intuitions about the other person and what’s going on for them.
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2) Sit in a comfortable relaxed position, looking forward. Imagine you have an extra pair of eyes at the level of your belly button. Become aware of the feeling of the skin at your belly, and imagine you are looking out through those eyes.

For most people, this will open up their peripheral vision, but for some people it won’t. If not, try the following tip from Photoreading, by Paul Scheele…

3) Sit in a comfortable relaxed position, looking forward. Imagine that there is an orange, floating a few inches above and behind your head.

Again, peripheral vision should open up, allowing you to perceive the world with a wider more relaxed gaze. Practise going into peripheral vision until you can do it at will. For most people, this is a relaxed and comfortable state to be in anyway!

4) In a low-risk situation, go into peripheral vision while in conversation with someone else. Notice what you become aware of that you weren’t before.

As you become more comfortable going into peripheral vision in various situations, you will start to amaze yourself by what you are noticing that you didn’t previously.

More advanced
If you work with groups of people, peripheral vision allows you to notice what’s going on for all the people you are not looking directly at. This means that you can be looking at one person but noticing the signals, gestures, expressions being made by the people who think you can’t see them. Do you think this could be useful in meetings?
Many years ago, I was chatting with a ballet dancer, who was telling me the importance of hand gestures in dance. She explained that in some cultures, the gestures women make when dancing are extremely specific, & tell a story all their own, which complements the theme of the dance itself. Years later, when researching child development, I learned that children develop hand gestures shortly before they start to speak. In fact, both gestures & vocal utterances can be considered as part of human beings’ symbol-making ability. Our ability to make complex symbols (Eg. spoken word, writing, numbers, pictures) is a key thing (perhaps the only thing) which differentiates humans from the other mammals on this planet. But when we listen to people, we are typically only taught to pay attention to the spoken symbols (words) they say.

1) The next time you are chatting with someone, observe the gestures they make. Notice how certain gestures coincide with certain words & phrases. When you listen to someone, their hands will complement what they are saying to you. You can watch them paint pictures in the air, & interact with their imaginary world as they speak.

**Gestures – The Secret Semaphore**

The cool thing is, most people aren’t aware of their own gestures, let alone anyone else’s. These gestures are (as often as not) communications direct from the person’s unconscious mind. So if you decide to start acknowledging gestures, you are communicating with someone’s unconscious. There are three main ways to interact with a person’s gestures. The first is mirroring:

2) Once you notice a person’s gestures, feed some of them back to the person. When you refer to something they’ve said, use their gesture as well. Rapport has been described as getting the attention of a person’s unconscious mind. When you mirror their gestures back to them, a person’s unconscious mind knows you’ve noticed it. You don’t even have to mirror the gesture in full! For instance, if a person moves their hand in circles as they describe going round & round, you could move your index finger in circles to mirror it.

The second approach to utilising gestures I call “referencing”. For instance, if someone were to say “I know there’s a job I’d love to do but I don’t know what it is” & held their hand up at eye level as they said it, you can subtly point to the space where their hand was whenever you refer to it (Eg. “So this job, you don’t know what it is yet you are curious to find out what it is.”) Like mirroring, this sends a covert message to the person that you understand what’s going on (perhaps even better than the person’s conscious mind does.)

3) Experiment with referencing people’s gestures.
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If someone says “I’d like to do such & such, but something’s stopping me” & holds their hand out in front of them, you could point to the hand & ask “What is it?” Sometimes people will just say “Whaddya mean?”, but other times, it will bring pure gold – things will come into the person’s awareness that they didn’t previously have conscious knowledge of.

The third way you can use this is ‘full contact’. I once had a client who said “I’d like to be a great presenter, but something’s stopping me.” As she said this, she held her hands out about a foot in front of her chest & made a pushing motion, as if trying to move a heavy object. I asked “What happens when you just knock that out of the way?” & pushed her hands sideways.

Her face turned bright pink & she started laughing hysterically (always a good sign, I think). She said “Well then it would be easy” & stepped forward into a relaxed & confident pose before starting to talk about how excited she was about doing it.

Amazing.

I’m not going to offer an exercise on ‘full contact’ gestures, because it’s not appropriate for all situations (Eg. there are many workplace situations where any sort of physical contact is deemed inappropriate.) Having said that, if you are in a situation where you consider it appropriate to do so, & you have a relationship with the person where it is permissible (Eg. coach), then go for it.

Business Essentials
Would you like to know how you can save time with gestures? Business people use lots of gestures too, so you can mirror them to get rapport. In addition, people will use gestures when describing a specific problem. I was once demonstrating their power to some people on our NLP Practitioner course. The next time we met up, one of them told me this story:

He said that there was a chap at work who often came to him for help in solving technical problems. He said that it typically took 20-30 minutes to help the person find the solution to the problem, & cost him a lot of time. After learning about gestures, he was paying attention the next time the chap brought up a problem along the lines of “I’m trying to do x but I have this problem & can’t see beyond it.”

The NLP Practitioner noticed that when the chap said the word “problem”, he held his hand up in a clenched way. Our quick-thinking hero mirrored the gesture, then said “What happens when you just forget about that [moving his clenched hand as if throwing away a piece of rubbish] & focus on what you want.” The chap with the problem stopped absolutely still for about 30 seconds then said “Oh! I’ve solved it!” & left the stunned NLP student in peace, saving him 20-30 minutes of his day. Proving that... paying attention to gestures can save you time!
#8 – Use The Meta-Model

The first NLP development was 'The Meta Model', created by Richard Bandler & John Grinder in 1975, and described in their first book, The Structure of Magic Volme 1.

It was the first creation in the field of NLP, and formed the basis for subsequent discoveries in the field. The Meta-model works on the following principle: people don’t experience reality directly, but rather through the ‘maps’ of reality they create in their minds. When people have a problem or challenge, it does not typically exist ‘in reality’ - it exists in their map of reality. If you can enrich their map, their experience of the world will become richer. Enrich their map enough, and their problems will be solved, their challenges overcome.

The Meta-model is the principle tool for discovering where and how to enrich a person’s map, and is probably the most powerful NLP tool there is.

I was training some executive coaches the other day, and they asked me what was the most powerful coaching tool I could recommend. Without hesitation, I said “The Meta-model. Learn the Meta-model.”

Here are just a few of the things I’ve used these patterns to do:

• Helped the marketing department of a company change their limiting beliefs about marketing to students (their model of what was possible was stuck in the 1970s, but the questions I asked them brought them up to date).

• Changed a man’s belief about his financial future from negative to positive by asking one simple question!

• Got a group of company directors to make a decision and move forward (these people were addicted to having meetings and putting things off, so getting them to take action was a big accomplishment).

• Found out what was going on at an unconscious level for every one of my clients over the past 7 years!

The Meta-model was the principal tool Bandler & Grinder used to discover the rest of NLP!

There’s only one problem: the meta model has a reputation for being very difficult to learn, and as a result is under taught on many NLP Practitioner trainings.

So for the last few years, I’ve been using cards to teach people the meta model questions – with great results. But I wanted to get them to more people. Then I thought “What if I put all the meta model questions, plus all my favourite coaching questions on a deck of cards?”

So here’s a pattern that I find really useful when someone’s got a problem or limitation, and I want to explore it and understand how they do it.
How do you manage to [problem or challenge]?

When a person takes personal responsibility for their situation, they begin to access the power to change it. This question presupposes that an issue or problem is actually a skill that they’ve acquired. How do you manage to get frightened of public speaking? How do you manage to stay in debt? If they accept that it's a skill, then it's possible for them to learn a different skill - one that contains the solution.

1) With respect to a problem or challenge you are experiencing, ask yourself “How do I manage to do that?”

NLP is described as the study of the structure of subjective experience. When you can understand the structure of something, you have new information that can help you to change it.

2) With respect to a problem or challenge someone else is experiencing & has asked you for help with, ask “How do you manage to [have that problem]?”

When you ask the question, watch and listen. The person will give you clues to how they are creating their internal representation of the challenge. Their eyes will move, they’ll gesture etc. Chances are, they’ve never thought of their ‘problem’ as a skill before. Just this change of perspective can give them more power in the situation. By the way, rapport counts when you’re asking these questions!

So anyway, my original question was “What if I put all the meta model questions, plus all my favourite coaching questions on a deck of cards?” So that’s what I’ve done – and the result is NLP Coaching Cards™ you can see what some of the world’s finest NLP Trainers say about the cards, and get your own deck at: [http://www.saladltd.co.uk/catalog/pages-productinfo/category-1/product-18/nlp-neuro-linguistic-programming-nlp-coaching-cards.html](http://www.saladltd.co.uk/catalog/pages-productinfo/category-1/product-18/nlp-neuro-linguistic-programming-nlp-coaching-cards.html)
Cool, Powerful, Useful NLP Technique

#9 – Use The Milton Model

I was doing some research the other day for an e-book I’m writing, so I turned to my PC, and typed the term “superorganism” into Google. In 0.15 of a second, the search engine found 6200 references to the term. Some of them were entire documents, some of them were photos. Some of them were more relevant than others. But it got me thinking about how human beings process language.

When a person reads or hears a word, the unconscious mind sorts through the internal references they have for that word, in order to make meaning of it. The unconscious does this very quickly; so quickly in fact that we’re usually not aware of the process taking place. For example, take the sentence:

The tree swayed in the breeze.

In order to make sense of this sentence, you must have an internal reference for tree, breeze, and swayed. If the sentence made sense to you, then you probably weren’t even aware of the search taking place (the lookup on these sorts of words typically takes less than 0.1 of a second per word). You may even find that you can gather information about your internal reference (Eg. by asking yourself “What colour is the tree?”) The following sentence may be trickier:

The polf bagglimed in the hoojar.

Most English-speakers don’t have an internal reference for these words – “Your search has returned no matches”, to quote my favourite search engine.

This principle of internal searches is the basis of how verbal hypnosis works, and it’s an important part of how Milton Erickson (aka “The World’s Greatest Hypnotist”, “The Miracle Worker”) got the amazing results he did. In the 1970s, Richard Bandler and John Grinder (co-developers of NLP) spent eleven months modelling Erickson. One of the outputs of this process was “The Milton Model”, a kind of ‘how-to’ guide for using language to get the same kinds of results (linguistically) as Erickson.
Artfully Vague
Part of Erickson’s approach was that he spoke in an ‘artfully vague’ fashion. For example, if I say “Your arms feel relaxed”, you can say “No they don’t”. But if I say, “You may be starting to notice certain sensations somewhere in your body”, the chances are that you will start to notice them. Artfully vague language can be very useful for all sorts of things, including:

- Pacing a person’s experience and leading them in a new direction
- Gathering resources
- Covertly getting them to do things that they would resist if you told them to do it overtly
- Getting access to the extraordinary power of the unconscious mind

Look at it this way. You’re reading this e-book, and you’re reading it for a reason, because you have certain things that you want to learn, so you may be interested in discovering how you can put these new learnings into practice.

If you re-read that sentence, it sounds specific, but it is in fact very vague. All the things I’ve said in that sentence are guesses about your experience, but they are vague enough to be true for almost anyone. Let’s take it step by step:

- You’re reading this NLP tip
  OK, that’s definitely true.
- and you’re reading it for a reason
  Well, that’s probably true too. Plus, the ‘and’ makes this statement flow nicely on from the previous one
- because you have certain things that you want to learn
  Which things? Certain things. Oh, those ones! Well, you didn’t tell me that, but I’m guessing it. And the ‘because’ makes the previous statement even more plausible, because people like there to be reasons for things. It makes the world seem, somehow, more certain!
- so you may be interested in discovering how you can put these new learnings into practice.
  Well, this is just made up. I don’t know this at all, at all. But if I’ve managed to get you to say ‘yes’ to the previous few statements, you probably said yes to this one too. This sentence is super-vague, yet it’s the sort of thing that people will agree to, because it sounds specific. In my experience, people will always try to make sense of the things you say to them. This means that the more you are able to use language in this ‘hypnotic’ way, the more influential you will be (whether you’re doing formal hypnosis or not). This is one of the keys to effective influence in any field.

The Milton Model is one of the things that people who come on our NLP Practitioner learn to do really well. The way we help people to ‘hard-wire’ the ability to use hypnotic language patterns is by using hypnotic playing cards. Sounds crazy, right? But the results are awesome. We have packs of 52 playing cards, and each
card has a hypnotic language pattern on it. As you play the card game, you use the language patterns, and you develop unconscious competence quickly. One of the great thing people get by using this approach is a really fun learning experience. So I thought I’d give you some of the card patterns to play with:

What you do with each of these patterns is read the examples, then make up a few sentences of your own using the same pattern.

**The fact that [fact] means _____.**

The fact that you're here means...well logically it means that you're here. But hypnotic logic is a bit different. You can state a fact, then say what it means. The fact that you're here means you can make whatever changes you desire. The fact that you've learned to write means you can master any complex skill. The fact that you're playing this game means you'll wire these patterns in at a deep level.

The fact that you’re reading this tip means that you can **find practical ways to use these patterns!**

**Pattern 2: You may already have started to become aware of _____.**

You may already have started, or you may be about to, and having started, it's presumed you'll continue. You may already have started to become aware of certain changes in your moment-to-moment perception. You may already have started to become aware of the slowing and deepening of your breathing. You may already have started to become aware of the increasing of your skill in these patternings.

You may already have started to become aware of a desire to **learn these patterns** in some more depth!

**Pattern 3: What happens when you ____?**

I'm only asking. But to find out what happens, you have to do it. What happens when you imagine yourself enjoying all the benefits of having made this change? What happens when you imagine being able to use the patterns effortlessly?

What happens when you imagine having been able to **get these patterns** integrated into your everyday behaviour?

**Pattern 4: ____ because ...**

People are much more likely to do things when you say 'because', because they like to have reasons for things. You can learn to go into a trance easily, because you have an unconscious mind. You can start to make those changes, because you've waited for long enough. You can enjoy learning these patterns easily, because you learned to speak and you don't even know how you did it.
You can get a deck of these cards for yourself, because it’s good to be able to have fun while you learn!

OK, I may not have been that artfully vague on the last one, but you get the idea!

**Business Essentials**

Modern business is ‘hypnosis central’. Take any list of corporate values, and I’ll show you a list of deeply hypnotic terms, eg:

- Honesty
- Integrity
- Innovation
- Leadership
- Creativity
- Diversity
- etc

These words are called nominalisations, and they have an interesting effect. When your unconscious goes to do a “tree swayed in the breeze” on them, it takes a lot longer to make sense of them. Try this sentence:

> Our commitment to innovation is the source of our effectiveness.

When people hear these kinds of sentences, they tend to get spaced out. The sentence means something totally different to each person who hears it. I remember hearing a motivational speech from the head of a multi-billion dollar company, and it was packed with this sort of stuff: his audience was totally hypnotised.

Is this a good thing or not? I don’t know, but I do know that it works, so the key is to be able to use language with skilfully and with intention. Making a decision to learn to use language in this way was one of the best business decisions I’ve ever made.

To find out how you can learn The Milton Model quickly and easily for yourself, go to...

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By Jamie Smart

Cool, Powerful, Useful NLP Technique

#10 – Eliminate Hesitation

As Richard Bandler, (bona-fide genius & co-developer of NLP) says “He who hesitates…waits…& waits…& waits…” Almost everyone has situations where they would like to do something, but find themselves hesitating. I’ve heard Bandler describe hesitation as one of the main barriers to learning, & he focuses a great deal of time & energy on helping people to overcome it.

Would you like fries with that
One day in London, I was on the tube on the way to train some telesales people, helping them to overcome ‘sales call reluctance’ (ie. not wanting to pick up the phone & dial.) I was reading the book Change (by Watzlawick, Weakland & Fisch) & came across a story describing how Watzlawick helped a student who had been unable to complete his thesis due to anxiety. He told the student “Go into three shops over the next week & make an absurd request.” The student did so, reported a shift in attitude, & finished their thesis shortly thereafter.

I loved the idea, & thought it might be useful with the reluctant telesales team, but I knew that I couldn’t ask them to do something I wasn’t willing to do myself. I said to myself “You have to do this now”, & as soon as I got off the tube, I went into a well-known fast-food hamburger joint outside the station. I joined the queue, looking around at the other customers. My heart was pounding like a drum; even though I knew rationally that I was in no danger, my neurology was responding as though I were about to stick up a bank.

When I got to the counter, I looked at the person behind it & with a straight face, asked for a ham & pineapple pizza. She looked confused and said “What?” I repeated my request. She said “We don’t sell those.” “This is a chinese restaurant isn’t it?” I replied. She said no, I said thanks anyway and left. I felt like I had just knocked out Mike Tyson – I felt invincible!

Now, before you send me loads of email saying how childish this is, & how it isn’t really NLP - I know. But the result was amazing. In the days following, I did several similar acts. Each time, my physical response was diminished, but in other areas of my life, the opposite happened. I started to exhibit less hesitation and more wanton ‘go for it’ than ever before!

Thrilled with my success, I invited the telesales people to do similar absurd acts, and they reported similar liberating results. I knew I was onto something.

The Pizza-Walk Experience™
A few years ago, I became interested in Tony Robbins & went to one of his weekends, eagerly anticipating the fire-walking, which I had heard so much about. I was really looking forward to it, and Robbins did a great job of building up the anticipation, but when the time came, I found it impossible to actually believe that walking on the hot coals was in any way dangerous. As a result, walking across them didn’t have much impact on me as a metaphor for overcoming fears in other areas of my life (though I know it really works for some people.)
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By comparison, The Pizza-Walk Experience™ costs nothing, can be done virtually anywhere, and is incredibly powerful. So...

1) Identify a few of the areas in your life where you hesitate and would like to just go for it.

2) Choose a commercial premises (eg. shop, restaurant, petrol station) and make an absurd request (ie. ask for something they definitely don’t sell) while keeping a straight face. Be polite, safe and non-threatening.

3) Repeat twice more in the course of a week.

4) Look forward to the situations where in the past you would have hesitated, and enjoy your new responses.

One of my clients used to have difficulties asking women out on dates. I sent him out to a burger joint to get some Italian food. Within the week he had a date and now has a full diary. This stuff works!

For those of you who are worried about the person behind the counter, in all the times I’ve done this, their response has been anywhere from bemused to very amused, but never frightened. The key is for you to be non-threatening and polite (ideally coming across as a bit confused.) For those of you who are thinking this is pointless, foolish or humiliating – you probably need this more than most 😊

**Why does this work?**
Our central nervous system is set up to protect us from dangerous situations. Many of us have been heavily conditioned against making mistakes (by teachers, parents, peers etc.) and code mistakes as dangerous. Yet making mistakes is an incredibly important part of learning, growing and exploring. A willingness to make mistakes is an absolute must for anyone who wishes to become skilled at NLP (with me, I used to be almost phobic of making mistakes, but no more.) The Pizza-walk Experience seems to help you eliminate this unhelpful response. There are lots of other NLP techniques which can reduce hesitation & increase ‘go for it’, but this one’s the easiest & quickest to communicate in writing. By the way, obviously there are times when it’s useful to hesitate (eg. when about to step into a busy street.) Keep those.

**More advanced**
This is also great for playing with beliefs around money. I was in Egypt a couple of years back, and found that you are expected to haggle over the prices of items in shops – it’s a cultural norm. When I returned to the UK, I went into a large DIY shop, picked up £300 worth of expensive equipment and offered them £40 for it. Once again, my neurology responded as though I was in a dangerous situation, even though I was perfectly safe. By doing this, though, I was able to start changing my beliefs around money (Stuart Wilde’s book *The Trick to Money is Having Some* is where I got this idea.)

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About the Author

Jamie Smart is the Managing Director of Salad Seminars Ltd, as well as the principal trainer. He spent much of the nineties leading large, mission-critical business projects and change programmes. In the process, he found that individual change is the key to collective change, and became fascinated with helping people achieve the results they want. This fascination led him to NLP, and he has spent from 1996 to the present day learning from the finest teachers and materials, and applying what he’s learned. Jamie is an NLP Master Practitioner and is licensed by Richard Bandler and the Society of NLP as a Trainer of Neuro-linguistic Programming (NLP).

Jamie is author of The NLP Tip, an e-zine which goes to thousands of people around the world each week (available from www.saladltd.co.uk), as well as the creator of Ericksonian Hypnosis Cards™ and many other products.

He lives in Leicestershire (UK). When he isn’t helping other people get what they want, he likes going for long walks in the woods, listening to music and reading.

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