

## **Essential NLP - Practical Tools for a Great Life**

### **Podcast 1 – What is NLP?**

Hi, welcome to the Essential NLP skills podcast. This podcast series is designed so you can learn as much as you possibly can about the fascinating world of NLP. I'll be talking you through it and my name is Phil Parker. I've been working in this field for 25 years and my specialty is working with NLP in all sorts of areas, I work with peak performers, with athletes, with explorers, with business people but I also focus a lot on health and looking at the fascinating world of the mind-body connection. And NLP is a really brilliant way to do that. So pretty much whatever you're interested in, in terms of NLP, I've got some really interesting ideas, answers for you and probably some great questions.

One of the most important things I found in my work with NLP is that there's a massive variety in the way people teach it and approach it. And the way I like to approach it is to consider that NLP is almost like the manual for the brain that we never got given.

I like to make NLP really easy, really simple, really practical and to keep it real - so this podcast series is not going to be happy clappy, airy fairy stuff it's going to be 'how can you take these reasonable practical tools to start putting them into practice to make a difference in your life and affect other people's lives in a positive way'.

Very practical, very easy, very simple, very effective and very real.

So where do we begin, well first of all what is in it for you? I hope you'll be joining me in the next few weeks and months listening to this. I think you can learn a lot about NLP through things like these podcasts - there are great books out there - I've even written a few of them - but there's a limit to how much you can learn from materials like this. You also need to use it and you need to learn it in an environment where you've got somebody helping you out, showing you what's right or how to do it better. So this isn't a substitute for a course, if you want a good course email me ([phil@philparker.org](mailto:phil@philparker.org)), we run great courses and there are various courses across the world that I'd also recommend. But this is a good starting point or if you're anyone involved in NLP a good refresher for your NLP.

NLP is one of those fascinating areas which when you delve into it the more you hear other people's approaches the more experienced you become and a better practitioner you are, so welcome wherever you are in the NLP journey.

In this podcast I want to begin by giving you a bit of an overview of what's possible, giving you a few exercises to do, dipping in and out of a whole range of NLP techniques so that we can work out why this is worth listening to, why it's worth pursuing.

And then in subsequent podcasts we'll be looking in much more detail at some specific techniques and specific approaches.

So let's begin with a couple of things; if you want to, you can do a nice variation of this exercise using a video camera or webcam and just video your face whilst you do the exercise; but you can come back to that, for the moment you don't need to have

a video camera set up for this, if you wish you can come back and do it on video later.

What I'd like you to do is answer this question: 'What is your postcode (or your ZIP code) backwards?'. And do this without writing it down.

Now when you try and answer that question a very interesting set of things occur. For most people it's a question they've never been asked before. We know it forwards but in no other context, apart from courses I teach, have we ever been asked that question 'what is your postcode or ZIP code backwards?' and so what we suddenly find ourselves set with is a task to create new neurological patterns. Because the postcode is stored sequentially from the beginning to the end and you've never been asked to repeat it backwards, there is no neurology to do this. So when you are asked to say it backwards you instantly struggle to create a good bit of neurology that can bring the information out, because it is not stored or viewed in that way normally.

And you notice initially it's a bit of a struggle. You often find yourself drawing it in the space in front of your face. Trying to see it backwards, sounding it out backwards.

It is like a very clunky machine trying to process something and initially for most people you are not very successful at doing it. It's very stuttering, it's very slow, it's a little bit unreliable and you can feel the energy that is being expended in trying to make that happen.

Often, if you watch yourself on video whilst doing this you can see your eyes flickering around, you can see your body almost contorting to try and drag this information out and because NLP is all about change it is really useful to experience what change feels like.

What you're doing as you create those new pathways is exactly what other people will be attempting with NLP when they change things that they have been stuck for years with.

The next thing I'd like you do is to repeat this exercise getting really familiar with saying your postcode backwards. Normally it takes most people about 4 to 10 times, but after repeating it enough times you suddenly find that you can quite fluently repeat your postcode backwards.

And at that point what we've got is not only new neurological pathways but pathways that are now robust.

Change happens very rapidly and NLP looks at 'how do we access that ability we all have to make rapid change?'.

Some people say that change takes a long time, it takes a long time for the brain to learn or 'you can't teach an old dog new tricks' and yet there's lots of examples where that's just not true.

Let's take the example of someone going out with a guy called John. Every time they think about John, they feel happy: they imagine fluffy clouds and then one day, they

come home early to find John in bed with Roger. They are perturbed about this because this was definitely not the arrangement, not the agreement they had made.

Instantly in the moment they come home and they find a boyfriend in bed was somebody else suddenly their feelings about John and the name 'John' are transformed immediately.

The change happens in a millisecond and from now on whenever they think about John or see his face they greeted with a very different experience than they used to have, fluffy clouds and sunshine.

Change happens in a moment and yet we see people all the time who are stuck with problems they have had for years that don't seem to change and yet we know that change is possible, change is rapid. So what's missing?

What's missing are some effective tools to make that change possible and that's what NLP provides. A really good understanding of what you need to do to make those kinds of changes; what you need to do to create new neurology that takes your brain in different and more useful ways to get you the kind of life that want to have.

So we're going to be exploring those kinds of things.

I'd like you to think of another thing and this is called 'timelines' - most people are familiar with timelines from history books, such as the history of the American Revolution.

For a moment I'd like you to think about your personal timeline. Imagine if your past was a line, as you think about it, which direction does it go in?

For most people it will be somewhere to the left or possibly behind them - that's the most usual position to have it – it doesn't matter if it's somewhere else just notice where it is.

And then if we think about where is your future - where is your future heading off to? And for most people the future's in front of them, or to the right.

When you consider your timeline there are number of interesting things about this: The first thing is most people aren't aware they even had a timeline until we have this conversation with them.

Then as soon as they become aware that they have got one they realise that they have always had it.

Notice what happens when you picture your future line and colour it bright, sparkling and lighten it up. For most people, just making this simple change makes the future seem more exciting, alluring and attractive.

That's quite amazing really; something you didn't even know you had can have such an impact on how you feel.

NLP explores these kind of things - the nature of how we see the world - because if we can understand how we see the world then we can start to see if we maybe are

perceiving it very usefully or choose to see it in a more beneficial way that moves our lives forward.

So there's so many fascinating things you're going to discover about yourself and about how you operate that you probably had never even thought about, never even considered, that it might be a useful avenue for you to look at, to make change in - and equally to explore with other people.

So it's going to be quite an adventure looking at how our brain's work, how we get ourselves stuck and how we get to be brilliant, and how we can learn to replicate our genius behaviours everywhere.

There's much to do and what I'm going to be covering in the next podcast is two very important topics:

- Rapport - which is how we to create good relationships with people, and so is essential to pretty much anything we do.
- Exploring the concept of states - states are when we activate a whole set of neurology that makes us feel a particular way. So that could be the state of being confident, emotional, angry, upset, on top of the world, empowered, etc. We'll be looking at how states work and how we can make them work for us.

Just those two topics that I'll cover in the next podcast could completely change what's possible for you and how you see the world.

So I look forward to speaking to you again in the next podcast and hope you have enjoyed this very brief introduction to what will be covering throughout this series.

Please email me at [phil@philparker.org](mailto:phil@philparker.org) so you can get a transcript of this - it is completely free - so I really look forward to connecting up with you guys and helping you to learn all the skills so that you can start to live the life you love.

Until next time...

Phil



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