

**Bettering Yourself  
through NLP:  
Shape Your Life and  
Achieve Anything  
You Want Using  
Neurolinguistic  
Programming  
Techniques**

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# **Introduction**

NLP stands for Neuro-linguistic programming, which was developed in the 1970s by Richard Bandler and John Grinder and is basically a study of human performance, encompassing many levels and that by understanding this; we can apply techniques to better ourselves.

Neuro stands for the neurological system, which is the system that regulates our bodies.

Linguistics is our language and means of communication.

Programming is our learned behavior.

NLP deals with the theory that there is a connection between our mind and communication, and that it shaped our programming, or behavior.

Okay, so that is the technical definition of NLP, so here is why it is important; it is a very effective tool to help people learn to improve themselves.

The basis of NLP is that if you see somebody or something that is perfect, or that has a characteristic that you wish that you had, that you can copy those skills, or that characteristic

and by doing so, can model yourself after that, effectively making you better.

By starting with the thinking and applying new patterns to communication and behavior, NLP promotes infinite possibilities for people looking to change themselves for the better by re-training your brain.

It can be applied to virtually anything.

**Here are some of the areas that NLP can help you with:**

*Personal growth*

*Relationships*

*Career*

*Overcoming bad habits or developing new good habits*

*Overcoming your fears*

*Increase confidence*

*More effective communication*

NLP itself consists of several different techniques, each with its own purpose and use and they can be used singly or they can be combined.

Some of the techniques commonly used are anchoring, framing, mirroring, presuppositions, pattern interruption, and swish.

# **Presuppositions – The NLP World Model**

Like any system, you must believe that it will work for it to work and any system must have guidelines or models that it is patterned after.

The core thought behind NLP is the connection between our neurological processes, language and our learned behavior and that by manipulating, or changing those connections, we can achieve many things and goals.

Presuppositions are the assumptions and beliefs that make up the NLP system. They are the models that guide NLP; they work as guides towards making NLP work.

The purpose of NLP is improvement, that we can improve and grow and we can change any negative conditioning or behavior into a positive through the use of NLP.

In this regard, we can refer to presuppositions as not only a product of the evolving NLP work and studies, but as simple guides to a better life.

Although some are vague, and you may not like them all, they are all small little insights into how to model your behavior for a better life.

And as with anything, if you have believe in something, that makes it powerful, so if you believe in NLP, your belief in that will make these presuppositions very powerful indeed.

There are many presuppositions that are part of NLP; we will only go over some of them here.

### **The map is not the territory**

A map is just a representation of whatever it is that is mapped, it is not the reality of the place, and it is does not accurately represent, it is simply a simplified representation of that place.

The map is not the territory refers to the fact that people tend to “map” their own reality, we interpret how we think reality should be and that becomes our “map” of reality, which is not entirely accurate because it represents reality as we think it should be, not as it is.

### **You cannot not communicate**

Communication is inherent to our nature. Even when not speaking, our every action and movement is a form of communication.

Because of the link between our neurological and language systems, everything we do is a form of communication.

Even when we pointedly do not speak to somebody, it is a non-verbal way of telling him or her that you are mad at him or her therefore will not be speaking.

Anybody with children can tell you that just by rolling their eyes children can speak volumes. So be aware of your actions because those are still a way of communicating

### **Mind and body are connected**

This is inherent in the NLP system, it was created around that link between neurological and language systems and our behavior that we have learned through experience.

Our behavior, our communication is all tied up into how we think and that by changing how we think, we can change how we communicating, both verbal and non-verbal, and we can change our behavior.

### **If one person can do something, other people can learn to do it**

Modeling is a major part of NLP; by modeling yourself after somebody who has a trait or skill that you desire to have, you can achieve that trait yourself.

This presupposition means that if it is possible for one person to be able to do something, that

it can be learned by others to do the same thing.

What is implied but not said outright is that the person who is learning, must want to learn in order for it to work.

You must want to learn in order to learn. You must want to improve in order to improve.

### **Change makes change**

This presupposition means that if we want our lives to change, or we want to see change around us, we must change ourselves.

In other words, shift our focus from trying to change others and change ourselves. If we alter any of the three systems that make up NLP, our thinking, our communication or our programming (behavior) then the other two systems will also change.

### **There is no such thing as failure, only feedback**

When you see something as being a failure, which turns it into a negative thing, with all of the negative emotions that will come attached to it and those will all cause you to have a lack of faith, lack of self-esteem and lack of confidence.

Negative feelings serve no purpose and the purpose of NLP is to expand yourself beyond those feelings, to have a positive and better outlook on the world and your life.

When we expect a certain result and it does not come out that way, this presupposition tells us to not think of it as a failure.

If we do not think of it as a failure, then we do not attach those negative thoughts and feelings to the event.

If we instead see it as a learning opportunity, that turns it into a positive, and therefore something desired. Learn from your mistakes instead of letting them define you.