

"You too can coach" - Anil Thomas

Most often, people are concerned about having newly certified NLP Practitioners doing therapy, mainly because of two reasons: 1. "How well can someone be helped?" and 2. "What is the danger that someone might be harmed?" by an inappropriate method, or by the therapist's newness and lack of skill in the field, etc. While both concerns are co-dependent, let's look at each one individually.

How well can someone be helped?

Most people think that certification programs should be much longer and thorough, in order that Practitioners were better trained. Certainly they should be longer, but practically speaking, it is a tough effort to getting people to come to a 5 day program, which is why so many "Practitioner" programs are considerably shorter.

How many would make time out of their daily lives, ceasing their work, family duties, etc, and come to a 90 days training? Yet even a 90 days training would be less time. Most licensed professionals spend approx 8-9 years in studying. So it is acceptable that most people assume that a licensed professional would do a far better job helping people make personal changes. So how can I say with so much confidence that the skills of an NLP Practitioner actually compare with those of a licensed professional? I have been observing the skills of Practitioners in Certification trainings for the last couple of years now, which gives me a pretty good understanding of their capabilities, weak areas, skill and ability.

I have come across a number of videotapes of live client sessions with psychotherapists that are regarded as experts in the field of therapy. All these therapists have advanced degrees and many years of experience and are licensed.

These sessions mostly range from incompetent to mildly harmful. And these therapists are not newly certified Ph.D.s, and they also do not include people trained in the longer-term therapies, which are typically less effective, and certainly less efficient.

I strongly hold on to my belief that Practitioners who have done a thorough NLP Program do far more for their clients than any fresher professional psychotherapists with a 9-10 year experience course. The simple reason being; NLP Practitioners have a far better and more practical "toolbox" of methods for helping people change. Moving on to the second concern - the risk of harm to the client. I know of a

number people who have been seriously harmed by both licensed professionals and by NLP Practitioners, so the risk is real.

Most people think that the NLP toolbox is less effective than that of licensed professionals. In that case, the danger must also be proportionately less, since fewer skills means less ability. Now, if saying that NLP Practitioners have a more effective toolbox, then what about the danger that this more powerful toolbox might be in the hands of someone with little experience? The usefulness of change lies not in the quantity of power, but rather in the quality of skill. It is much easier to help someone change in a way that is useful and which aligns with their consent & wishes. It takes much greater coercion to stir a person's natural protective responses to un-ecological change. With appropriate frames, I believe that new Practitioners with minimal experience can notably help a lot of people, while at the same time protecting clients from harm. The frames being:



1. Humility about how little they know and how complex human beings are,
2. A gentleness & caution about offering alternatives/interventions,
3. Respect for people's objections and concerns, and an unwillingness to attempt to make any change until, and unless, these objections are fully satisfied.

A number of NLP training programs do not emphasize on these frames, or rather offer different frames. However, given these frames, I believe it is very hard to harm anyone. These frames, if ignored, may cause majority of the harm and in my experience, I have seen more of this resulting from the work of professional licensed psychotherapists than I have from NLP Practitioners.

UPCOMING CERTIFICATION PROGRAMS BY ANIL THOMAS



Basic NLP in Mumbai
10th - 14th July 2019



Basic Gestalt in Mumbai
18th - 21st July 2019



Advance Gestalt in Thailand
16th - 20th December 2019

Improve Your Communication Using NLP

One of the methods of Psychotherapy and personal development is NLP – Neuro Linguistic Programming, that works on the neural pathway and the language the person uses and can be used to improve one's communication tremendously. Studying the models and maps of the successful communicators is the primary focus of NLP approach of psychotherapy.

These studies are done with the idea that, if one was successful using it the others might to be successful. Most of the NLP methods and models have been modeled after extremely successful salesmen and communicators. When we communicate with people, we relate to them and they relate to you by the words you use and how you say them. Taking responsibility of your own communication is the most important part of communication, according to NLP.

This means that what you mean is very much tied to how other people interpret your meaning. Double checking that the person you are communicating with is understanding you in the same way that you think they are understanding you is a large component of NLP.

NLP techniques to Improve Communication:

BUILDING RAPPORT:

To have a successful communication rapport building with someone is most vital, it is important to build upon some common ground. Researchers have seen in past that most of the deals or success that was not achieved was because of certain kinds of behaviours and questions broke rapport with their clients. Improper rapport building led to diminished quality and depth of the results they were getting. To build rapport you must find common ground with someone and build upon it. Common interests, likes, or dislikes are all possible ways to begin building rapport.

Once you have established rapport in communication, you will be

able to see the other person's standpoint much more clearly. When you have rapport with somebody they will feel like you understand them and that you have a strong common bond. The second NLP technique for building rapport is simply by developing a genuine interest in the other person and in their model of the world.

MIRRORING TECHNIQUE:

A step deeper to rapport building is the technique of mirroring. People in deep rapport mirror each other's bodies, gestures, voice qualities, tempo, breathing, and more. Most of the trainers, motivational speakers, successful businessmen, have used the mirroring technique of NLP in their communication and they have achieved a lot of success. The popularity they have build up is through use of the NLP mirror technique. Nowadays, direct mirroring and matching is known in most business and sales contexts. So often, when you directly mirror people today, they know you're doing it, and while sometimes it helps — sometimes they'll stop you cold.

UNDERSTANDING NON VERBAL COMMUNICATION:

Have you ever tried lying to your mom and she catches you immediately? Do you wonder if she has super human power or something? The answer is 'No' – It is just that your mother has been very attentive to every little thing about you when you communicate and most of which is Non-Verbal Communication.

Our words can lie but the body communicates to us with everything we feel or do. For example, our shoulders drag down when we are less confident, or we look up when we are thinking, our breath increases when we are anxious. The unconscious mind picks up every single feeling, emotions and then they are processed into a non-verbal communication.

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Every shift in a person's inner emotions is transmitted to the world through their non-verbals – their body and voice. As a result of this, there will be visible or audible alterations in your eye, arm and leg movements, in the muscle tonus of your face and body, in your posture, your breathing patterns, the pulse in your neck, the colour of your skin, the size of your lips, the contraction and dilation of your pupils, and in the sound and rate of your speech. There is still an unconscious 'leakage' and this is picked up "unconsciously" by the other person. People who are successful, sports people, sales people, therapist and a parent have well developed intuitive antenna but rather they give careful, respectful attention to the non – verbal communication.

FINDING YOUR MAP YOUR TERRITORY:

The map is not the territory," so the internal representations that we make about an outside event are not essentially the event itself. What happens is that there is an external event and we run that event through our internal processing. We make an Internal Representation (IR) of that event. The IR of the event then combines with a physiology to create a state. The word "State" refers to the internal emotional

state of the individual — happy, sad, motivated etc. Did you ever notice that people treat their perceptions differently? Some people have to "see" certain relationships between things, where others have to have it explained or so they can "hear it". Still others have to "get a grasp or a feeling" for the relationships. This is the essence of the NLP Communication Model. Our life structure and models of our territory examine encoding and decoding messages and the interference, the noise which can intervene to distort those processes. The information we receive from outside, we as each individual, filter this information and then we create our own internal map of territory. Our communication with others is influenced by our internal noise that comes from what sense we make of this map. These can either enhance or interfere with our communication. If we could learn to listen to and read these maps, we will be more effective while communicating with others. In the main, we do it unconsciously. Bring a little more consciousness to that process now and you will find that you can significantly improve your communicating prowess and, in that state, return it to that area of your experience which we call 'unconscious competence' so that you can use it as elegantly and as appropriately as you will choose to do.



My Journey with NLP

NLP with Anil sir is like a beautiful journey. His therapy sessions during the course are soul touching. Sir's voice penetrates through your subconscious mind and heals you. This course is filled with amazing examples and live practices. It is a whole package involving immense self growth and learning various modalities that can be used for your clients. Through NLP I gained an understanding about how to understand my client better in the therapy room. It helped me understand the various unsaid cues of my client so that i can help them in a better manner. The techniques like affirmations, anchoring, forgiveness and reframing helped me to build my self-worth and self confidence. I feel I am a much aware soul. I can be in the present moment and feel every emotion as per my will. NLP has helped me rewire my thinking and helped my soul to connect with my body in a much better way. The best part is that Anil sir becomes a part of your life which is like always having a person in your life whom you can contact at any hour. He will always force you to think from a different perspective. Sir will become a life long mentor and guide for you.

- Dr. Anju Rani Yadav

BUTTERFLY - A SPOKEN FEST ON MENTAL HEALTH



« Your brain is a super computer »»

The most sophisticated mechanism of life is the human brain. You hold in your head a universal super computer. And, yet most of us have not even taken the time to read our very own user's manual. We hold the world's most complex machine atop our heads, full of unlimited potentials; yet we are stuck with problems in our heads – because we don't know how to operate our own instrument, our own mechanism. All machines are built with one ultimate purpose: to enhance human performance to improve the way we do what we do. Our brain machine therefore is a tool to enhance the way we engage in the world with self and others. It allows us to problem-solve, to intellectualize, rationalize, create, reflect and introspect. But, we only use a small portion of our brains, and the rest of its potential lays dormant for lack of understanding. We lose pure functionality. For the optimal functioning of our brain, we need to learn how to operate your machine; because the more we know about that which rests atop our body, the better able we are to use that which governs the body.

How do we know our super computer? Where is our user manual? As with all machines, the user's manual usually comes tucked as a sleeve inside the box that the hardware comes in. Similarly, our brain user manual comes with the hardware, the body; and it functions in accordance with our software, our programming. How do we read our brain user manual to understand the programming that operates the system of your machine? Our computer programming can be accessed with introspection. Whether reliably sourced or not, our brain stores information which our inner programs respond to. This information is activated by the words, stories, thoughts we consciously or unconsciously input into our brains and which outputs or translates as the experiences of our lives. Our program is our self-talk. It operates very subliminally and encompasses more than just what we say to ourselves. It includes the emotions and feelings we associate with the words we think and speak. This means that, whether you go up or down in life is not determined by your external experiences, but rather by your internal response. You can't change how you feel by changing the world outside; it is still going to behave in the same way. But, you can choose how you input these experiences of the world to your super computer for processing.

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Brain power improves by brain use, just as our bodily strength grows with exercise. And there is no doubt that a large proportion of the female population, from school days to late middle age, now have very complicated lives indeed.
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Like the lotus flower which blooms out from the mud, you too can refuse to take from the external that which does not serve your operation. For instance, if you tell yourself that life is good, your super computer will process this thought and feeling, and so too will you maintain a positive perspective about life. Conversely, if you speak negatively to yourself about life, the experience thereof will be negatively in accordance. This can be understood with certainty, as you have come to know that the same events can have different impacts on different people depending on the language they are feeding the brain.

When you decide to be conscious of your own self talk, you can begin to change the words you use. Doing this can change your physiology, your body posture, and how you deal with the external situations. This changes how you feel whereby the external is re-routed to your brain as different input.



NLP ANIL THOMAS
presents

Coming Soon

NEXT STUDY GROUP

29TH JUNE
2019

📍 Vinalaya Retreat House, Andheri (East), Mumbai. 🕒 4:30 - 7:30 PM