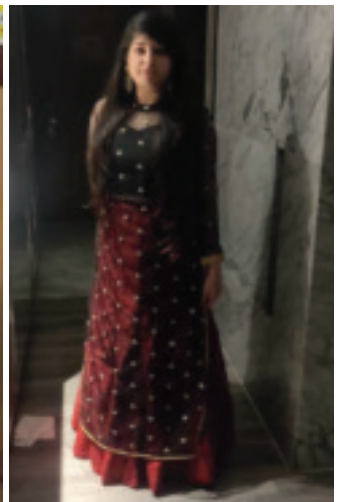


## Having a positive mindset can do wonders

On August 30th, I had an accident which left me with two fractures on my right hip and one fracture on my right collar bone. The doctors told me that it was going to take me at least two weeks before I could even sit, around a month to stand, and even more to start walking. They said that the next 3 months would go in recovery. While everyone around me was looking at

I genuinely can't express the happiness I felt when he said that. Going through this, I realized that having a positive mindset can do wonders. I gave in to my unconscious mind with full belief and the results were amazing. I have started taking baby steps, and in a month, I'll be back to my daily routine.



me with pity and sadness, I decided to use everything that I learnt in NLP to get out of this phase.

From day one I used reframing, positive self-talk, and saw this opportunity to learn and grow. I lost count of the number of times I would do reframing. As I couldn't sit, other than the pain of the fractures, I was also getting sores on my back from laying straight 24 hours a day. I used reframing for all of the pain I was going through.

I am so happy to say that in 10 days I sat up straight on bed as well as the wheelchair. A few days later when I went for my check-up, the doctor examined me and said, and I quote, *"I don't know how but your bones have already aligned and it's healing faster than anticipated"*

I realized that the situation was out of my control, and instead of feeling bad for being stuck in a room, I used that time to read and I have read a ton this month. I feel like I am a stronger and a better version of myself now. I owe everything to what I learnt in those classes from Anil and all the participants. I am truly grateful to be a part of something so powerful.

This accident turned into a blessing in disguise (+ve intentions). It made me aware of my true potential and taught me that there is no bad situation, it's just how we see it. I see this as an opportunity for growth and power.

***"Our reality is as good as our mindset"***

**- Purva Avadhani  
Life Coach**



**Book your Success Planner Today  
Contact - 9930748410**

# \*\*\*\*\* Goal Setting \*\*\*\*\*



I'm sure you must've heard that **'Goal Setting' is the secret to fulfilling your dreams** or desires you want in life and that successful people use 'Goals' to reach where they are today? Some may agree and some may not.

Why people find it too hard to achieve their goals is mainly because they've set their Long-Term goals before setting Short-Term ones. For those who want to achieve Long-Term goals, it is very important that they form strong goal setting strategies. Goals create a road map for success and are targets towards which you point your life. They give you both, a starting point and a destination to reach. Goals help you focus your attention on your purpose and help you make it your priority. With a definite target, you are positioned for real success. Goals put you on a direct course of action, it does not take you around in circles. When you set actionable goals make sure they are in agreement with your overall vision.

*When you commit yourself to your vision and express it in achievable goals, you provide yourself with the motivation of where you are going and how you anticipate getting there.* Goals help you to determine priorities and direct you to focus on what is important. Setting goals in the seven areas of life (spiritual, physical, financial, relational, social, professional and mental) empowers you to live your vision with power.

Here are a few 'Goal Setting' techniques to help you realize your TRUE goals today.

**1. Start with Short-Term goals** - Sometimes, people start with short-term goals unconsciously as they may have considered the goals to be long-term when they planned them; and after achieving a goal, they realize that they are in fact, looking forward to a longer one. Some people are at ease with their short-term goals, but after a while will realize that they also need to think long-term. Short-term goals are our starting point for our Long Term ones; they also motivate the person to plan for longer goals. This usually takes some time before achieving them in full.

**2. Make sure you really want the goal** - You have to ask yourself whether you really want this goal and will it give you a better life?" This will give you more passion and motivation to achieve your goal. Some people often recall their past to find out Why and How they came up with such goal.

**3. Speak up** - You shouldn't keep your goals to yourself only. Share your goals with others and it'll help you get the support you need to fulfil them. Some people are just too shy to tell others about their goals because they are either afraid they cannot achieve them in the end, or they lack the courage to speak their minds. Avoid this because when the time comes that you really need their support, you will have a difficult time getting it. Then you'll be left all by yourself.

**4. Write down your goals** - This is more advisable for those who have a long list of goals. Write them down in detail, review them on a daily to weekly basis. This will encourage and motivate you to achieve them and keep that vision of your goal alive.

**5. Stay on track and never give up** - Review your notes. It will help you open your mind. While on track, you may have to face challenges that might change your personality. A person who is overconfident might suddenly feel depressed after finding out that he is going the wrong way in achieving his goal and might abandon it. Obstacles are a test on how passionate you are to realizing your goals.

Give in to these goal setting techniques and each moment visualize yourself fulfilling that goal you desire so much.

## UPCOMING CERTIFICATION PROGRAMS BY ANIL THOMAS



**NLP in Hong Kong**  
November 2019



**NLP in China**  
November 2019



**NLP in Kuwait**  
November 2019



**NLP Practitioner's in Mumbai**  
4th - 8th December 2019



**Gestalt (Level 2) in Thailand**  
16th - 20th December 2019



**Gestalt (Level 1) in Mumbai**  
23rd - 26th January 2020



**NLP Master Pracs in Mumbai**  
2nd - 9th May 2020



# Specific is terrific

Do you know what you really want from life? How often have you said 'I want to be rich!' But, what is rich? Do you want to be wealthy or rich in experience? Or how much money is enough money to make you rich? More importantly, for what purpose do you want to be rich? Do you want to be 'famous', 'loved', 'powerful', 'successful'? These are the words of our dreams and goals. These are strong words and they will likely have a positive effect on our manifestation process. But, these are vague words. We use them because we don't really know what we want from life, and rarely know why we want it? We think money buys happiness; power buys love; success buys respect.

As tools for manifestation, a vague starting point can only offer you a vague result. Indistinct goals create indistinct expectations. For instance, if you dream of being rich, you will continue to chase money because someone is always going to be more rich than you. You end up chasing more riches, more fame, more power even after you have achieved sufficiently, because you have not defined your dream.

It's a little bit like buying an airplane ticket without being clear about the destination. Suppose you buy the plane ticket to "anywhere in Africa", but you secretly want to go to Zambia. It would of course be better to buy the ticket to Zambia in the first

place. Regardless, you will end up somewhere, and you'll definitely achieve something, but without knowing where your going, you don't know where you will end up. In much the same way, getting where you want to go is easier is you have specific outcome. How often have you ever chased something and Got it – a trophy, a pay raise, a degree? Once you have achieved, how often does it make you feel as happy and complete as you had hoped?

Herein lies a problem, not with our goals, but with How we set goals? Our most important tools for manifestation then become certainty, clarity and specificity. The more specificity you use in describing your goals, the more precisely you will achieve them. In order to get specific, you can begin by identifying your values. Ask yourself what is important to you in life? Our values are such an important part of our internal world that they pull us towards or drive us away from situations and people throughout our lives. Often, the deep value systems don't come to mind immediately, but they're the ones that really matter when you come to identify your goals.

Sometimes it is difficult to know what you do want in life, and where your personal values lie. So, what is just as important as knowing what you do want, is knowing what you don't want. By identifying that which isn't working for you, you are able to get specific about that which you want to change.

## Practitioner's Course in NLP - Batch of Sep'19



# IT'S TIME NOW

## FOR NLP TO BE PART OF MAINSTREAM GP CONSULTING TEACHING

The consultation remains central to general practice. In 10 minutes or so, **doctors need to develop sufficient rapport to enter into their patient's world to understand their viewpoint, suffering, their problems, etc;** things that the patient hasn't told them about, but wants to communicate. Doctors need to not only define the client's problem but also bring an agreeable plan acceptable to both parties. This is a big task requiring considerable amount of skill to build rapport well.

Doctors rely on their natural ability to communicate and hope that medical students and junior doctors share this talent naturally. But yet, most of them, as human beings, are surrounded by examples of poor communication sometimes, whether it is with patients, staff, juniors, friends, spouses, children, other relatives or neighbours. Because, human communication is straightforward only when others think like us. We often assume they do, but in reality, **we think as differently inside our minds, as we look in appearance on the outside.** All the factors that affect the way we look (age, sex, genetics, health, history, culture, beliefs, and mood) affect the way we think. Neuro Linguistic Programming (NLP) was born observing the structure of human thinking & communication in therapeutic situations, providing great insight into the process of how change can be most ecologically achieved.

**NLP is about modelling excellence** and finding the most important 20% of a technique (or approach) that makes 80% of the difference. **Robert Dilts once told me that NLP was founded by two rebels, Bandler and Grinder, who studied therapeutic models,** and they were pragmatists who cared little for quantitative evidence, as they were modelling and discovering the structure of what was already working in a climate of valuing evidence-based medicine only.

NLP can be easily overlooked. In fact, there is a great deal of evidence to support it, but not in the form of traditional trials. NLP is not bound by one type of psychological thinking but rather draws on anything that works, as such it contains many aspects of different therapeutic approaches including cognitive behavioural therapy, etc. In business and sport, NLP is highly regarded and has been embraced.

But beware of the new, fresh lot of NLPers or the so-called NLP evangelists who make very bold statements, and who go overboard and make unreasonable claims.

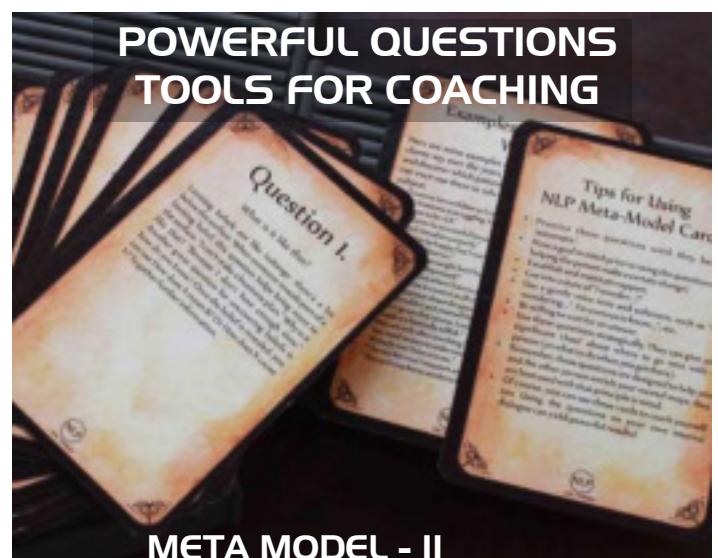
I have met doctors in my classroom who have been GPs for the last 20 years and have used NLP. And they have told me that **NLP have given them a valuable set of tools to enable change and the deepest understanding of communication they have ever learnt.**

**NLP provides understanding of the many words and metaphors that patients can use, and teaches the doctors to be more effective with the words that they use, and give better biofeedback. NLP provides simple and quick intervention tools for use in consultation, and the ability to help patients even if they are reluctant to tell the problem sometimes, as the doctors can understand their body language (non-verbal communication). It helps them develop a great rapport with patients and encourages a solution-based approach allowing for a more holistic viewpoint rather than just working with the symptoms (working with the whole). Judy says that "NLP challenges the assumption that change has to be a slow process and long-held beliefs will take a long time to heal or alter". It's like a light bulb moment, when suddenly perception changes, and this change happens in an instant and doesn't ever go back to not having the light on. These experiences with patients are often the most rewarding and cost effective, because they're working on their internal perceptions and maps.**

It is time to move well beyond our natural ability to communicate and learn and teach this communication. And I believe that NLP provides a more substantial structure that all doctors and healthcare workers would benefit from using. It is time, I believe, for NLP to become mainstream teaching.

Its time to take NLP to smaller groups in this bigger world; today we begin with doctors, tomorrow we could have better structure for teachers. In that way, we can create an effective way where we **don't work with just the symptoms or the problem, but work with the person as a whole; not just attack the person's behaviour, but understand and define the intentions behind those behaviours. So that we enable them to change their behaviours, respect them as a person and preserve their intentions!!**

## POWERFUL QUESTIONS TOOLS FOR COACHING



## META MODEL - II