Wikipedia.org Definition: **Neuro-linguistic programming** (NLP) is an approach to communication, personal development, and psychotherapy created by Richard Bandler and John Grinder in California, United States in the 1970s. Its creators claim a connection between the neurological processes ("neuro"), language ("linguistic") and behavioral patterns learned through experience ("programming") and that these can be changed to achieve specific goals in life.[1][2]

Bandler and Grinder claim that the skills of exceptional people can be "modeled" using NLP methodology, then those skills can be acquired by anyone.[3][4][5][6][7] Bandler and Grinder also claim that NLP can treat problems such as phobias, depression, habit disorder, psychosomatic illnesses, myopia,[8] allergy, common cold,[9] and learning disorders, often in a single session.[10][11][12][13] NLP has been adopted by some hypnotherapists and in seminars marketed to business and government.[14][15]


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**NLP University**, one of the places I’ve learned a lot from! From their Home Page ...

All of the models and techniques of NLP are based on the combination of two principles: [1] The Map is Not the Territory, and [2] Life and ‘Mind’ are Systemic Processes. In the belief system of NLP it is not possible for human beings to know objective reality. Wisdom, ethics and ecology do not derive from having the one 'right' or 'correct' map of the world, because human beings would not be capable of making one. Rather, the goal is to create the richest map possible that respects the systemic nature and ecology of ourselves and the world we live in. The people who are most effective are the ones who have a map of the world that allows them to perceive the greatest number of available choices and perspectives. NLP is a way of enriching the choices that you have and perceive as available in the world around you. Excellence comes from having many choices. Wisdom comes from having multiple perspectives.

*John Grinder and Richard Bandler*

NLP was originated by John Grinder (whose background was in linguistics) and Richard Bandler (whose background was in mathematics and gestalt therapy) for the purpose of making explicit models of human excellence. Their first work *The Structure of Magic Vol. I & II* (1975, 1976) identified the verbal and behavioral patterns of therapists Fritz Perls (the creator of gestalt therapy) and Virginia Satir (internationally renowned family therapist). Their next
work *Patterns of the Hypnotic Techniques of Milton H. Erickson, M.D. Vol. I & II* (1975, 1976) examined the verbal and behavioral patterns of Milton Erickson, founder of the American Society of Clinical Hypnosis and one of the most widely acknowledged and clinically successful psychiatrists of our times.

As a result of this earlier work, Grinder and Bandler formalized their modeling techniques and their own individual contributions under the name "Neuro-Linguistic Programming" to symbolize the relationship between the brain, language and the body. The basics of this model has been described in a series of books including *Frogs Into Princes* (Bandler & Grinder, 1979), *Neuro-Linguistic Programming Vol. I* (Dilts, Grinder, Bandler, DeLozier, 1980), *Reframing* (Bandler & Grinder, 1982) and *Using Your Brain* (Bandler, 1985). Through the years, NLP has developed some very powerful tools and skills for communication and change in a wide range of professional areas including: counseling, psychotherapy, education, health, creativity, law, management, sales, leadership and parenting.

NLP is now in its third decade as a field of study and has evolved considerably since its beginnings in the mid 1970s. Over the years, NLP has literally spread around the world and has touched the lives of millions of people. Since the 1990's, a new generation of NLP has been developing. This form of NLP addresses generative and systemic applications and focuses on high level issues such as identity, vision and mission. More details about this new generation can be found in *NLP II: The Next Generation - Enriching the Study of Subjective Experience* (Dilts, DeLozier and Bacon Dilts).

In essence, all of NLP is founded on two fundamental presuppositions:

1. **The Map is Not the Territory.** As human beings, we can never know reality. We can only know our perceptions of reality. We experience and respond to the world around us primarily through our sensory representational systems. It is our 'neuro-linguistic' maps of reality that determine how we behave and that give those behaviors meaning, not reality itself. It is generally not reality that limits us or empowers us, but rather our map of reality.

2. **Life and 'Mind' are Systemic Processes.** The processes that take place within a human being and between human beings and their environment are systemic. Our bodies, our societies, and our universe form an ecology of complex systems and sub-systems all of which interact with and mutually influence each other. It is not possible to completely isolate any part of the system from the rest of the system. Such systems are based on certain 'self-organizing' principles and naturally seek optimal states of balance or homeostasis.
From a Hawk’s View ... In all of my years of training in business management and administration, organizational development and team dynamics, I have found NLP and Hypnosis to be two of the most powerful tools to reach the mind in a deep, organized manner that effects change. That change is the reprogramming of the subconscious mind that causes new healthy behaviors to emerge with ease. It has even been proven to save lives.

My own personal experiences from learning NLP and Hypnosis have contributed to my recovery and self-growth. It has saved my life. It has given me the ability to make my life a testament to the work that is possible for all those who are open to understanding these tools to help themselves and others. To those who seek this knowledge and are open to receiving the information that will be brought up, there is even more to gain, speed, the speed of change (reprogramming).

I am also acutely aware that the heart consciousness is a brain function. The heart is a source in our human existence that seeks to emerge and grow. Upon awakening, the heart brain seeks only to expand through understanding. When we are in resistance to understanding, the heart energy is negatively impacted. The subconscious mind is often the cause of such resistance. The effect become present in our outer world and in our physical body. The heart is the communication tool that reaches the brain and is the primary source of fuel for initiating healing of the body. It is love. The natural elements produced by the brain that cause healing in the body come forth in amounts that cause the greatest healing when the heart gives its love force to self. The unconditional, expecting, deep, sweet conscious love from the heart is required to initiate healing.

The knowledge that is carried by an open heart, which in my estimation is the deepest connection to the subconscious mind, is powerful. The heart in tandem with the brain (conscious and subconscious minds) have the ability to save life or to have life succumb to ceasing.

Live your fullest life! Live life with heart, from your heart. When you do, others will recognize it and be drawn to you. Physical ailments will heal and rapidly when heart is part of the healing elixir.

It is with love that I share this information on NLP and Hypnosis. Use of these techniques have helped me and have helped me to help others. In that I am so very grateful!

/vlh 10/24/14

R.I.P. Rashad Akida Jackson, Beloved Son, Brother, Father who left a Legacy of Love. You inspire me. 5/10/79 – 9/23/12
NLP Word Type Descriptions

<table>
<thead>
<tr>
<th>VISUAL</th>
<th>AUDITORY</th>
<th>KINESTHETIC</th>
<th>AUDITORY DIGITAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memorize by seeing pictures and are less distracted by noise. Often are bored by and have trouble remembering long verbal instructions because their mind may wander. They are interested by how things look.</td>
<td>Typically are easily distracted noise. They can repeat things back to you easily &amp; learn by listening. They like music and like to talk on the phone. Tone of voice and the words used can be important.</td>
<td>Often they talk slowly and breathy. They respond to physical rewards &amp; touching. They memorize by doing or walking through something. They will be interested in a program that feels right or gives them a gut feeling.</td>
<td>They spend a fair amount of time talking to themselves. They memorize by steps, procedures, sequences. They will want to know the program makes sense. They can also sometimes exhibit characteristics of other rep systems.</td>
</tr>
</tbody>
</table>

Predicate Words:

<table>
<thead>
<tr>
<th>VISUAL</th>
<th>AUDITORY</th>
<th>KINESTHETIC</th>
<th>AUDITORY DIGITAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>see</td>
<td>hear</td>
<td>feel</td>
<td>sense</td>
</tr>
<tr>
<td>look</td>
<td>listen</td>
<td>touch</td>
<td>experience</td>
</tr>
<tr>
<td>view</td>
<td>sound(s)</td>
<td>grasp</td>
<td>understand</td>
</tr>
<tr>
<td>appear</td>
<td>make music</td>
<td>get hold of</td>
<td>learn</td>
</tr>
<tr>
<td>show</td>
<td>harmonize</td>
<td>slip through</td>
<td>process</td>
</tr>
<tr>
<td>dawn</td>
<td>tune in/out</td>
<td>catch on</td>
<td>decide</td>
</tr>
<tr>
<td>reveal</td>
<td>be all ears</td>
<td>tap into</td>
<td>motivate</td>
</tr>
<tr>
<td>envision</td>
<td>rings a bell</td>
<td>make contact</td>
<td>consider</td>
</tr>
<tr>
<td>illuminate</td>
<td>silence</td>
<td>throw out</td>
<td>change</td>
</tr>
<tr>
<td>imagine</td>
<td>be heard</td>
<td>turn around</td>
<td>perceive</td>
</tr>
<tr>
<td>clear</td>
<td>resonate</td>
<td>hard</td>
<td>insensitive</td>
</tr>
<tr>
<td>foggy</td>
<td>deaf</td>
<td>unfeeling</td>
<td>distinct</td>
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<tr>
<td>focused</td>
<td>earful</td>
<td>concrete</td>
<td>conceive</td>
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<td>dissonance</td>
<td>scrape</td>
<td>know</td>
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<tr>
<td>crystal</td>
<td>question</td>
<td>solid</td>
<td>analysis</td>
</tr>
<tr>
<td>picture</td>
<td>unhearing</td>
<td>ух</td>
<td></td>
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</tbody>
</table>
### NLP Words and Phrases to Increase the Positive Intentions In Speaking and Writing

**NLP PREDICATE PHRASES**

### VISUAL
- An eyeful
- Appears to me
- Beyond a shadow of a doubt
- Bird's eye view
- Catch a glimpse of
- Clear cut
- Dim view
- Envision
- Flashed on
- Get a perspective on
- Get a scope on
- Hazy Idea
- Horse of a different color
- In light of
- In person
- In view of
- Looks like
- Look under your nose
- Make a scene
- Mental image
- Mental picture
- Mind's eye
- Paint a picture
- Perspective
- Scope that out
- See to it
- Short sighted
- Showing off
- Sight for sore eyes
- Staring off into space
- Take a peek
- To the naked eye
- Transparent
- Tunnel vision
- Under your nose
- Up front
- Well defined

### AUDITORY
- A screaming success
- Afterthought
- Blabbermouth
- Clear as a bell
- Clearly expressed
- Call on / call upon
- Describe in detail
- Earful
- Give an account of
- Give me your ear
- Grant an audience
- Heard voices
- Hidden message
- Hold your tongue
- Idle talk
- Inquire into
- Keynote speaker
- Loud and clear
- Make some noise
- Manner of speaking
- Pay attention to
- Power of speech
- Purr like a kitten
- Snap out of it
- State your purpose
- Tattle-tale
- To tell the truth
- Tongue-tied
- Tuned in / tuned out
- Unheard of
- Utterly
- Voiced an opinion
- Well informed
- Within hearing
- Word for word

### KINESTHETIC
- All washed up
- Boils down to
- Chip off the old block
- Come to grips with
- Control yourself
- Cool/calm/collected
- Fell into place
- Firm foundations
- Get a handle on
- Get a load of this
- Get in touch with
- Get the drift of
- Get your goat
- Hand in hand
- Handle all the details
- Hang in there
- Heated argument
- Hold it!
- Hold on!
- Hothead
- Keep your shirt on
- Know-how
- Lay your cards on the table
- Pain in the neck
- Pull some strings
- Runs a tight ship
- Sharp as a tack
- Ship shape
- Slipped my mind
- Smooth operator
- So-so
- Start from scratch
- Stiff upper lip
- Stuffed shirt
- Too much of a hassle
- Topsy-turvy

### AUDITORY DIGITAL

<table>
<thead>
<tr>
<th>Collaboration</th>
<th>Criteria</th>
<th>Experiment</th>
<th>Preference</th>
<th>Restoration Symposium</th>
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<tbody>
<tr>
<td>Characteristic</td>
<td>Decision maker</td>
<td>Generation</td>
<td>Presentation</td>
<td>Strategic thinking</td>
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<tr>
<td>Conference</td>
<td>Does that make sense</td>
<td>Honorarium</td>
<td>Procedure</td>
<td>Studies verify</td>
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<tr>
<td>Contingency</td>
<td>Due diligence</td>
<td>Improvement</td>
<td>Project management</td>
<td>Succession planning</td>
</tr>
<tr>
<td>Contrastive</td>
<td>Evaluation</td>
<td>Input / output</td>
<td>Research</td>
<td>Symposium</td>
</tr>
<tr>
<td>Contingency</td>
<td>Executive summary</td>
<td>Multi-disciplinary</td>
<td>Research proves</td>
<td>Test it out</td>
</tr>
</tbody>
</table>
NLP Words and Phrases

to Increase the Positive Intentions In Speaking and Writing

NLP REPRESENTATIONAL SYSTEMS

**Speech Patterns**

V: Quickly Grouped Words
A: Lots of interruptions with “um” or “ah”
K: Deliberate Phrasing
Ad: Long Complicated Sentences

**Processing Patterns**

V: Quickly with a minimum of detail
A: Will let you know unconsciously when they understand by changing the subject
K: Extensive Detail
Ad: Will not give indication of understanding unless you ask

**Close On**

V & A: “Be ready to take advantage of an opportunity.”
K & Ad: “Let’s study the markets & plan some strategies.”

**Tone of Voice for Close**

V & A: Slightly fast and excited
K & Ad: Thoughtful, considerate & just above monotone

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**THE ART OF THE CLOSE**

**VISUAL**

If I could SHOW you an ATTRACTIVE way in which you could [potential benefit or value], you would at least want to LOOK at it, wouldn’t you?

If this LOOKS GOOD to you, we will go ahead and FOCUS on getting the paperwork in.

**AUDITORY**

If I could TELL you a way in which you could [potential benefit or value], you would at least want to HEAR about it, wouldn’t you?

If this SOUNDS GOOD to you, we will go ahead and DISCUSS how to set up an account.

**KINESTHETIC**

If I could help you GET A HOLD OF a CONCRETE way in which you could [potential benefit or value], you would at least want to GET A FEEL FOR IT, wouldn’t you?

If this FEELS GOOD to you, we will go ahead and set up an account by HANDLING THE