



# NLP Words and Phrases

to Increase the Positive Intentions In Speaking and Writing

## THE HISTORY AND BACKGROUND OF NLP

**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. <sup>[1][2]</sup>

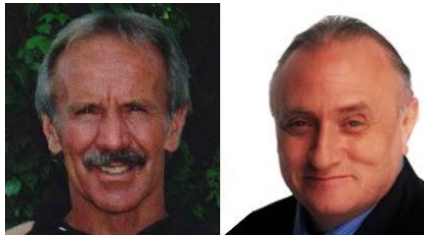
Bandler and Grinder claim that the skills of exceptional people can be "modeled" using NLP methodology, then those skills can be acquired by anyone. <sup>[3][4][5][6][7]</sup> Bandler and Grinder also claim that NLP can treat problems such as [phobias](#), [depression](#), [habit disorder](#), [psychosomatic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

[http://en.wikipedia.org/wiki/Neuro-linguistic\\_programming](http://en.wikipedia.org/wiki/Neuro-linguistic_programming)

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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



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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.



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**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



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### NLP WORD TYPE DESCRIPTIONS

#### VISUAL

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.

#### AUDITORY

Typically are easily distracted noise. They can repeat things back to you easily & learn by listening. They like music and like to talk on the phone. Tone of voice and the words used can be important.

#### KINESTHETIC

Often they talk slowly and breathy. They respond to physical rewards & 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.

#### AUDITORY DIGITAL

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.

### PREDICATES

#### VISUAL

see  
look  
view  
appear  
show  
dawn  
reveal  
envision  
illuminate  
imagine  
clear  
foggy  
focused  
hazy  
crystal  
picture

#### AUDITORY

hear  
listen  
sound(s)  
make music  
harmonize  
tune in/out  
be all ears  
rings a bell  
silence  
be heard  
resonate  
deaf  
earful  
dissonance  
question  
unhearing

#### KINESTHETIC

feel  
touch  
grasp  
get hold of  
slip through  
catch on  
tap into  
make contact  
throw out  
turn around  
hard  
unfeeling  
concrete  
scrape  
get a handle  
solid

#### AUDITORY DIGITAL

sense  
experience  
understand  
think  
learn  
process  
decide  
motivate  
consider  
change  
perceive  
insensitive  
distinct  
conceive  
know  
analysis



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### 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  
Purrs 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

Collaboration	Criteria	Experiment	Preference	Restoration Symposium
Characteristic	Decision maker	Generation	Presentation	Strategic thinking
Conference	Does that make sense	Honorarium	Procedure	Studies verify
Contingency	Due diligence	Improvement	Project management	Succession planning
Contrastive	Evaluation	Input / output	Research	Symposium
Contingency	Executive summary	Multi-disciplinary	Research proves	Test it out



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## 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

## 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