



Understanding



Connecting



Influencing

## NeuroLinguistic Programming

# Presenter: Hugh Comerford

NLP Centres CANADA

Relationships:

Grants/Research Support: None

Speakers Bureau/Honoraria: None

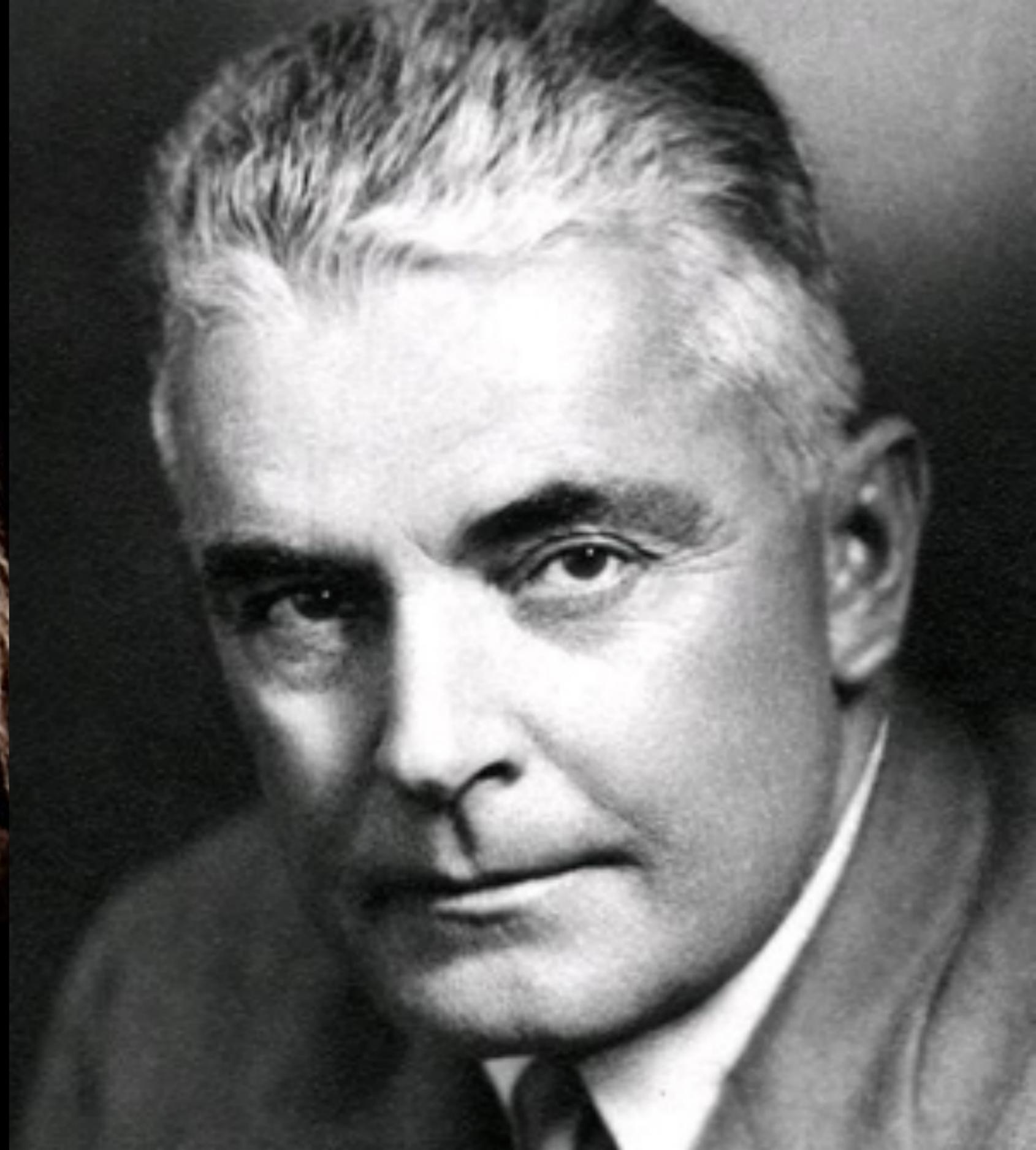
Consulting Fees: None

Other: None

Then what...

**"Until you are willing  
to be confused about  
what you already know,  
what you know will  
never grow bigger,  
better, or more useful.**

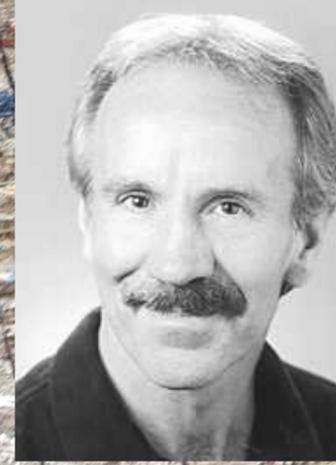
**- Milton Erickson**





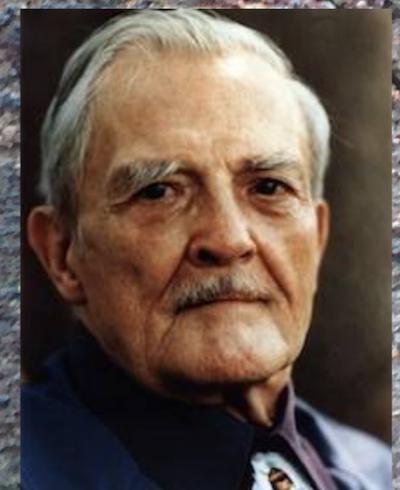


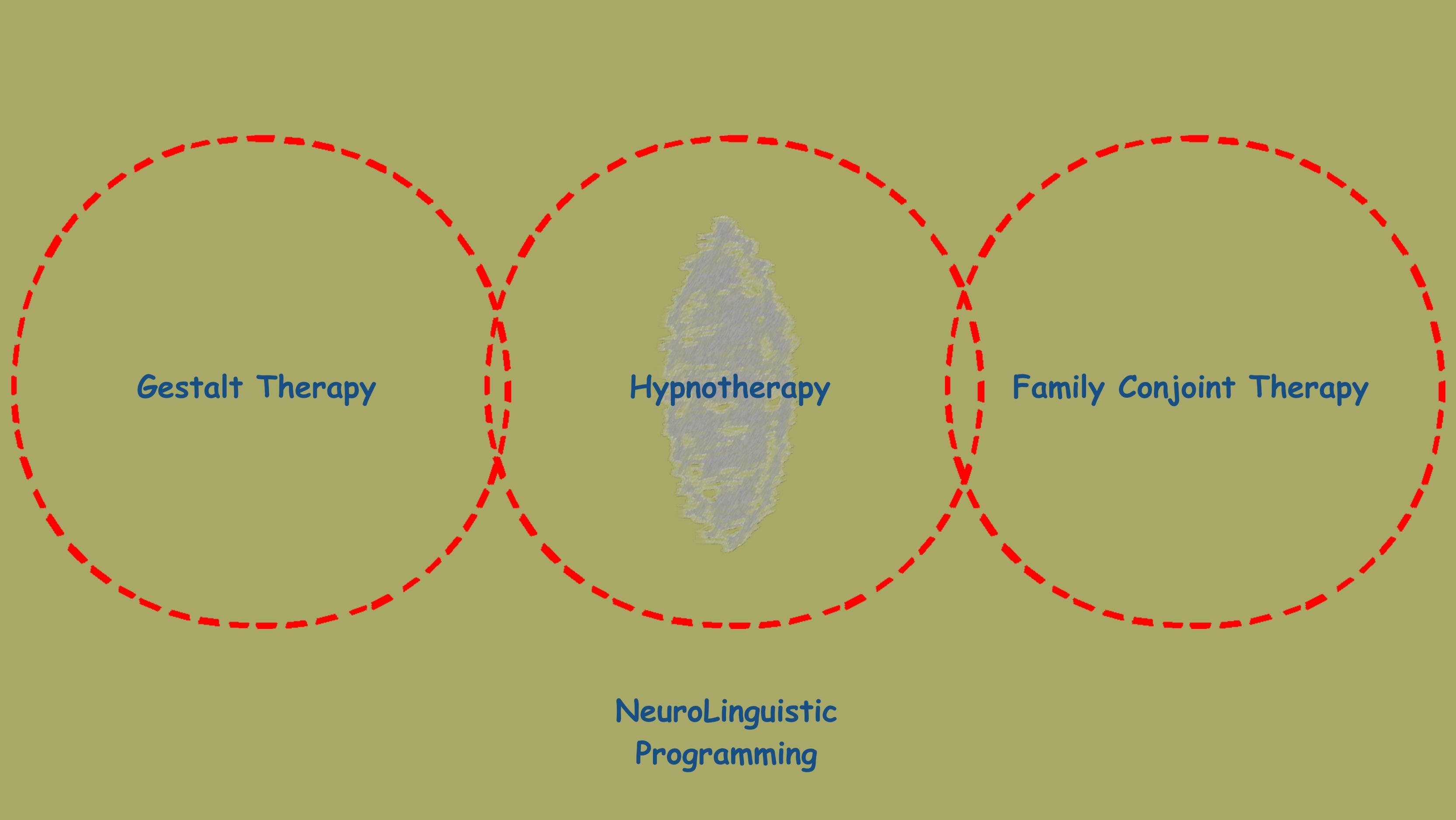
# Very Brief History of NLP



Life is not what it's supposed to be.  
It's what it is.  
The way you cope with it is what makes  
the difference.

~ Virginia Satir





Gestalt Therapy

Hypnotherapy

Family Conjoint Therapy

NeuroLinguistic  
Programming

# 3 Definitions of NLP

1 - Modeling

2 - Models

3 - Distortion



**Seduction®: Your Fastest And  
Best Pathway To Rapid Success,  
The Women You Truly Desire!**

WORLD-GETTING COURSES LIVE TRAINING "WALL OF PROOF" ROSS JEFFREY



THE HUFFINGTON POST THE GAME B B C CANAL+ CNN FOX

# NLP Around the World

- University Level Masters Degree Program in
  - UK
  - Australia
  - Mexico
- Used for Professional CEUs in
  - Germany
  - Austria
  - Switzerland
- Highly respected as a healing / therapeutic modality in many countries
- Canada - perceived as fringe-y



*Melissa*

*&*

*Tim*

*May 23, 2015*



*Most if not all of the people you care for are coming to you to help them write the last chapter of their story. How does that affect you?*

THE END





Think of something that makes you feel sad. Feel it deeply. Continue to feel it deeply.

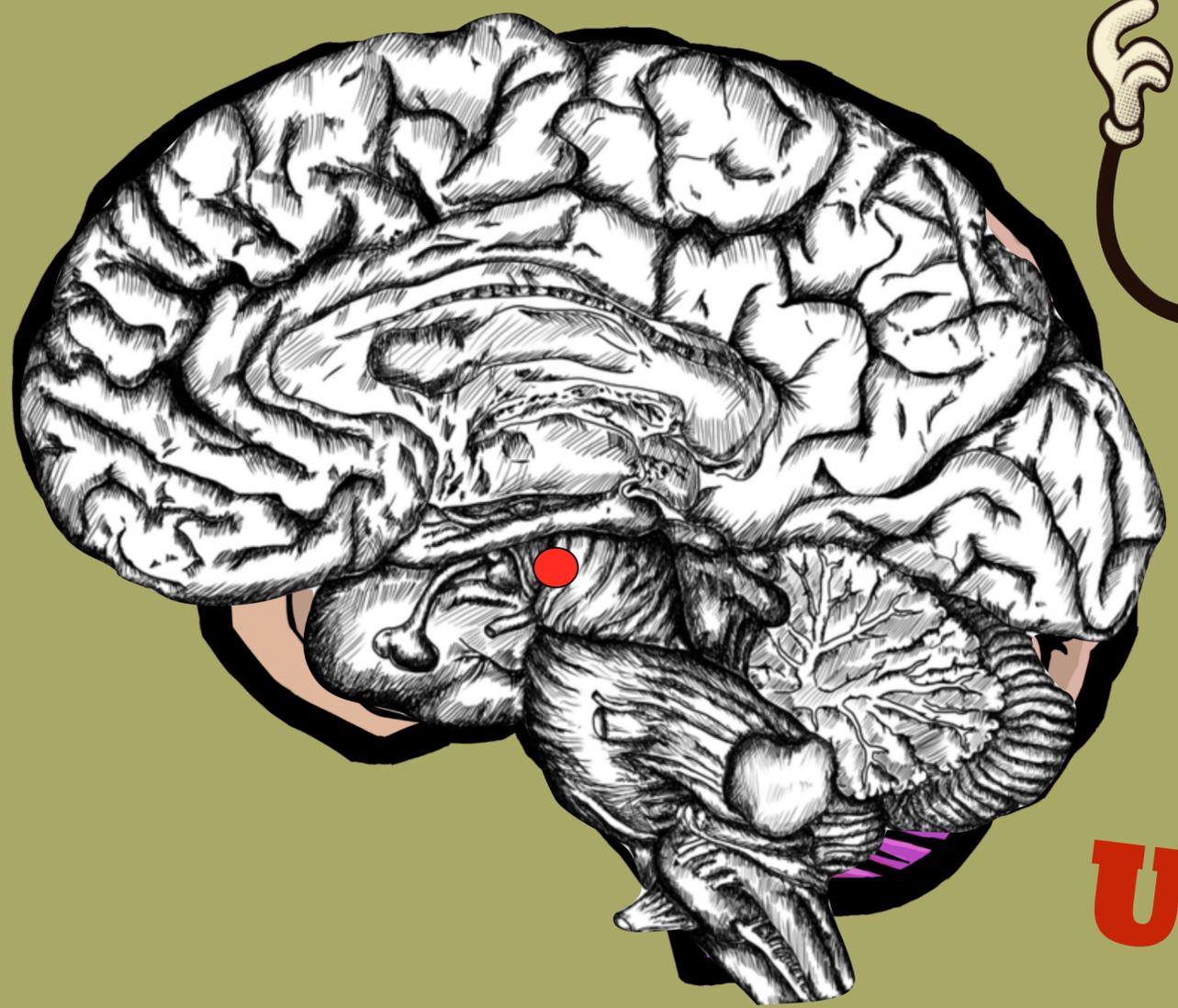


**FOUR BILLION BITS**



TWO THOUSAND BITS

Are You  
**LUCKY?**

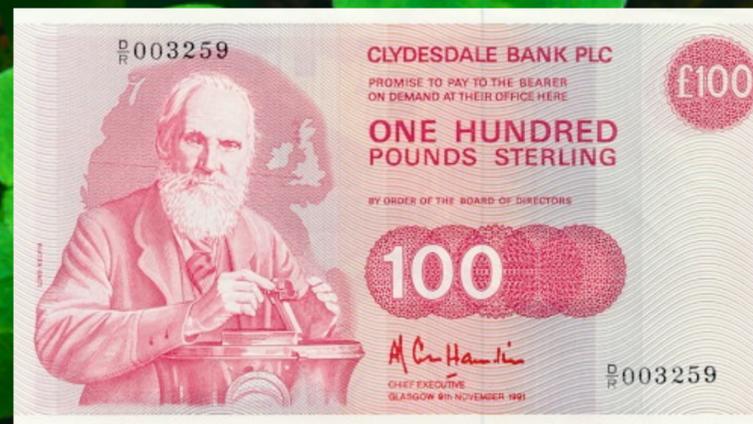


Are You  
**UNLUCKY?**

Prof. Richard Wiseman is a psychologist at the University of Hertfordshire

A ten-year scientific study into the nature of luck has revealed that, to a large extent, people make their own good and bad fortune. The results also show that it is possible to enhance the amount of luck that people encounter in their lives

# The 'Luck Factor'





I forgot to wear my helmet today.

4 BITS

# CONSCIOUS

Definitions

UN





天主聖母

母儀萬世



厄娃子孫



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**I am going to say 2 words...**

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**Iceland**

**New Zealand**

I'm going to say another word

# Horse





# Modalities and Submodalities

# An Incomplete List...

## Visual

- Associated/Disassociated
- Colour or B/W
- Size
- Location
- Aspect Ratio
- Bright or Dim
- In focus / out of focus
- Edges or none
- Shape of image
- Moving or Still

## Auditory

- Sounds (yes/no)
- Location of sound
- Type of sound
- Tone
- Pitch
- Loud or quiet
- Fast or slow
- Near or far
- Sharp or soft sounds
- Internal sounds?
- Internal voice quality

## Kinesthetic

- Skin Temperature
- Breathing rate
- Skin Temp
- Posture
- Muscle Tension  
(check progression through body)
- Palm moisture?

## Other

- Spin - direction
- Rate of speed
- Angle
- Colour of feeling
- Texture
- Depth under skin
- Shape

Can you spot the difference?





# THE PLATINUM RULE

DO UNTO OTHERS AS THEY WOULD  
HAVE YOU DO UNTO THEM

#Duh...



WHAT WE  
MEAN

WHAT WE  
SAY

WHAT  
OTHERS  
HEAR



WHAT WE  
MEAN

THE  
MEANING OF YOUR  
COMMUNICATION  
CAN BE FOUND IN  
THE RESPONSE THAT  
YOU GET

WHAT  
OTHERS  
HEAR

THE DIAMOND RULE

The meaning of your communication is *ALWAYS*  
determined by the recipient.

Your intent



Your **IMPACT**



**Look in this eye  
to be *friendly***

**Which is her friendly eye?**

Look in this eye  
to assert dominance

**Future**

**Past**



**How are people oriented with regards to time?**

# Key Take-Aways

- YOU can help write that last chapter for your patients and their families
- We all have a relationship with our senses which have a relationship with the world.
  - If we change the experience of our perception we can change our perception of experience.
- Our thinking affects our body in perceptible ways, which affects our thinking. Change your posture and change your thinking. Breathe. Go for a walk. Look up at the sky.
- Most of our experience occurs outside our consciousness.
- Ceremony is crucial for closure. Especially at an unconscious level.