

NLP REVOLUTION

A MONTHLY SOE MAGAZINE

परिवर्तन, उत्कृष्टता, विकास

Transformation, Excellence, Growth

TOP 5

MIRACLES OF THE MONTH 11

CONVERSATIONAL
PROGRAMMING IN THE FIELD
OF EDUCATION 21

USING EMOTIONAL ENTICING
FOR EXQUISITE BRANDING,
SALES AND INFLUENCE 7

**SPECIAL
FEATURE**
STAR OF
THE MONTH

8

THE NEEDED
MINDSET TO LEARN
CONVERSATIONAL
PROGRAMMING 5



A TRANSFORMATIONAL JOURNEY

At the heart of every moment that leads to a revolution, there are connecting strings of stories that tie people from different walks of life together - stories of heroes, stories of love, compassion and need. And it is from these stories that communities build up to support each other. Stories form the blood and nerve of strong professional communities. Shakespeare shaped thinking of mankind for centuries with meaningful fables.

And in SOE, this is what drives us. Extra ordinary stories we hear from people. And in this magazine, we have attempted to bring some of this together, so that it can rejuvenate you as much as it rejuvenates us and be a source of inspiration, knowledge, love and shared wisdom.

NLP has made significant progress into all domains of life. Artists, Directors, Politicians, Educators, Entrepreneurs, Doctors, Sales professionals, Trainers, Coaches and Self development gurus - each of them find their own unique way of application that helps them do more for themselves and their profession that they could not do earlier without NLP.

However, the non-regulation of the field itself and the lack of a reliable regulating body to control the training and certification have led to a serious challenge. There is a heavy infusion of half skilled and poorly trained practitioners who claim to be NLP experts. NLP today suffers from a serious threat; the threat of being interpreted as quasi-religion, cult and classified as mumbo jumbo that does not produce results. We would not expect a beginner in Martial Arts to break 10 layers of bricks. However, it has become a common practice for many to expect a so called NLP Practitioner who got a certificate from the internet to provide a transformational session.

There is a serious gap between what is possible by a skilled NLP Practitioner and millions of poorly trained practitioners around the world. And, an even bigger gap exists in what NLP actually is and what it is perceived to be by the common man. We believe education may fix this gap. We believe that proper documentation of the patterning, stories and applications can attract the right minds and people who can grow this field to its true potential. And more importantly, explore the boundary conditions of NLP itself.

We know there is hope because we have met so many skilled practitioners around the world who still produce results, who still get the difference between the trails of techniques NLP produced and the actual technology of NLP. And we hope that this magazine sparks the fire with the right people, so that the magic in the difference real NLP makes is once again caught on like fire and held up! in the right light.

Driven by our dream of helping generations to come and shifting their baseline of excellence to something so high, we inevitably happened to contribute to the development of the field of NLP. This includes creating quality practitioners, documentation, research and extending the application of the very patterning that already exists.

We intend to bring to you, learning, applications, and success stories from the fraternity we are all a part of so fondly. We thank you for your support in growing, building and nurturing a better society as we continue to sow excellence together.

***Warm regards,
Antano & Harini***



MESSAGE FROM THE EDITOR

A few months back, I was talking to my friend who said, "I am fat", "Western clothes don't suit me though I would love to wear them", "I wish I could lose some weight" and so on. Her desire for all this was quite intense and I realised that breaking these beliefs would change the world for her. In my mind, I was already planning to use Collapse Anchor and Reframing, appreciating myself that I had the knowledge to use the right pattern for the right problem. Later that night, I was reading a book by Jeffrey Archer and then it struck me that instead of using explicit patterns to use on my friend, I could have just conversationally installed a new habit and broken her other limiting beliefs. A few days later, we met again and the same conversation came up. This time I was more alert and was calibrating my friend perfectly, and used Meta Model, Milton Model Patterns to break the beliefs she had about her looks. I also told her a Metaphor to install a new habit in her that would help her lose weight. The next day, she calls me and says that she has signed up for gym and is already feeling lighter. I am positive that she would call me again in a few days to ask me to go shopping with her. I am still beaming with whatever I have achieved. And the best part, you wonder? All this feels natural to her; like it was something she decided at that moment independently.

Knowing how to do this is an art; and I am still learning the basics. I realise the power to change lives lies in me; in my language. When I say "Language", I mean both Verbal and Non-verbal. Verbal Language is the content exchange that happens in the process of communication. However, what is more important for Conversational Programming is the Non-Verbal Language! And, this includes, having a sense of complete congruence with every word you say, having a state of mind necessary at that point of time which will complement your verbal communication, the tonality, rate of speech, gestures and so much more.

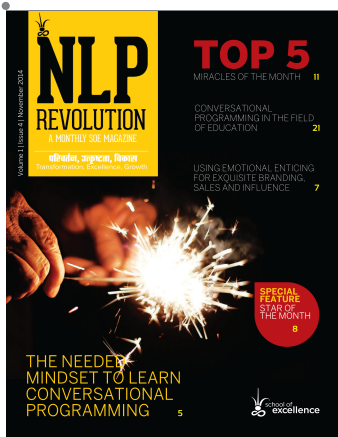
The theme of this month's magazine is "Conversational Programming – your new secret weapon to success". Think about it. How many different goals would you achieve with the power of Influence and Persuasion? How many lives can you change just conversationally and in a matter of few minutes? We could help our near and dear ones achieve their goals and get rid of any belief that is holding them back from living the life they desire; it channels their energy and resourceful states of mind in the right direction.

What are you doing today to Master Conversational Programming?

Remember, the magic never ends...

Ranjani Krishnan





VOLUME 1
ISSUE 4
NOVEMBER 2014

INSIDER

02

Note On NLP Revolution
- A Transformational
Journey

03

A Message from
the Editor

05

The Needed Mindset
To Learn Conversational
Programming

07

Using Emotional Enticing
For Exquisite Branding,
Sales And Influence

08

Star of the month -
Swathi Priya

11

Top 5 miracles this
month

12

The Power Of
Conversational
Programming For
Influence And Persuasion

15

The Power
of Beliefs

17

NLP Columns -
Conversational
Programming
For A Great Family

21

NLP Columns -
Conversational
Programming
In The Field Of
Education

23

Food For Thought -
Virginia Satir

24

NLP Bliss

27

Unravel

28

Social Work

30

Inside SOE

32

Miraculize Your Life



The Needed Mindset To Learn CONVERSATIONAL PROGRAMMING

-Antano Solar John

The Mindset of a Conversational Programmer

Learning conversational programming is easy if you have the right mindset. Most times, what limits a person from mastering this art is the set of pre-conceived notions and thinking they bring with them.

In this article, I am going to address the mindset necessary to learn and master conversational programming.

There are 5 important MINDSET shifts that are required to master conversational programming,

What is Conversational Programming and does it work?

Probably the most popular question I get! The Answer is YES. Conversation Programming does work! But not the way it has been portrayed by some quick money making schemes on influence, and definitely not the way it has been portrayed by so called 'NLP Trainers' or 'Hypnosis Wizards'. In fact, there is a big difference between getting a temporary response and a generative change.

Conversational Programming is where you give subtle suggestions in a conversation for the listener to engage in a specific activity or suggestions you give that induces a new way of thinking or belief in a person.

Three Examples of Conversational Programming:

- Alex notices that his team is concerned about the recent change in policy in the company. And they are unproductive and lack the same morale he is so used to seeing with them. Alex understands the company's perspective and although there has been sufficient communication, the mindset of the team is set. One fine evening, Alex has a small chat with his team, spins his magic and the team goes back home as always. However, the days to come, one day after the other, the productivity is increasing, morale is boosting up, no one knows why, except for Alex. After all, he planted the seeds!
- Ritu's friend is depressed about how far she has to travel to work. Ritu is talking to her about animals. And the next day, this friend is driving to office but she feels different. She has discovered a new meaning for this travel that used to be boring. She is listening to music and uses that time to prepare for the day ahead. And, she has no idea that Ritu helped her think differently but she is thanking Ritu at the back of her head.
- Ram notices that a particular student is not listening fully in his class. And he notices a pattern that she is listening to half of what Ram says and assumes she knows what Ram is about to say. Ram believes that changing this habit will help her learn better. One of the days, Ram is having a chat with her on something else, and drops in a story artfully. And from that day onwards, she listens to what Ram speaks fully first.

1. There is nothing called hypnosis unless everything is hypnosis

You need to differentiate between conscious response and unconscious response. In the earlier days, it was assumed that you had to be in a 'Trance' to communicate effectively with what people address with various labels like the sub-conscious, super-conscious or unconscious. The NLP model of looking at this is your brain is always responding. The response you are able to elicit from the unconscious of an individual is not a matter of 'trance' but rather a subject of unconscious rapport. You can quickly and easily establish unconscious rapport with almost anyone in a couple of minutes over a casual conversation. In my workshops, I refer to unconscious rapport as the 'Magic Wand', it simply gives you access to some incredible possibilities. I use a form of altered state called 'trance' only as a convincer so that my client feels like I actually did something. In reality, most of the change work that people thank me for happens before they recognize I am doing it. The mindset that allows me to make this happen is I recognize that I don't need what hypnotists call 'trance' to effectively engage the unconscious. The only way I have found good learners limiting their learning when it comes to conversational programming is by holding on to the mindset that one has to be 'hypnotized' to influence the unconscious. You don't need the person to be unconscious to work with their other than conscious mind!

2. Its all about States!

Once I have unconscious rapport established, I must ensure that I have the person I want to influence in the most appropriate 'altered state'. Most times, this altered state only means they are in a different state of mind than the state associated with when they used feel stuck. Sometimes, this could be happiness, laughter, relaxation or even what I call as a Micro Trance. And when I am working conversationally, I am looking for windows of opportunity when my 'installations' will be most effective. People jump between states of mind rapidly in conversations. So, the skill for me is to track the sequence and know from minor changes in breathing, skin color, voice tone, muscle tension if I have the state that is useful for the purpose I am after. So, again – I do not go after a 'trance' state. I go after a useful state for the purpose of my work.

It may be a good idea for you to develop this skill. I like to share with you one exercise that I give my participants for improving their calibration of states.

Exercise:

Step 1. You may remember moments when you are driving and suddenly your mind begins to drift. And you are yet driving. You reach the signal. You know when to stop. And you know how to park. And suddenly your consciousness returns.

Step 2. Take a moment to think when you are engaging in an activity like the one mentioned, how would you look to a director filming you. What would your eyes look like? Would the pupils be dilated? Is it a possibility there may moments when your hand is just suspended in air (for a couple of seconds) without your awareness? This is what I call a Micro Trance. A state when someone surprises you. When someone asks you to spell a loooong word and you look up and go...

Step 3. When you are having conversations with people, watch their eyes and based on your learning from step 2, notice when the person is going in and out of these micro trances.

See, the truth is, people are moving in and out of trance all the time. Chances are even when you are reading this article or any other article, you shifted your consciousness several times, and quickly enough for anyone including you to pay significant attention to those shifts. This exercise can help you identify 'ONE' state. You can easily extend this to train yourself to become aware of other states that you elicit from people in your communication.

3. Generalization & Feedback

This is one of the most beautiful gifts NLP received from Milton Erickson. He made this profound statement that the brain generalizes learning better and faster when a conscious frame of understanding is not imposed around it. Generalization is the ability of the human brain to take any learning from specific contexts and also apply it in various other situations and contexts other than in which it was learned. For example, you learn to open a door. And today, you can open any door easily. You don't have to repeat the learning for every size and color of the door. If you learn to play any instrument, you start recognizing the rhythm and tonal shifts even when listening to a performance in other instruments. This is called generalization. And it is amazing how our brain takes learning in one field and applies it to another. We once helped a lady get over fear of driving. The next day she came and reported her fear of escalators have vanished as well. And later, she reported she has become more assertive in her work. So, with every programming that I do, I make sure it is generative. It produces new changes that support the whole eco system. And we have noticed that the moment we bring a change to someone's conscious attention, it impacts the level of generalization they make. So, it becomes critical for you to look for feedback anywhere else other than the person's conscious verbal communication. I look for the desired behaviour and beliefs. That is feedback. This is particularly where good calibration skills can pay off.

4. The Trick to Mastering Conversational Programming is to recognize that it is NOT about Verbal Language alone.

Most students, who learn about Milton, just assume that 'using' the structures of Milton model will just magically get them results. It is not that simple. The language patterns documented as Milton Model are at best, 'pointers' to influencing the unconscious mind. People are eager to write down the patterns, work on examples of the sentences and all

the while ignoring the subtleties in the non-verbal communication. I lead using my body, my eyes, and my breathing, way before I plant any suggestion. There is a very respectful dance of rhythm and states going on between me and the person I am influencing. The only difference is I am aware of it and the other person is not. Now, I don't certainly micro control my non-verbal, I just let them happen naturally. Now, it did not happen naturally from the beginning, I had to learn to do it. I spend lots of time and money to be around people who I consider geniuses of conversational programming. And I simply watch him or her when the person is spinning their magic on someone with my FULL attention. I do this staying in uP! time. Sometimes, I stand at a distance where I can only watch the dance of non verbals. So, if you are fascinated by conversational programming, get access to someone you know is good at this and be around the person when they are doing some incredible thing.

5. The trap of 'I already do this'

A lot of people I have encountered have this incredible ability to take any new learning that is coming in and fit it into the basket of what they already know. It gives a false sense of understanding. And this is one of the most dangerous ways to stop learning anything new, especially conversational programming. If you already do conversational programming well, you must be getting the class of results like the examples I have shared above. 'Already doing this' must mean you are able to shift behaviours and beliefs without conscious counselling, argument or advise on that particular topic. Gregory Bateson who is a very influential contributor to the thinking behind the creation of NLP said, 'Difference is the unit of Intelligence'. A very profound statement. He urged people to search for 'The difference that makes the difference'. His thinking influenced what today has become NLP. Similar and same are not the same. If you dial the EXACT 10 digits of my mobile number, you may reach me. But if you have a similar number dialled, it is going to be a wrong number. The problem with similar methods is that they do not produce the same results. So, the interesting thing to look out for is the difference and not the similarity. Comparing what a powerful conversational programmer does to what you already do and looking out for similarities may boost your ego. But scanning for the difference will help you learn faster. Always be curious and scan for 'what is the difference that is MAKING the difference'. This is what led to the discovery of the patterning presented as NLP in the first place including the concepts that I have categorized as Conversational Programming.

And I ask you what I ask my participants, what will you do with such powerful skills, when you master conversational programming?

ABOUT THE WRITER

Antano Solar John is sought after for his delightful Applications of UnConscious Patterning using NLP in Business, Learning Acceleration, Personal Transformation and more by Multinational organisations and noted celebrities around the world. He has also has worked on medically impossible cases and achieved results that have invited attention in large numbers from the medical fraternity. He now focuses his full attention on building the field of NLP by building the technology, education and business necessary to make its applications available to the larger audience.



USING EMOTIONAL ENTICING FOR EXQUISITE BRANDING, SALES AND INFLUENCE

- Harini Ramachandran

Some of the biggest Brands we know use Emotions, Relationships, Sentiments & Bonding as the Driving factors to associate the states of mind elicited with their brand, after all!

Even when it comes to Sales & Influence, my simple 2 minute Training includes:

- Elicit the most useful Emotional State of mind
- Pitch your Product convincingly with full 'Congruence'

If you had watched the giant "Google" in its advertisement about a year back for 'Google Search', the one that kindles the India-Pakistan neighbour and bonding sentiments, very beautifully they structure the elicitation of emotions and pitching of product. The first thing the ad focuses on is to kindle that emotion, the useful emotion from the buyer and then pitching the product. This sequence was presented in loops in this ad making such a strong impact. The video went viral and research shows that it increased Google searches significantly.

Yet the greatest challenge Influencers face today is 'The Ability to Elicit Emotions! To make that 'moment of magic' feeling happen in their potential customers!

There's another recent example where Tanishq elicited powerful emotions in people and associated it so well with their brand... They touched upon the concept of remarriage. A very well shot and well sequenced ad which went viral and touched a chord breaking all social conventions. :

A lot of us may think – "I'm the kind of person that goes by Logic... I'm a logical person and I don't make emotional decisions!"

Well, whether you are an Engineer or Accountant, Home maker or a Minister, **all of our decisions are influenced by emotion**, logic of course supports our emotions and used to justify the decision we want to take – Emotion however, is the core ingredient – It's the hero!

Consider the example of a Student who hasn't studied well for an exam. In the exam hall, a part of him/her says, I have to attempt to copy from someone next to me. If I don't copy, I'll fail. And there's another part of him/her that says, what if I get caught while copying? I'll get banned from writing exams for this semester and the results of this can be disastrous! Now, what would the student finally decide to do? To copy or not copy?! We don't know! It is that emotion which is stronger than the other which drives action. All of the thoughts and reasoning may seem perfectly logical. Yet, it is the stronger emotion at that point in time which decides the action of the student.

No Sale, No Brand, No Influence would work without Emotion! You've got to "Like" something to take action. You've got Love it even more to Really Go for It. Whatever it is that Drives you to Really Do Something. If you believe that it is "Need" that gets people to buy things, make decisions, then our job as influencers is also to create a Perception of the Want, Need and Desire and a sense of urgency to act. Else, you'll have a lot of window shoppers by your shop, walking by because you have an impressive array and display of products and no one buys.

So, if two people 'A' and 'B' learnt by heart all of the benefits of a "Product X" in and out, A managed to sell all the way, whilst B – not so happy because he was not able to influence anyone enough to Take Action. And this continued to happen until 'B' learned how to bring out the useful Emotions to do his job well – to make that connect with everyone whom he identified as potential customers for his business.

It's been known for years that NLP has been used by the most powerful public personalities to reach out, 'connect' with people and Influence... We now even have Politician makers grooming the Next Gen in India using NLP all the way!

When you Master the Dance of Emotions in a way that you take charge and of course, Elicit powerful emotions in people you meet in a way that they don't feel like they are 'pushed' to buy, but that "want" to buy, you know you have truly up'd your game! And at up!withNLP, that has been one of our main focuses – to help you make that 'connect' even better, as you use your body, your language and the full force of conversational programming with all good intent to Build healthier relationships – personal and professional!

Enjoy as you continue to allow your Curiosity to Convert into Knowledge gathering and eventually skill building which you use in your Life for all things good!

ABOUT THE WRITER

Harini Ramachandran, popularly known as Singer Megha in the Film Industry, is also an NLP Wizard and an enterprising Business- woman. Through her powerful work, she helps people from different walks of life Miraculize™ their lives. She also passionately explores creating NLP Models to help people who consider themselves 'tone-deaf', 'rhythm-deaf' to sing soulfully.

Source - An article in the public blog of Harini Ramachandran written on 1st December, 2013 www.hariniramachandran.com

STAR OF THE MONTH



Swathi Priya just recently helped her mother get over Focal Adenomyosis and another brave lady to overcome Ovarian Cysts conversationally. She travels with Antano and Harini during the uP!withNLP batches and does Excellence installations along with them. And during this journey, she has done some fantastic work in a variety of different domains – Business, Health, Learning etc. She has helped people break some of the most dangerous limiting beliefs, changed behaviours of people, getting them to stop bad habits, help people set visions and dreams, helps people grow their business, solve relationship troubles, making them better learners – All this CONVERSATIONALLY, in what appears like casual conversations.

She may engage in a conversation about something going on in the environment or about her life, it appears casual and yet, they are precisely targeted specific change work. And the person has no conscious idea that she's helping them and suddenly there are some of the drastic changes people witness! Antano says, "I remember Swathi talking about Cinderella to a little girl whose mother had brought her over to stop the habit of bed wetting. I remember the look in the little girl's eyes. It was twinkling, she wasn't blinking, and she had the look that something exciting and very powerful was going on inside of her. At that moment, I recognized that Swathi was ready to be trained to be one of the most successful conversational programmers. And today, looking back at what she has accomplished in her own life and family, in addition to what she has been doing in the batches, I am proud I made that decision".



Swathi joined uP!withNLP in September 2013 and finished her Master Practitioner in May 2014. One year from then, today, Swathi is a pro at conversational programming and has been transforming lives of people around her every day. She has worked on complex cases like Fibroids & cysts, child abuse, suicidal tendencies, traumatic past, abusive relationships and more.

As an NLP Coach at uP!withNLP, Swathi developed the ability to identify some of the limiting beliefs people may carry, that is stopping them from achieving their full potential. This gives Swathi the edge to know what beliefs to shift conversationally that will help them learn faster and open up space for new learning.

Her uP!withNLP Journey...

Conversational Programming on self...

Swathi's life drastically changed when she started using Conversational Programming on herself. She had a difficult relationship with her father right from childhood. And over a period of time, it became so intense that she wouldn't see him eye to eye or even touch the things he has touched. In her mind, her father was a "bad person" who was unsupportive and unloving. This strained relationship with her father was affecting her mother as she was facing humiliation from others. It had an impact on the overall health of the family. After uP!withNLP, Swathi used the Language Patterns to break the beliefs she had about her father. She followed it up with "Perceptual Positions" to don on a different hat; the hat of her father. And she succeeded! She says, "After self conversational programming and perceptual positions, my non-verbal feedback started changing towards my dad. We are not on great talking terms but things are much more cordial between us. We smile at each other and wish each other on our birthdays. More importantly, he believes that I am not so bad after all. This has brought so much peace for me personally since I let go of long term emotional baggage. And, things at home have definitely improved for good. My mom is happy too!"

Miracles Delivered

Cysts healed with the power of Language...

Swathi's mother, suffered from cysts in her uterus, medically termed as "Focal Adenomyosis" and ovaries for a long time, medically termed as "Ovarian Cysts". Despite long term treatment, the cysts continued to grow and spread. The doctors suspected that these cysts might become cancerous. Other menopause issues were also taking a toll on her mother's health. About three months back, Swathi started working with her mother conversationally to help heal her cysts. A chain of metaphors and other Milton Model Patterns, today, have finally paid off. Medical reports show that the cysts in her ovaries have completely disappeared; the cysts in the uterus have mostly disappeared too while one or two that still remains have become negligible and inactive. Getting over this along with her menopause issues have given her the much needed mental peace and relieved her of all the stress.

Girija (name changed) suffered from fibroids, medically termed as "Uterine Fibroids", for over 5 years. Excessive bleeding resulting

in anaemia, severe menstrual cramps, constipation and frequent urinary infection put Girija through mental torture every month. Her doctors had advised her to undergo a Hysterectomy, removal of uterus. Swathi worked with Girija at uP!withNLP Chennai using the art of Conversational Programming combined with Reframing. Metaphors targeted for her fibroids worked the magic for Girija. The next month, during her regular menstruation, her excessive bleeding stopped and she experienced no pain. Her unconscious had committed to a one month time period to cure her of these fibroids. And one month since then, when she went for a scan, the reports showed that the fibroids had disappeared or decreased in size and had become inactive. The doctors completely surprised,

"I am now equipped to be flexible and program myself based on the situation. I have the power to handle things differently when they are going over my head."

stopped her medications and told her that there was no need for a surgery. She is very healthy now and has started exploring a new career in recruitment and coaching.

Conversational Programming for better family...

After creating magic at home, Swathi now brings in the same magic by helping families come closer. Some of the cases she has worked on with just Conversational Programming has brought amazing transformations.

- Vivek (name changed) underwent a major operation 6 years ago after which he started feeling that he was incompetent and had no potential. This was greatly impacting his relationships at home and outside. He started becoming a recluse and had no interest to do anything in life. Swathi worked with Vivek after asking the magic question "What do you want". She started with a chain of Metaphors and other Meta Model questions, which slowly shifted his beliefs about himself. She then went on to give more metaphors about moving forward in life and achieving his goals. Today, Vivek is doing extremely well in his career and is gunning to go abroad for higher studies.
- Ravi (name changed) had some traumatic incidents in his past after which he started believing that he was living life only because he is alive. He had no clue what he wanted in life and no direction; he was only harping on his past. She told him the Metaphor of a lion with subtle parts integration done conversationally. After a few hours, during a casual conversation, Swathi then told him Metaphors for goal setting and focus. Analogue Marking, Conversational Postulates and



STAR OF THE MONTH

Cause & Effect used in the process have today helped Ravi find a new passion in life, Photography. Traveller, Explorer and Food Enthusiast, Ravi is living the life he desired.

- Neeta (name changed) called Swathi a few days back for a casual conversation. She mentioned that she was upset that nothing has changed in her life. She wanted to help others but felt that she was not contributing enough. Swathi used Metaphors to bring it to her awareness that helping herself first is still okay before moving on to help others. Complementing it with a few Metaphors on Peace and Happiness, Neeta felt relieved immediately. The next morning, she messaged Swathi

“Whatever I want to convey, I do so with minimum words and maximum impact. Who I am today is a result of uP!withNLP”

thanking her as she slept well after a long time and was geared up for the day ahead.

- Natasha (name changed), a young girl was hooked on to drugs for the last few months. Despite being an excellent orator with a passion for writing, the urge to engage in this habit led to procrastination, irritability, disinterest and lack of a new direction. During a casual conversation at uP!withNLP, Swathi engaged her in a conversation about drugs habits

to elicit and anchor the unresourceful state. After doing so successfully, she gave her metaphors for goal setting and new direction. At the end of the day, she spoke to her about her likes and interests, giving her a new direction. She elicited an even more powerful resourceful state which she anchored again. Once the anchors were in place, she conversationally collapsed both the states. Surprisingly, during future pacing, Natasha saw a new life where she was travelling to different countries as an orator and writer; no drugs!

uP!withNLP – a different ideology... A Way of life...

Swathi believes that uP!withNLP has given her a new perspective to life; one that leads to her vision for life; a happy family. Earlier, she was on a loop of why this? Why me? questions. Now, she believes that everything has a purpose, and she has the ability to set it in the direction she wants to. This, she feels, has evolved her as a person. It has enhanced what she calls “attitude of acceptance”, giving her more peace and courage to excel in whatever she sets heart on. We asked the one thing that makes the difference for her and she said, “automatic future pacing. Any decision, any action that I take, I automatically future pace to see if everything is alright in the future.” All that she has learnt and is still learning has gotten her a lot of respect from friends and family. “People around me ask for suggestions knowing that they will get a new direction. How? The magic question – What do you want?” she says with a laugh.

Her biggest take away.

“I am now equipped to be flexible and program myself based on the situation. I have the power to recognize when things are going over my head and also have the power to handle it differently. Most importantly, whatever I want to convey, I do so with minimum words and maximum impact. Who I am today is a result of uP!withNLP”

How many goals have you accomplished with Success on Autopilot? What is yourstar story?

Write to us at stories@soexcellence.com



TOP 5 MIRACLES THIS MONTH

uP!
withNLP

Miracles happen when you have the answers to two magic questions, "What do you want?" and "What stops you". The answers to these questions empower you with the required tools to make miracles happen and with ease; it can help re-program yourself and set things in a new direction. We asked the magic questions and this is what happened

1 GOT RID OF 10 YEARS OF SNAKE NIGHTMARES!

Rajarajan, a rising businessman, had an excessive fear of snakes that gave him jitters and made him sweat profusely. Despite being deep at work or at sleep, he would suddenly think about a snake and to calm down again would take a long time. These sudden thoughts became a regular affair because of which he ended up being distracted and projects would get delayed. He had disturbed sleep patterns which was also causing fatigue.

At uP!withNLP, after sensing that getting over this fear would also help grow his business, he used the Reframing pattern. The next 4 days at uP!withNLP, he had his full focus attention on what was happening without being distracted about snakes. Since then, Rajarajan has been at peace, with full concentration on any activity he takes up and sleeps well at night. There has been no recurrence of thoughts about snakes even after watching a horrific snake movie!

2 CHRONIC HEADACHE ENDS! IMPROVES FOCUS!

Suraj (name changed), suffered from a pulsating headache that affected his productivity at work. He was hooked on to having painkillers and became extremely irritable at work and home. Despite clearance from doctors that everything was alright, the headache was very frequent and quite severe.

He used the classic Reframing technique at uP!withNLP. Since then, the frequency and intensity of these headaches have almost become nil. What was earlier an everyday phenomenon, now is a rarity; once in ten days with less severity. However, what's more interesting is what Suraj does when he ends up with this occasional headache. He says, "I shift my state of mind to focus my attention on something more important, and eventually the headache is not there. This, I am sure, will be useful for me in many other contexts as well." No more irritation or painkillers for Suraj!

3 FEAR OF DRIVING VANISHES ALONG WITH FEAR OF GHOSTS

Amit (name changed), believed that there was a spirit around him during the day. He would feel a sudden touch or a pull sensation that completely freaked him out. It made him nervous and would bring back

memories from the past which was upsetting.

The magic lay in applying the Fast Phobia Cure pattern at uP!withNLP. After the patterning, Amit got over this fear completely, along with the bad memory that was recurring with it. Getting over this, he says has given him a lot more peace and calmness. He is able to focus fully and more importantly, he can drive with full confidence. Earlier, he had a fear while driving, his mind wandering about a sudden ghost attack and that he would lose control. Now, he zooms in and out in his SUV.

4 SLEEPING WELL TO RESOLVE FAMILY ISSUES

Preethika was in the middle of some family issues which caused disturbed sleep at nights. It was making her irate and moody in the morning. Her entire day at college would go for a toss. She had difficulty concentrating in class and her relationships were on the verge of being strained.

An intense reframing and parts integration at uP!withNLP resolved all these issues for her. Right from the next day, her sleep patterns changed. She sleeps as early as 9.30 pm and wakes up early, after having an undisturbed sleep. She started feeling very light and issues at home do not bother her much anymore; she found alternative ways to deal with it. She says, "My friends ask me the reason behind my smile now."

5 CONFIDENCE SKYROCKETS AFTER GETTING RID OF NEGATIVE VOICES IN HEAD

Meenu (name changed), suffered from hearing negative voices in her head. Every time she wanted to do something, she heard someone's voice telling her she would fail, that she was incapable or something negative. This was de-motivating and Meenu stopped herself from doing her work. She started to believe she was a failure.

What Meenu needed was conversational programming to first break the limiting belief that she was a failure. This was followed up with a reframing and that did the magic for her. Within the next two days, this voice completely vanished and Meenu started exploring her different areas of interest. She was motivated to set new goals, her confidence levels skyrocketed and she started sleeping very well at nights.

Share your interesting cases by writing to us at stories@soexcellence.com

THE POWER OF CONVERSATIONAL PROGRAMMING FOR INFLUENCE AND PERSUASION





All of us, in our communication use some amount of influence that we may or may not be aware of. Conversational Programming ensures that your communication is effective, i.e. it elicits the desired response from the other person. Of course, you have to be in Unconscious Rapport and are able to pay attention to non-verbal feedback!

Here are some stories of how our uP!withNLP Practitioners used Conversational Programming to be master influencers

1. DREAM JOB COMES TRUE

Antriksh, a dynamic youngster just out of college, had his heart on being a Trainer and Coach. He came across this brilliant Coaching Opportunity that he wanted to take up and succeed fully. He did not have much experience coaching and therefore, set himself for a high target/challenge. He wanted the interviewer to look past the number of years on paper and pay attention to the quality of work as well as to his full potential.

He had the full subject matter knowledge and skills to be a good coach and yet, he was worried if he would get the assignment. On the day of the meeting, he used Conversational Programming based on ongoing feedback and guess what, the client, with a big smile, said he was the perfect fit for this job and took him onboard right away. His skills of NLP helped him elicit trust from the interviewer and channel their communication in the right direction.

Antriksh later gave a 10 minute demonstration of his training to a group of panellists. However, he used Metaphors and embedded commands for specific change work, targeted towards the interviewer, to make the following shifts conversationally:

1. The interviewer believed that age and experience is an important factor that determines the quality of work. At the end of the demo, the interviewer recognized that passion and potential is far superior to age or experience.
2. The interviewer knew Antriksh earlier and therefore, thought it was ok to use his services for free. However, Antriksh brought it to attention carefully using Metaphors and Presuppositions that this was a professional assignment and involves a fee, without jeopardizing their relationship.
3. In one of their casual conversations, the interviewer had mentioned that in the past, he has had the experience of people turning their back against him and worked against him which made him very anxious. He had the same doubt with Antriksh as well. However, Antriksh used Conversational Programming to collapse this anxiety and instead replaced it with calmness, conversationally, followed with Metaphors for trusting him.

These shifts in the interviewer resulted in Antriksh landing a job he was so passionate about.

In yet another interesting situation, Antriksh was invited for a seminar on a topic which he felt was not his line of expertise. He set an intention with his unconscious to be in a know-nothing state and improve his lecture based on

“Conversational Programming has given me the power to shape and design my own life. I am the architect of everything I do now.”

current calibration. The next day, he used Metaphors, Cause & Effect, Complex Equivalence and other Milton model Language Patterns naturally to elicit interest and attention, and then anchored it using Analogue Marking. At the end of the session, the audience congratulated him on an amazing performance and have invited him for more such seminars. Earlier, there was some magic missing in Antriksh's seminars and trainings. He found it difficult to engage his audience for long and had some difficulty communicating what he had in mind precisely.

Antriksh is an example for “Leveraging Conversational Programming to shape one's own career path”.

2. DAUGHTER WINS DAD'S SUPPORT TO PURSUE HER CHOICE OF CAREER

Kamala, a young IT professional, had difficulty eliciting her father's support to choose a career path of her choice. She also had some trouble convincing her managers to give her a different role at work, one that leads to her career goal. She had a clear plan in mind about her career path, charted out where she wanted to be 5 years from now and had decided every step she would take in that direction. Despite being so clear about her goal, her dad wanted her to take up a different role in the IT domain, something that was not her passion. He refuted every decision of hers and insisted that Kamala did not have different perspective on this. After uP!withNLP, Kamala elicited her dad's support fully using Conversational Programming. During one such conversation with her dad, he started shouting at her saying she was poor at decision making. Kamala immediately paced him with his own tone and rate of speech, and then led him to a calm state of mind. Once he had calmed down, she used Metaphors, Analogue Marking and other Language Patterns to offer him a different

“ I can’t stop smiling. I am so happy and my life is on auto-pilot now; a life which I have always desired.”

perspective and elicit his support. A few days later, her dad automatically started appreciating her decisions and said, “I am proud of you”. She has also recently influenced her Managers to give her a different role, one that would help her achieve her goal. Kamala is now ecstatic and is on auto-pilot to live the life she desires.

3. WELL DESERVED PROMOTION AFTER 1.5 YEARS

Pranav (name changed), Manager with a reputed company, suffered for more than 1.5 years with a difficult boss. Despite finishing projects well ahead of time, with good feedback from clients, peers and subordinates, resolving conflicts with ease, being a quick learner and so much more, Pranav’s superior took every opportunity to embarrass him in front of others, particularly in meetings, and not give him the credit he well deserved. He had denied him a promotion for over a year. After uP!withNLP, Pranav first used Auditory submodalities to decrease the intensity of how Pranav felt as consequence to a few things that his boss told him. He then played the New Code NLP Peak Performance Alphabet game to uP! his skills at work to an even higher level than before. And most impor-

tantly, he learnt the art of Conversational Programming. He used Language patterns to break the filters that his boss had about him and then shifted his beliefs. His boss believed that Pranav was arrogant and haughty, had no sense of responsibility and lacked direction and clarity. Pranav changed this situation around him beautifully by using the tools of Presuppositions, Analogue Marking and Cause & Effect. Few days after this, Pranav’s boss started behaving differently with him. He started becoming more respectful and entrusted him with more responsibilities. About two weeks later, when the project was complete, his boss wrote him a personal mail giving him full credit for his extraordinary performance. Two months down the line, his boss rated him high during employee as-

“ I got my promotion after a long wait of 1.5 years with the power of Conversational Programming. I am curious to see what more surprises are in store for me.”

sessments and gave him a recommendation for a promotion, and guess what? He finally got his well deserved promotion after 1.5 years using the power of Conversational Programming!

How have you leveraged your skills of Conversational Programming? Write to us at stories@soexcellence.com



THE POWER OF BELIEFS

We grow up with beliefs that we learn from our own experiences or are imposed on us knowingly or unknowingly by family, friends and society as a whole. However, some of these beliefs limit us from achieving our goals and live the life we desire. But it doesn't have to be that way anymore! Conversational Programming can break some of these limiting beliefs that you have or people around you might have. Here are some stories of how our uP!withNLP Practitioners used the art of Conversational Programming to break limiting beliefs and live a wholesome life.

1. BACK TO STUDYING AT THE AGE OF 51

Usha (name changed), an English Literature Professor working with a reputed college in Chennai had the dream of pursuing her PhD. The first time she attempted her PhD about 10 years back, she had almost completed it. However, due to family problems and pressure from her husband she had to quit pursuing it. She faced a lot of humiliation at work and had mentally decided that this was her destiny and PhD is never an option.

Her daughter who is an uP!withNLP Master Practitioner and Coach realised that not accomplishing this goal affected her self-esteem and confidence levels at work, and her life felt incomplete. Our Practitioner used Metaphors to break the beliefs - "This is my fate" "I can never achieve this goal in my life." and then played with Submodalities



conversationally to bring the desire, interest and confidence back to pursue her PhD again. Usha has now registered for her PhD with a different topic.

2. BUILDING POWERFUL TEAMS TO ACCELERATE BUSINESS GROWTH

Nandakishore, an entrepreneur, has been using Conversational Programming to grow his business multifold. After uP!withNLP, he identified the prime areas of his business that were crucial and yet, not so strong. He held a meeting for senior leaders from each of these functions wherein he used Conversational Programming to break the "I can't" or "Team cannot handle it" pattern. There was an instant shift in their thinking. A few days later, he noticed that the productivity of these teams was improving, communication was less distorted and things were moving at a much faster pace. Since then, Nandakishore has been using Meta Model and Milton Model elegantly to break some limiting beliefs and help every individual grow personally and professionally.

Similarly, his Sales team had beliefs like "They were not willing to give orders" or "They are not interested". This initially impacted the inflow of Sales in the company. He used the art of Conversational Programming to shift these beliefs. He asked them "Who specifically is not interested?" and then interrupted the conversation. This shifted their attention to others who were convinced and how they could elicit their support to get the orders from them. He then asked them "What specifically is he not convinced about?" This motivated them to get more information on what the person was not convinced with and what they could do differently to convince him. Obviously, these questions are meaningless unless the person asking these questions knows when to ask them, how to ask them and in what contexts they are useful. And Nandakishore did them in a way that worked. Infact, Nandakishore did this a few times successfully and now, the Sales team automatically ask these questions themselves and close big deals quickly and easily.

"I have always wanted to be a Coach. uP!withNLP empowered me to quit my job with a reputed company and follow my passion."

3. DESIRE TO LIVE A NEW LIFE

Abhay (name changed), had a traumatic incident in his past that was still affecting him. He believed that he could never move on in life and lived like it was a burden. This was impacting his career; he became an underperformer at work and had poor work-life balance. His relationships with friends and family were also depleting. His friend, an uP!withNLP Practitioner, noticed his language which had words like 'depression', 'unhappy' often. When he probed a little further, he realised that his friend was stuck with his past and didn't want to come out of it. He used Conversational Programming to first create the desire to live a new life without his past taking over. He then used Collapse Anchor pattern conversationally to collapse all the unresourceful emotions that made him feel angry and depressed. The next day, Abhay called our Practitioner and told him about his passion in life, Music, which he wishes to pursue again. He expressed his interest to start afresh and began looking out for a new job. Today, months later, he is very successful in his new job; he is training to be a Musician and is engaged to the love of his life.

4. COACH WITH A DIFFERENCE

Rajesh, who was earlier working with a reputed manufacturing company, quit his job after uP!withNLP to pursue his passion, Coaching. Today, Rajesh works wonders with his language and is in the direction to become a Master Coach. He came in touch with a young school girl who loved singing. She spent hours singing in front of her family and yet, she was worried about singing on stage. Her fear became so intense that she eventually started losing confidence as well. Rajesh, in a casual conversation, used specific Milton Model language patterns which broke her belief that she cannot sing on stage. Few days later, she sang like a nightingale, doing it so naturally. She has recently signed up for her school band and has become a stage performer. This has also improved confidence levels in studies.

**What are some of the limiting beliefs you have broken with Conversational Programming?
Write to us at stories@soexcellence.com**

NLP COLUMNS

In this section, we bring you articles written by two uP!withNLP Master Practitioners, Swathi Priya and Dr. Gowri Ramachandran.

CONVERSATIONAL PROGRAMMING FOR A GREAT FAMILY



- SWATHI PRIYA

Can a baby bird fly higher without allowing one of its wings to nurture? It cannot fly higher. Rather what the baby can do is it can easily find the best and the natural way to allow both the wings to nurture well, to fly higher and grow happily.... Having a holistic family growth with parents, soul mates and children, contributing to self and to each

other's blissful growth is very easy with the new secret called Conversational Programming, when done well. We all know that breathing is a natural process and communication is like breathing because life is impossible without breathing. Since breathing is something that we cannot afford to pay less attention to, we should make sure that we breathe good and easy every micro second to live happily.

NLP has given us the magic wand called 'the ability to do conversational programming - a superior capability incorporated into your system which allows enriched communication as a natural process.' When your communication is enriched your relationship with your family will also be enriched in the following ways - The members of your family will feel that you understand them well, you will find them very supportive of you, things will progress in a way it has to be for your family, day to day conflicts will be at ease and more importantly, your intuition will voice out to you the conflict well in advance so that you will be able to redirect the members likely to be involved in the conflict into a useful direction, keeping the situation and emotions of all under control. When

“ Having a holistic family growth with parents, soul mates and children, contributing to self and to each other's blissful growth is very easy with the new secret called Conversational Programming, when done well.”

all this happens you will realize that your home is becoming a sweet home.

I learnt to do Conversational Programming by unconsciously assimilating it as a part of me by modelling Antano and Harini at the uP!withNLP batches. Conversational programming is done using Milton Model, Meta Model, Metaphors, Matching the representation systems of others, Submodalities, Anchors and also using patterns like Reframing, Collapse Anchors, Parts Integration, Swish and Fast Phobia cure in a conversation without having to do it as an explicit pattern. In total, every single technique that you learn in uP!withNLP is for you to rise uP! to the level of conversationally programming the neurology

instead of using patterns explicitly all the time, except for the time it demands.

Be the right model to your children – Conversational Programming to grow blissfully as a parent

As a parent, you can program yourself first to become a Model of Excellence to your children by mastering your emotions, behaviours, attitude and spirit because you know children at any age unconsciously learn from parents. So, it is important for you to do whatever that is necessary to be the right model for your children to learn to master their emotions, inculcate the right behaviours and a positive attitude towards life, and have the spirit to grow well. Not only in your role as a parent, even during your roles as a husband, as a wife, as a professional and any other roles that you play, it's important to showcase the emotional mastery that you possess because children model you holistically in all your roles.

For example, an argument at your work place with your subordinate is bothering you when you are at home and you know it's not useful to carry it home. You use the Meta model question like "what has to happen for me to shift my state of mind from office to home now so that my attention is towards my family". When you ask this Meta model question to yourself with full congruence, your state of mind automatically shifts to a useful state of mind for that point of time. Now, you can imagine how good your time will be with your children and family after this shift inside you! When your state of mind shifts, your non-verbal and verbal communication following this shift will be enriched. For example, When you feel you cannot give up a habit or an attitude that you see is affecting your children, use the conversational postulate and ask yourself, "What if I get over this habit". When you ask "what if" to yourself, your brain has already made a shift in you, making you see into the future, you - without that habit. After this shift, when you decide to drop that particular habit, your brain will show you the new direction without that habit. When you do the shifts this way several times, whenever necessary, until your brain programs to make this shift happen automatically next time, your brain also does

“ Program yourself first to become a Model of Excellence to your children by mastering your emotions, behaviors, attitude and spirit because you know children at any age unconsciously learn from parents.”

“ It's important to showcase the emotional mastery that you possess because children model you holistically in all your roles.”

something amazing. It generalises this pattern to other things that are useful for you.

Conversational programming can spin the magic for you to be the best Coach for your child. You can create a deep unconscious drive towards superior values and character in your children. Before I proceed with an example, I am sure you know the NLP pre-supposition called "The meaning of communication is the response you get" which means when you communicate something to your child, he or she understanding what you say is just one form of response and there is another form of response that you can elicit from your communication other than understanding.

“ Conversational programming can spin the magic for you to be the best Coach for your child. You can create a deep unconscious drive towards superior values and character in your children.”

For example, if you want your child to feel confident and not be nervous about his stage performance in school, talk to him about things that would typically make him nervous and when he becomes nervous use a specific gesture in your right hand to anchor that nervous state of mind. Immediately break the state by doing a pattern interrupt. You can quickly shift the topic or push something in front of you so that his attention shifts. Next, talk to him about the things that he is very confident about and his likes. As he is talking, use the same gesture in your left hand and anchor this state of mind. Then, use both the gestures together to collapse the anchors. Do a quick future pacing by asking him about his stage performance. And, when he is talking, use the same gesture that you used to anchor confidence to fire it again repeatedly, leading to making it permanent. To stack it up, give Milton model suggestions and submodalities to amplify the emotion. This is an example of

conversationally programming confidence for the rest of his life. Consider the opposite of this, if you had motivated your child to be confident, he would have definitely understood what you said but he might or might not have been able to demonstrate confidence in a natural way when needed. That is the limit of plain motivation. But, by conversationally programming his unconscious, you are getting the desired response - him being confident on stage.

And the good thing about conversational programming is it's quick and subtle; you can do it without bringing it to the person's awareness. Having said that, you can collapse any emotion, change behaviours, limiting beliefs and install useful beliefs conversationally. For example, when you find your child's companions not good and you want him to find better companions at college because you feel this will help your child build better character and values, get into unconscious rapport and use a metaphor with embedded commands in a quote like, "I met one of my old colleagues in the bank today and we were thrilled to talk about our old office stories on how one of our bosses had to leave the current company and find a better company so that he can grow well in life and you know it was also important for him to realise and find a better company because the current company was not good for his talents. When he realised the need to change the company, he also found a very good one next and I heard from her later that he is very successful now." Ok, what can I get you to eat now?" There are hundreds of ways in which conversationally the shift can be brought in the son's mind and this is one such effective ways of doing it.

Take a moment now to think how, you as a parent, can grow blissfully, making your family a great family by using conversational programming and becoming that fantastic mother or father to your child. Leaving the rest of the thousand areas and possibilities of change for your unconscious to ponder, let me move on sharing about how conversational programming is used well to grow blissfully with your spouse.

Grow together as one – Conversational Programing to grow blissfully as a spouse

Life becomes simply easy and light to live when your relationship with your soulmate is deeper and at its best for you. Have you heard the story of two horses that pull the same chariot? When two horses pull the chariot together, it is natural for the horses to experience their individual difficulties due to the hard weather, other vehicles on the road, etc. and also experience their individual comforts during the journey to their destination. But the horses never forget that they pull the same chariot and they find the best way possible to appreciate and integrate the differences, and use it as strength to reach the destination. And, reading this I said, no wonder they pull the chariot together till the end!

Will knowing what is in your spouse's mind allow you to understand each other deeper and better? Yes and you can know precisely what is in your partner's mind by pacing their reality. Once you pace your partner's reality they are going to feel that you understand them better and you can leverage this moment

to lead them to expand his reality. Once you pace and lead, you can spin the magic to build your relationship even further. For example, when your partner says "My job is going off track and I don't see a clear picture of our future" you can say "So what will it be like when your future is clear?" When you ask this, his brain would make that shift in him to see his future clearly. When you lead him to see a clear future, you can anchor that state using a gesture or a touch. Next time when he feels that way, you can fire the same anchor and slide the anchor again and

“The good thing about conversational programming is it's quick and subtle; you can do it without bringing it to the person's awareness.”

again. Using his submodalities at that point of time and with Milton Model, you can conversationally program his belief from 'our future is going to be a question mark' to believe 'I can build our future.' When your conversation is at this deeper level with your soulmate, imagine the understanding that both of you share. You are not only giving moral support by going into his/her reality but you are also showing him/her the direction for a better life together.

Whenever you have day to day silly fights or irritation with your soulmate, how wonderful will it be if you can conversationally program your unconscious to snap you out from the irritation and silly fights even before getting there, put you in a state of mind that will ignite the most magical moments again and lead your partner into the same. Or when you find your partner feeling irritated use Anchors, Submodalities, Milton Model to program his unconscious to snap him/her out of that state before getting there and put him/her into those magical moments of your life again. When you do this next time, when you are about to get into fights, your unconscious will put in a nice state of mind allowing you to move forward with the next useful thing for life instead of getting into the rut of silly fights leading to irritation and so on. What can these shifts give you ultimately? It gives you the time and attention together to align your dreams and plans for your family and when these are aligned the congruence within the family is automatically built, isn't it?

Again, now the stage is yours. The director who is also the actor on stage has the freedom to modify the scenes here and there anytime, and perform to enjoy the miracles happening as a result of this modification from the deepest layer of the skin and yes, then, how can applause escape your performance then!?

You are still a child to your parents – conversational programming to grow blissfully as a child

No matter how old you are, you are still a child to your parents, isn't it? By now you are equipped enough to understand their perspective by going into their model of the world, even though their generation is different. Let me tell you one magic question you can ask yourself that can start to spin the magic in your relationship with you parents by handling the objections

“ Conversational Programming gives you ability to have the time and attention together to align your dreams and plans for your family and when these are aligned the congruence within the family is automatically built.”

in a way that works for both of you. For example, when a father says “son, listen, singing might be your passion but that cannot build a concrete career for you, so look for a job” before reacting take a moment to pace his reality and ask yourself, what I call the magic question that will put you in the direction of getting FULL support from them for pursuing your passion in life, what has to be true in his mind to think this way? When you ask this question to yourself before attempting to make him understand, you will learn what is going in his mind and then you can conversationally reframe his belief from ‘singing cannot be a concrete career and passion and career as two different things’ to ‘It’s you who is going to make any career concrete; passion and career are one for you’.

Being in unconscious rapport, how do you conversationally reframe these beliefs? The word concrete is a nominalization. It can mean different things to you and your father. After you learn what he means by concrete by asking what do you mean by concrete?, then you can say, “I know singing is not a concrete career unless I make it concrete enough and you know I can” thereby addressing the original concern of what the father meant by concern. As you are doing this you can use two different gestures one indicating ‘singing’ and another indicating ‘a concrete job’, bring both the gestures together integrating singing and a concrete job together for your dad’s map of the world to expand and accept both as one. So, when you know what is missing in his model of the world, you can help him expand his map in a way that your idea also is accepted happily. You can leverage this programming to get his full support for the rest of your life.

You can help your parents also have good health by giving metaphors to stay physically and mentally strong and heal faster. One day my mother had a severe body ache after a long day of teaching in college. I saw her scraping coconut. I told her ‘Mom today I read something about a coconut. The story read though the outer of the coconut is broken to scrape the flesh inside, the quality of the outer is always the strongest and the biology of it is that the flesh of the coconut is so rich inside adding to the strength of its outer.’ This was a minute conversation and the result was she felt lighter. During dinner she said, ‘Though I had to take extra classes, today I am very happy about what I did’. The metaphor not only relieved her from the body ache but also shifted her attention to access the state of mind that will make her feel good.

Kinaesthetic, visual and auditory submodalities or Healer Within can be used widely to manipulate the pain and give a relief even from a normal headache, body ache and so on. Imagine the kind of advantage that you have when you are able to conversationally make your parents happy in simple things also because small drops make a mighty ocean. Possibilities are endless to

“ Possibilities are endless to make home a blissful place for all to love and live. When the way we speak and react is enriched more and more, that’s the door to everything in life.”

make home a blissful place for all to love and live.

When the way we speak and react is enriched more and more, that’s the door to everything in life. With that note, I am eager to read your surprising moments of conversational programming within your family and outside of it as well. I am sure, like me, you are also curious to start and continue the exploration using your ability to conversationally program the unconscious well. Send in your comments to stories@soexcellence.com

ABOUT THE COLUMNIST

Swathi Priya, uPlwithNLP Coach and Master Practitioner, travels with Antano and Harini to all the batches and performs Excellence Installations along with them. She has been wielding her magic and has helped people grow in different aspects of their life like business, career, relationships, health, and finance etc. conversationally. She is also an important contributor to uPl University, a series of online courses to help participants of uPlwithNLP bring NLP to the context of their application, to further integrate NLP into their contexts in various domains.

CONVERSATIONAL PROGRAMMING IN THE FIELD OF EDUCATION



- Dr. Gowri Ramachandran

Good teaching can't happen without student learning. Students are supposed to be the beneficiaries of your communication.

Communication skills are some of the most important skills that you need to succeed in the workplace.

If you want to be an expert communicator, you need to be effective at all points in the communication process and you must be comfortable with different channels of communication – face to face, voice to voice, written and so on.

Getting to say “yes” is easier than you think with this time-tested method for making convincing arguments and persuading students to do what you want.

What is conversational programming?

Conversational Programming is where you give subtle suggestions in a conversation for the listener to engage in a specific activity or suggestions you give that induces a new way of thinking or belief in a person.

In an academic scenario, conversational programming is for changing beliefs and directing the thinking of the students, while they deviate themselves during a lecture session.

First and foremost, give a meaning and purpose to an activity or lecture by setting the frame

Framing means – what is the big picture? What is the reason for the unconscious of the students to be your ally for whatever you are planning to teach next? This can be told with a nice story, with embedded commands.

Metaphors are my all time favourite. It just works.. For example My students for Management PG course attend college from morning 8 am till evening 5.30 pm with short breaks after every two hours. This is a lot more difficult for them, to keep listening to one lecture after another without meddling with their mobiles, laptops etc..

“
A teacher affects eternity; he can never tell where his influence stops.
”

- HENRY ADAMS

In this SET UP, the environment, what makes my lecture interesting?

A simple conversational programming using all the NLP tools, not just language (Verbal and non verbal) but Meta model, Milton Model, Metaphors with Embedded commands, and at times the Swish Pattern has made a whirl of change and brought how I wanted them to be in the class.

How did this magic happen?

One day, out of 60 students, nearly 15 students at the back benches were using their laptops and doing whatever they wanted to do, not listening to the lecture. I started a metaphor “ A friend of mine goes to Satyam theatre and watches movies of her choice and enjoys to the core, and even if some call comes , she hardly give cognizance . The gadget before her is

“ Learning is not a spectator sport. Learning takes place best in an active, not a passive environment.”

insignificant and non-existent, and remains closed till the movie is over.” (It goes on further.... The caveat here ... before I start the metaphor, I paced one or two students and then the rest fall in place)

In a moment, I saw all the 15 students, shut their laptop and next day, NO ONE even brought their laptop to college.

Another case, First day of the session (out of 20 sessions spreading over three months) I set the frame for punctuality. Few girls came late on my first session. I started a metaphor; it is natural and well connected with the subject what I was teaching. “The training in olden days started as Gurukul system. The Guru does so many things during the course of the day and, many things are learnt, by observation. They see, hear and feel the power of various things the Guru does. When

“ As either a speaker or a listener, or as a writer or a reader, you’re responsible for making sure that the message is communicated accurately.”

the Guru asked one of the disciple a few questions, and while he was answering, one guy joined a little late, missed the core concept, and was unable to progress at par with the others. He called that boy and gave him few building blocks and asked him to make a boat. The boy tried his best and found that something was missing. (The foundation plank of the boat is with the Guru) The next day he came early and found the missing foundation plank and realized the importance of it.

The girls who used to come late hitherto, from the second class, continuously started coming ahead of time and it sustained till my last session.

Where I used powerful Parts integration ... In another set of Chartered Accountant students, a batch of 120 students, a few never used to come to Economics and Law classes. One sudden day all of them stormed the class. Those new students made huge noise and my colleague who had handled the class before

me, Dr. PVR sent them out of the class. I entered next and noticed the same behaviour with the set of students. I know that they have been told that attending Accounts and Maths classes are important, and they can afford to miss Economics and Law. I started the metaphor. Before that, I set the framing and I paced a few students, and that too, connected well naturally with the subject “Inflation”. The two horses, Ministry of finance and RBI, control Inflation. One has to communicate with each other and ensure inflation is controlled and growth happens blissfully. The chariot reaches the destination, very safely; they sync in their thinking and understand the goal.

To my surprise, all those naughty students, all of a sudden, stopped talking, and started taking notes of what I lectured and the same silence and full focus and attention continued not only in my sessions but also with other faculties classes.

There are many more instances where absenteeism was controlled just by one metaphor.

The environment, time, the audience, all need to be kept in mind, and metaphors have to come naturally. I have not used the same metaphors for the same context.

Practice ! Practice ! Practice !

Learning is not a spectator sport.

Learning takes place best in an active, not a passive environment.

As either a speaker or a listener, or as a writer or a reader, you’re responsible for making sure that the message is communicated accurately. Pay attention to words and actions, ask questions, and watch body language. These will all help you to ensure that you say what you mean, and hear what is intended.

ABOUT THE COLUMNIST

Dr Gowri Ramachandran, uP!withNLP Master Practitioner, is one of the most sought after Economist and Financial Analyst who is invited by News Channels for Expert opinions. She is also a Financial Advisor and Visiting Faculty for a number of Management colleges and Chartered Accountancy students. She consults for the Hindustan Chamber of Commerce. She has been using Conversational Programming on her students to help them become better learners and grow holistically. Her students created records for the highest pass percentage in Chartered Accountancy and owe the credit to her for having shifted beliefs and made it possible for them to secure high marks in flying colours.

**Virginia Satir**

Virginia Satir pioneered advances in the practice of family therapy that grew outward beyond the world of therapy. She believed that people are capable of continued growth, change and new understanding. Her initial purpose was to improve relationships and communication within the family unit. Ultimately her work, which was internationally recognized, grew to be accepted as applicable to all human communication and growth – within a person, a family, a community or a company. She remained a leading force for human growth and family therapy until her death in 1988.

VIRGINIA'S MODEL OF EXCELLENCE - to spread the magic in your lives and lives of others. The following are some of the hats that she donned on for effective change work conversationally.

1. RESOURCES OF THE WHOLE PERSON

Virginia Satir was one of the few people who Dr. John Grinder and Dr. Richard Bandler modelled in their quest for excellence while developing the field of NLP. One of the unique things they noticed about Virginia is that she operated from the assumption that each person has all the resources he or she needs to function in a healthy manner. In her words: "These resources include the capacity for learning, changing, awareness, compassion, rationality, wisdom, hope, self-acceptance and the acceptance of others, esteem, making good choices, being cooperative, admitting and correcting

FOOD FOR THOUGHT

"We can learn something new anytime we believe we can"

mistakes, asking for what one needs, and having courage to take action."

One of the presuppositions of NLP is that "Every individual has all the resources he/she needs to solve his/her problems." All these resources that Virginia believes that every individual has are predominantly guided by that person's state of mind at that moment. Meaning, we all the ability to learn, change, accept etc. However, what determines whether we do it at that moment or not is our state of mind. What NLP does is teach your brain to access these resourceful states more easily and attach it to situations you desire.

2. CONGRUENCE

Virginia believed that "Congruence offers one an experience of authenticity, an experience of freedom to express one's humanness and one's true self". It's what she calls "Emotional Honesty". The end result of a communication is a desired action. NLP discovered that in any communication, conscious feedback or response accounts for very little of the actual purpose of the communication. We pick up non-verbal feedback or unconscious cues which determine the end result of that communication. We can verbally say something and still not mean it fully, thereby making the communication in that context meaningless. Thus, congruence reflects a harmony between what one says, feels and believes at the same time. A sense of complete congruence is crucial to every communication and is definitely a mandate for Conversational Programming. The most powerful transformations happen when there is complete congruence.

3. COMMUNICATION

Communication is the milieu of relationships. Satir believed that functional communication exists when the speaker clearly and directly requests or states something, when both the receiver and the speaker can

clarify and quantify what they say and when feedback is possible. She describes communication as "a huge umbrella that covers and affects all that goes on between human beings."

NLP went on to describe communication as something more; not just feedback but as a process that has a clear direction and an end result. One of the presuppositions of NLP is "the meaning of communication is the response you get." Understanding, verbal or non-verbal, is not the only form of response in a communication. There are other forms of response like eliciting powerful states, changing beliefs, installing new habits, getting desired behavioural responses and involuntary signals. The end result of any communication is getting the other person to take an action in a way as required. Virginia in her sessions helped highlight the difference between dysfunctional and effective communication for effective change work.

Satir's respect for the individual, her belief in the inherent goodness of people and their potential for growth, and her commitment to individual awareness and expression are unparalleled.

On this note about Virginia's incredible success on filling the spaces between people and transforming their lives, I wonder how some of the hats that we can possibly don can fill the spaces that we might have with people around us. I am also curious to know from you what more can you achieve with all the enlightenment you have now. Write in your comments to stories@soexcellence.com

Source – An article by Ranjani Krishnan based on her understanding of NLP Patterning and research on Virginia Satir.

NLP BLISS



NLP BLISS IS WHERE YOU GET AN IMMEDIATE MEASURABLE CHANGE IN YOUR LIFE WITH THE HELP OF AN NLP BLISS PRACTITIONER IN 90 MINUTES OR LESS.

NLP BLISS launches world's first Bliss Transformation and Community centre at Madhapur, Hyderabad. Initiated and established by Serial Entrepreneur & uP!withNLP Master Practitioner, Deepika Chalasani (extreme left in the photograph), CEO of Fit for Life, this NLP Bliss Centre has been receiving increasing number of clients from the time of its launch on Sunday, 26th Oct 2014. An establishment that can house all the Bliss Practitioners in Hyderabad, this Bliss Centre is located in the heart of the city and is easily accessible. Weight loss, Smoking, Stress, Psoriasis, Bed wetting, Chronic Shoulder Pain are some of the cases that our Bliss Practitioners have worked on in just three days of the opening of the Bliss

Centre. This community is likely to grow and build more awareness on holistic transformations using NLP in the next few months. The centre has successfully brought all the Bliss Practitioners under one roof, to discuss patterns, share their experiences and go uP! the Bliss ladder as quickly as possible. The local upcoming alumni meets of uP!withNLP Practitioners are proposed to happen at this Bliss centre every month.

KUDOS TO DEEPIKA FOR EMBARKING ON THIS INITIATIVE!

NLP Bliss inaugurated at FIT FOR LIFE

— An article by Deepika Chalasani of her views on integrating NLP in Fit for Life.

Fit for Life was conceptualized to make available resources of good health and maintain healthy weight in an integrated manner to clients. At Fit for life, we believe we can help clients lead and sustain a healthy life by transitioning them seamlessly into the required lifestyle.

Just like, for a vehicle to perform at its optimal conditions and utilize its total inherent potential, it has to have a fantastic engine that has to be wired-well, given premium quality fuel and run it on optimal speed. We integrate the neurology, nutrition and fitness areas customized to the client's needs, lifestyle and medical conditions to make them "a super power for a life-time". Change is permanent here.

We, at Fit for life, help clients work on their neurology by using NLP to get them ready for the transition. Familiarity is strongest human instinct and food habits are very close to an individual. Tastes and food habits pass on genetically and develop from the "mother's womb". Hence this stage is very important and NLP plays a keyrole in helping us make this transition easier.

Once they are ready for the change, we use various NLP patterns based on the case to help them start believing that their health goals are achievable. Most clients stop believing it is possible or it is very difficult and they give up. We use NLP patterns like Submodalities for making them visualize their health from a certainty point of view. We use Reframing to help the neurology achieve their ideal weight of the client given their health conditions; the pace at which they are likely to lose weight.

We offer sustainable nutrition to clients, which they readily take-on as they are already programmed well. Once they start losing weight or getting to healthy conditions, we also

recommend fitness regimes that they can take on for a faster result.

Weight loss at Fit for life is acceptable and good only when it is healthy which essentially means, optimal muscle mass and minimal fat percentages as per the client's height. We track the client's parameters on a regular basis to help them get to their ideal parameters as per the WHO standards.

Some of the areas that we cover:

Weight loss as per WHO standards:

Reframing to understand the pace of weight loss along with muscle mass gain and fat loss

Cravings: Cravings are a combination of a nutritional deficiency, carbohydrate shocks and emotional eating:

We give them appropriate nutrition as per the standards. And in case of nutrition issues, we use the "Reframing pattern" and the "Swish pattern" for emotional or binge eating and on any particular food group that is dysfunctional, as appropriate. For example, as per the standards, if the person is required to have 500ml of milk everyday but the person is Lactose Intolerant, then we may use the "Reframing Pattern" to ensure that this concern is addressed and the appropriate diet plan is fulfilled automatically.

Motivated to Exercise:

When body is in a fat storage mode, people are fatigued and lack energy. Yesterday's food defines today's energy levels.

We give them good quality nutrition to give them the required energy and reframe them on the motivation to exercise.

After the phenomenal success in Hyderabad, NLP Bliss Centres are now getting ready for Launch in Pune and Bangalore next month by two of our very own uP!withNLP Practitioners.

NLP Bliss Practitioners are a few select uP!withNLP Practitioners, personally handpicked and extensively coached by the NLP wizards, Antano and Harini. They are trained to

deliver transformations in single one-on-one sessions with clients.

BLISS Practitioners, across different cities, continue to excel and deliver results in a single session. The following is our pick for the most interesting and successful interventions this month.



Intervention 1 – Addiction to unresourceful content on the Internet

**NLP BLISS
PRACTITIONER
Giridhar Gopal,
Bangalore**

Lalit (name changed), a reputed researcher and biologist working in the UAE, suffered from inability to focus at work. He would suddenly take off from work and not be back for 2-3 days. During this time, he said he became lonely and then watched unresourceful movies on the Internet. The urge to watch more such movies was driving him to stay at home and as a result, he was unable to finish his projects on time. He had not received a promotion in 2 years despite being an expert in his field and said he was feeling 'lost'.

Lalit, desperate for a solution, travelled to Bangalore and met with Giridhar for help. After a long conversation and asking the magic question, 'what do you want', Giridhar used Collapse Anchor to collapse the urge to watch such content on the web. He followed it up with Reframing for Focus and Goal setting, and concluded the session with a Parts Integration for Procrastination. Two days later, when he was still in Bangalore, Giridhar got in touch with to see how he was doing. It turns out that he became extremely focused and had charted out his long term goals. He had no urge to watch unresourceful content on the web and was fully motivated to multitask on different projects at the same time.

Today, Lalit is on a roll. He hasn't taken off from work for even a day, his focus is heightened, his projects are becoming a huge success and he has never once gone back to watching anything unresourceful. He is now the man with a mission.

Intervention 2 – Lack of Focus while studying
**NLP BLISS PRACTITIONER
Gayatri Aptekar,
Mumbai**



Brijesh (name changed), a talented child, used to perform exceptionally well in certain subjects but hardly managed to pass other subjects. He claimed that he didn't have the focus in some of these subjects. Gayatri did a little more probing into what he likes and he revealed that

his passion was playing drums. She casually asked him to play his drums, and she was stunned. Brijesh was in profound states of mind played some amazing music. He even went on to create some amazing new compositions too. Gayatri found this to be the perfect chance to anchor his peak state of focus.

After an amazing performance, Gayatri elicited the unresourceful state of mind which he claimed to have while studying and then fired the peak state anchor again. She then played the Alphabet game again in the context of studying and exams. A few days later, Brijesh had his unit tests in which he performed really well in all the subjects.

A recent chat with his mom revealed that Brijesh has been doing very well in school and his music compositions have gone to the next level. He integrates both studying and drums beautifully without giving up on either.

Intervention 3 – Poor decision making and unhappy with life
**NLP BLISS
PRACTITIONER
Parul Diwan,
New Delhi**



Lalitha (name changed), was in the middle of a separation and was going through a difficult phase. She believed that she could never decide on anything and even if she did manage to, she would regret it so much that it would make her so sad. Even something as small as deciding to have pizza or burger she felt was a challenge for her. And unfortunately, there were times she was unhappy with her decision to separate from her husband and times she was happy about it. These shifts were creating a fear of the future, self doubt

and unhappiness. The situation was similar with her professional life as well.

When Parul met Lalitha, she noticed the conflict in her language and first started with some Language Patterns to get her to calm down and completely relax. She then went on to do an explicit Parts Integration followed by a Reframing. She woke up with a glow but told Parul that she felt like she wants to sleep for a few hours.

Three weeks from then, she called Parul and told her, with full happiness, that she was absolutely sure about her separation and that she wanted to keep it that way for her well being as well as of that of her daughters. She had decided not to quit her job and had started making decisions for herself with ease. She was not worried about the future and was rather looking forward to it.

Today, Lalitha is doing extremely well at work. She is on good terms with her husband and is enjoying her life fully.

UNRAVEL

Tickle your brain as you solve this mindboggling puzzle

01

Prerequisite for conversational programming to yield the desired response is _____
SOUUOSNINCC ROATRPP

02

"You are a very brilliant person" is an example of Milton Model
_____ **NIDM DERA**

03

When more than one fact is connected with an "and" followed by a suggestion is an example of
_____ **IIEDLMP SVECATAIU**

04

"I am happy because I am the master of my own life" is an example of _____ Milton Model
UEASC DNA FCTEFE

05

_____ intonation of tone is necessary to deliver an embedded command in your conversation
DDWRAOWN

06

The importance of having your full attention on the outside during a conversation with others is to have _____
OGONNIG KFAECBDE

07

Ongoing feedback is a mandate during any conversation to update your _____ of the other person's current state and response to get the desired response eventually.
PAM FO HET LORDW

08

"Depression", "OCD", "Naughty", "Amazing" are examples of _____
ZNNIOIONMTAALI

09

_____ is also another form of response to your communication
WNE BOSUHRIVAE

10

"There are no unresourceful _____ only unresourceful _____" is an important presupposition in NLP
PEOELP, TSSTAE

UNRAVEL ANSWERS - OCTOBER ISSUE

- | | | | |
|----|-----------------|-----|--------------------|
| 1. | Disassociation | 6. | Leading |
| 2. | Ecology Check | 7. | Know Nothing state |
| 3. | Generalization | 8. | Intensity |
| 4. | Sliding Anchors | 9. | Meta Model |
| 5. | Feedback | 10. | Cause and Effect |

Crack the puzzle! Send in your responses to stories@soexcellence.com and win SOE gifts!

SOCIAL WORK

Social Work efforts at SOE have been in full swing from the time of its incorporation. What started as offering student scholarships has today become a full fledged drive where we work with people with acute and chronic health issues, orphaned children, special children and others to give them the life they desire. These drives are well supported by our alumni and are active across cities like Mumbai, Chennai, Delhi, Hyderabad, Pune and Bangalore. Social Work is an integral part of SOE. Our activities are diverse and spread across, helping individuals in different segments like Defence, Medicine, Education, etc where we work on challenging cases that were considered impossible to deal with, even medically.

We act as catalysts to change because we believe that these transformations can impact the society as a whole. Starting new business ventures, getting over bad habits like drugs and alcoholism, helping women get past abuse and live a new life, helping students get a job and so much more, has been spreading warm smiles.

As we continue to work and spread more smiles, here is our pick for the two social work cases this month.

Sonam (name changed) called Parul around 9:30pm in the night frantic for help. Her husband had just left her for another woman; leaving her alone late at night with an 8 year old daughter. Sonam was raging mad and was contemplating suicide. Parul then knew she had only one secret weapon for change to happen – Conversational Programming. Over the next hour, Parul used her hypnotic voice along with the full force of NLP including the Meta Model and Milton Model Patterns over phone to shift Sonam's states of mind, break her limiting beliefs, give her a new direction to think and so on. The next morning, Sonam called Parul and told her that she slept well the previous night and had decided on what to do next with her husband. Three weeks later, she called Parul again, this time more happy and relieved. She said that she had a face to face conversation with her husband to sort things out; they had decided on mutual separation with the husband supporting the family financially and mo ally. About





“We act as catalysts to change because we believe that these transformations can impact the society as a whole.”

“Our activities are diverse and spread across, helping individuals in different segments like Defence, Medicine, Education, etc where we work on challenging cases that were considered impossible to deal with, even medically.”

a month from then, Sonam went on pursue her PhD and found a job of her interest. Today, she has cleared her preliminary papers for her PhD and her topic has been approved; the bond she shares with her daughter has strengthened and she is doing extremely well in her career. All of this with just the power of Conversational Programming!

Capt Vignesh (name changed) was serving in the Army for over 20 years before he finally decided to quit. His wife was perennially sick and Vignesh was finding it difficult to travel with her after every posting. Vignesh, in the dire state of not knowing what to do next in life and fear of managing his ill-wife, suddenly became bed-ridden and depressed. The doctors at the Army Hospital cleared him of any physical conditions. Giridhar (uP!withNLP Practitioner) met Vignesh, a few weeks back, when he was serving his notice period. He worked with him using Reframing for his health, fear of not getting a job and focus. He then did a parts integration for the fear of managing his wife. In just 4 days, Vignesh rejuvenated himself back to health and started his daily jogging routine. He also admitted his wife to a different hospital for a complete health check up where they changed all her medicines for better. What's amusing is that he has now been offered a job as a consultant with the Armed Forces Engineering Division. His confidence is back doubly and has now requested Giridhar to work with his wife as well.

Curious to know more of our involvement in Social Work?
Do you know someone who might need our help?
Write to us at stories@soexcellence.com



1. SOE has been receiving an increasing number of requests from corporates, colleges and schools for a presentation on what is NLP, how NLP works including Live Demonstrations and how uPwithNLP can help them achieve their goals. Your continuous support has been helping us achieve our mission of transforming one million lives in the coming year. If you have more such questions about uPwithNLP, feel free to request for a presentation or seminar by writing to us at **support@soexcellence.com**
2. NLP Bliss has been seeing powerful changes that appear like miracles happen every day at different transformation centres Pan-India. Our team widely travels to organizations, schools and colleges help people experience these miracles and bring to their awareness of what is possible with NLP. Curious to know more on what NLP Bliss is and how it can help you get what you want? Write to us at **support@soexcellence.com** and request for a presentation.
3. Antano & Harini had recently been to Bologna, Italy for a seminar on "Strategic Thinking using NLP" conducted by Dr. John Grinder, Founder of NLP and Carmen Bostic St Clair, an area of interest for most businesses and corporates.
4. The dates for uPwithNLP have been revised from Jan, 2015. Check out our new calendar at **<http://www.upwithnlp.com/calendar/>**
5. NLP Bliss Transformation Centres are now present in over 20 cities. We understand the need for immediate transformations and therefore, ensure that your appointment is fixed with an Expert Bliss Practitioner in less than 3 days. **Call 1800-3000-2909** to schedule an appointment now
6. Deepika Chalasani, Serial Entrepreneur, has established the world's first NLP Bliss Centre at Madhapur, Hyderabad. Integrated with Deepika's Fit for Life business of Wellness and Good Health, this community centre has been attracting people from all over Hyderabad seeking immediate, measurable changes in their lives. And, our Bliss Practitioners have been successfully delivering these miracles! Are you interested in launching a Bliss Centre in your city? Write to us at **support@soexcellence.com**
7. Interested to receive hardcopies of this magazine every month at your doorstep? Pay only Rs.720 per annum and enjoy reading at your convenience. You can make the payment through cheque or NEFT. Write in your request to **support@soexcellence.com** today.

Copyright © School of Excellence 2014. All Rights Reserved

No part of this magazine or any of its contents may be reproduced, copied, modified or adapted, without the prior written consent of School of Excellence.

Disclaimer: The information and views set out in this magazine are those of the Practitioners and do not necessarily reflect the official opinion of School of Excellence. Written consent has been taken from the Practitioners to publish their stories under their real or a fictitious name, as requested. While every effort has been made to provide accurate and complete information, SOE does not guarantee that there are no errors in the information provided. SOE and its employees, including the Editor, are not liable for any errors, omissions or other inaccuracies disclosed herein. The materials on this magazine are provided for informational and educational purposes only, and do not constitute for medical or any professional advice.

For any feedback, write to **support@soexcellence.com**

Follow Us:



BRING A FRIEND OFFER

uP!withNLP
in the next two weeks
and WIN 5000 SOE reward points

Redeem your SOE Reward Points for Exciting products and more.

**Support us as a Channel Partner
and win SOE Reward point and
other gifts. Interested? Write to us
at support@soexcellence.com**

**Queries? Suggestions? Comments?
Feedback? Feel free to write to us
at stories@soexcellence.com or
call us at 1800-3000-2909**

Copyright © School of Excellence 2014
All Rights Reserved

No part of this magazine or any of its contents may be reproduced, copied, modified or adapted, without the prior written consent of the SOE.

Disclaimer

The information and views set out in this magazine are those of the Practitioners and do not necessarily reflect the official opinion of School of Excellence. Written consent has been taken from the Practitioners to publish their stories under their real or a fictitious name, as requested. While every effort has been made to provide accurate and complete information, SOE does not guarantee that there are no errors in the information provided. SOE and its employees, including the Editor, are not liable for any errors, omissions or other inaccuracies disclosed herein. The materials on this magazine are provided for informational and educational purposes only, and do not constitute for medical or any professional advice.

For any corrections & feedback, write to support@soexcellence.com



Miraculize Your Life™

Grow Blissfully as You Make NLP Work for You
and Succeed on AutoPilot

Thailand • Park Plaza Radisson
7–13 November 2014

New Delhi • The Lalit
1–6 December 2014

Mumbai • The Lalit
8–13 December 2014

Sydney • Radisson Blu Plaza
12–17 January 2015

Chennai • Residency Towers
26–31 January 2015

Bangalore • Le Meridien
2–7 February 2015

Hyderabad • Taj Banjara
9–14 February 2015

Mumbai • The Lalit
23–28 February 2015

New Delhi • The Lalit
6–11 April 2015

Chennai • Residency Towers
20–25 April 2015

Thailand • Park Plaza Radisson
6–12 May 2015

Bangalore • The Lalit
25–30 May 2015

Mumbai • The Lalit
1–6 June 2015

Sydney • Radisson Blu Plaza
15–20 June 2015



Context Specific Modeling of Excellence for everyone
using UnConscious Patterning



Call: 1800 3000 2909