

NLP REVOLUTION

A MONTHLY SOE MAGAZINE

परिवर्तन, उत्कृष्टता, विकास

Transformation, Excellence, Growth

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ANTANO
& HARINI

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 one another. Stories form the blood and nerve of strong professional communities. Shakespeare shaped thinking of mankind for centuries with meaningful fables.

Antano says, in SOE, this is what drives us – extraordinary stories we hear from people. And in this magazine, we have attempted to bring some of these 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 or a 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 the poorly trained practitioners around the world. And, an even bigger gap exists between 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 and who still get the difference between the trails of techniques NLP wizards produced and the actual technology of NLP. And we hope that this magazine sparks a 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, documenting, researching, 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*



RANJANI KRISHNAN



EDITOR'S NOTE

I was confident that uP!withNLP Super Masters would change my life for the best. However, I least expected that the one activity which would shape my life and my thinking would be something I never expected.

Antano and Harini created this beautiful pattern called the 'Star Exercise' which focuses on integrating different aspects of your life. We had to decide on the different roles, around 5-6 important ones, that we would like to integrate by placing stones around us, each stone representing a different role. I noticed that a few people around me had already decided the different roles they would be integrating. However, I had so many roles coming to my head and all of them seemed important to me! I let all of them flow to me, and went ahead to finish the exercise. I don't know what changed, but when I went and stood there I had just 6 roles that I wanted to focus on, in my mind. In fact, I even forgot what the other roles were. I instantly realized that I had just prioritized the different roles I wanted to play, unconsciously: roles that are close to my mind and mean a lot to me.

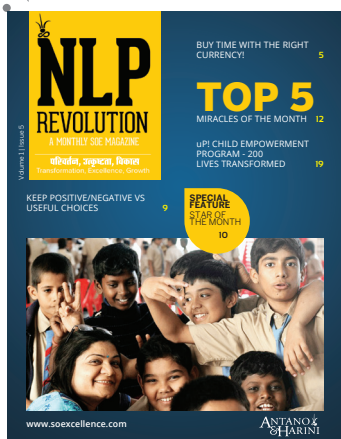
Feeling more empowered, I stepped into each of these roles that I wanted to play, and the realization that dawned on me was so profound. Over a period of time, when the integration began to take place slowly, I realized how each of these roles I played was actually supporting the other roles. For example, I realized that my relationship with my sister was actually contributing to my writing in a lot of ways! And, I had never made that connection till then. Earlier, I saw each of these roles as an individual effort by itself. But this activity brought my attention to how mutually dependent and supportive all these roles in my life could be.

You know what's even more interesting? It struck me that I have so many different values, beliefs, skills and qualities in me. And some of them were unique to certain roles I was playing in my life. The skills and qualities I had as a daughter were different from the skills and qualities I had as an NLP coach. And I also realized at that point, that integrating some of these skills from other roles would shape me as a person. I did just that! I integrated all of this into what we call the 'core', and when I finished this activity, I knew that something in me had changed for good, and I felt 'complete'.

Today, days after Super Masters, everybody around me has been noticing a drastic shift in me. I have new skills and qualities which I can use in any of the roles I want to play. I have more time for everything. And the best part, my life is in complete balance. As one role I play becomes more beautiful, other roles are taking a new turn too! And isn't that what life is all about? Our ability to beautifully merge all the different roles we play without compromising on one or the other? Our ability to utilize some of our great skills and qualities in other roles too? And if all these changes happen, how fulfilling would life be for all of us?

And that is the theme of this month's magazine, 'The beauty of being a unified whole'. As you continue to explore how different aspects of your life are coming together to support you in every endeavour and the blissful impact it is making, how is your life becoming even more beautiful?

Remember, the magic never ends ...



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INSIDE SOE



- Antano Solar John

This is my favourite – when people ask me, ‘How do you have so much time and how do you manage time to write blogs, books, train for 18 days on average, research with impossible challenges, contribute code to the open world, run two successful businesses, continuously mentor hundreds of professionals and yet have all the fun in the world?’

I cheat; I buy more Time, that’s how! And I am going to share with you some ways of doing it:

Five ways to buy time

Yes, there are ways to buy more time. And here are some of the ways:

1. Do things faster

You can buy time with speed!

A) Mental training

I know this sounds obvious. But if you will, just take a moment to consider what you have done today. Did you really do it with full focus? The difference between doing something with full focus and doing something with half-baked focus is the time it takes to complete.

Try this: Turn on a random TV channel with loud volume and read 10 pages of a book. Clock it. Repeat the same in a quiet place with full focus. And clock it. The greatest distraction for most people is not the TV on the outside but the TV on the inside, that is, playing back all the problems, what the boss said, what your friends are doing, and so on. If you can learn to pause this TV on demand (pictures, sounds, and self-talk), I

Buy TIME with the **RIGHT CURRENCY!**

believe your productivity will double, and you will have at least twice as much time as possible in your life.

B) Tools

Consider a young girl trying to fill a water bottle using a tiny irregular shaped tumbler. There are couple of challenges to this than the obvious increased number of repetitions to complete the process: The water may spill and there is extra time spent on cleaning the spilt water on the floor, and so on ... I know it sounds silly; no one does that! Or maybe not! If you look around, you will find so many people using incompatible tools for the task at hand. And you may recognize that immediately, while they may not. Now, think about this; this may be true to you as well. Maybe the tool you are using to do the tasks that are more time-consuming for you looks silly to someone else. Remember, if all that you have is a hammer, every problem will look like a nail. And you may complain about the time it takes to hammer a screw, when you shouldn’t be in the first place.

C) Environment and sustained focus

Every time, you shift your attention and get back to the task at hand, there is always an overhead. For most people, it is measured that to get back into the peak state after an interruption it takes about 15 minutes.

So, let us say you are doing a work for 60 minutes. According to the flow theory, you are at your peak state for 45 minutes if you have zero interruption. What happens if you have 2 interruptions for 2 seconds each? You are at your peak only 14 minutes (Subtract 15 + 15 minutes to get into peak again). So, it appears like you lost only a couple of seconds, but you have actually managed to burn 31 minutes out of 60 minutes into thin air. So, what are your choices? Either learn to fix the environment so that there are no interruptions or learn and practice to get back into flow clean and quick. If you are a New Code NLP-trained practitioner, I highly recommend the Alphabet Game for this.

2. Be ready anywhere – Ubiquity

Just take a log of your week. How many times have you felt bored and remained idle? Were you waiting for someone, something and did nothing during that moment? If time is so precious to you, how come you exchange time for ‘idleness’, ‘boredom’? Most people do so because they are not equipped and prepared to convert any moment into an opportunity to get things done. Here are some of my techniques to keep myself productively engaged even when it appears like I am stuck in the middle of nowhere.



A) Preparation

I am always prepared for the work I want to accomplish. For example, if I have to edit a book I am writing, I ensure that I carry a copy of that book in my bag all the time. This helps me to quickly review it when I am waiting for someone. In fact, I carry with me all the things I want to learn as small snippets, either on phone or hand written texts, which I can read and utilize even when I have 1 minute. I remember when I was in high school, I won a competition called the SALT at the district level. It had to do with memorizing scriptures. And I topped my school. How much time did I spend on it? A lot. How much time did I take away from other activities to spend on it – ZERO! How is that possible? Well, it is because I was well prepared to utilize every moment of boring time. When the teacher is late to the class for 2 minutes, I am reading it. When my mother is on her way to pick me up, I am reading it. When my friends tell me, 'Antano wait for us here, we will be back in 5 minutes', I am reading it. So, technically, I traded time spent on 'waiting' and 'boredom' to top an examination. That's how I learnt C programming. I was helping my parents shift the house from Adyar to Perungudi, and I was in the 6th grade. So, I was an additional worker, not a primary one. There were moments when I had to wait for others. What did I do? I had a notebook which had all the exercises of the chapter I was reading from the book called Let us C by Yashavant Kanetkar. And when I waited for people to come and go, I would solve those exercises, again trading in 'boredom' and 'waiting' to pick a new skill. It could have easily been that I wanted to do something else, I was bored, and I didn't have an interesting set of exercises to solve. But that wasn't the case; I was prepared. The challenge is being prepared to do interesting things in situations that you cannot anticipate ahead of time. It is a skill, one that is worth mastering.

B) Technology

Once I had to wait endlessly in a place for a couple of hours. And the only thing I had with me was my mobile and internet access. Boom, I finished 7 out of 13 things to do. How was that possible? It was possible because all the data I required to do my work were available to me in my

mobile. This sounds simple but it isn't. The challenge for most people when using the cloud is that the data is not current! They have a version in the cloud alright. But it isn't the most updated or relevant version. So, if they complete some work, they have to go back again and update it in another document, sheet, or whatever offline version is available. This has to do primarily with a way of life, where everything you need is current and available on the cloud in your fingertips anytime. A lot of people go to elaborate and tedious ways to set

I traded time spent on 'waiting' and 'boredom' to top an examination

it up. I believe technology has to be non-intrusive, as in it shouldn't take you more time or an extra step to make it synced in the cloud and current. If you can achieve this, you literally will feel like you have 4 times more time because now you can do anything from anywhere and that freedom is just priceless.

Consider a contrast to this. You have decided to respond to 10 emails. And you have this mobile version of email that is not great with search. And you log in and see 2000 emails and 227 unread emails. You are going to spend more time searching for these emails than responding to them. In the situation I mentioned above, one of the tasks I had to do was respond to 6 emails. And I did them in 15 minutes. I logged in. My email was synced with 30 emails in my inbox. And 11 of them were starred. I sorted by the star, picked the 6 out of the 11 that I want to respond. I spent less than 4 seconds in selecting each of the email I wanted to respond. And that night when I went back home, I didn't have to waste time to check again to see if I have responded to all the emails I intended to respond to that day. You will not have that luxury if you didn't have a neat list and instead had to go over hundreds of emails.

The other extreme of this is when people make lists for everything and then they need a list of all these lists, and the lists will be all over the place. My preference is this – the list must be in the same place and in the same context where you are going to do any actionable item (in this case – send an email). What I mean by this is that, if you have a list of emails to send in a paper or the iPhone, it is not the same as having a list of emails within your mailbox. Both are lists. But in one the list is separated from the context or area where the action happens.

You don't have to be an engineer or a programmer, but basic curiosity for tools available and using them can buy you so much time. However, if you fashion yourself saying, 'I am not a tech person', you are at a loss, because this is 2014 and technology-enabled means you are more productive.

3. Do things smarter

As a tech consultant, I was famous for DELETING code. I would reduce 2000-line code to 200 lines of code, and things will magically work. What if you can delete all the nonsense that takes away your time? Here are few ways to do that:

A) Begin at the end

This only means that whatever you are planning to accomplish starts at the last step, not at the first. This will buy you a lot of time as you will trade in time with useless work. For example: Consider this example. You prepare this fantastic product, spend months in production, and you go and show it to your potential customer and what they want is different. What if you did this first instead of doing it after production?

B) Planning for more

Just before you rush into your work, what if 10 minutes can buy you time? What I noticed is that sometimes I can do more in less time with planning. But what I have found fascinating is that most times, you can do more in the same time. What I mean is this – Let's say you have 6 things to do. It may take you 8 hours to do them. But when you plan, knowing you have 10 things to do, you may be surprised that you can actually do them all in the same 8 hours, which means you have just purchased time for

4 more things. At least to me this sounds very strange. If I try to do the 6 things in less than 8 hours, it doesn't happen, but if I fit in more in the same time available, it somehow happens.

Classic example: If you only have to take care of your house, taking care of your house will be a full-time job. Now, you have the same amount of work but you have to also go to office; then somehow you have time for office as well as the same full-time responsibilities at home. Even better, you have a child and you have to go to office and you have the same full-time responsibilities at home. Still you manage to do all of it in the same time. But try this. If you don't have to go to office for a month and if you don't have a child, try to be free for 2-4 hours a day. My bet, you won't be. Somehow, the work at home will take your whole day.

So, one way to buy time is to plan for more. And 10 minutes in the morning everyday can actually help you with that. So, when I plan for more, the additional things I add in are stuff that are important but it is ok if I fail to do them, so that I have lots getting done and yet if it slips it's not a big deal.

C) Purpose

A lot of time 80% of the stuff can be done in 20% of the time and the remaining 20% takes 80% of the time. This is called 'the Pareto's 80-20 principle'. Knowing the purpose of whatever task you are doing may help you dodge this time consuming 20% by coming up with a work around. A lot of time can easily be spent on perfecting aspects of a task or project that does not add up to the overall purpose. Yes, you can buy time with clarity of purpose.

4. Distort time

I had the good fortune of being trained extensively on Karate, Chess, Meditation, and Yoga when I was very young. And each of these has its own ways of inducing altered states for time distortion. These days I use NLP to explore replicating the same and more for everyone else. There are at least 12 different ways of distorting time and duration, and following are a few ways that may be helpful to buy time.

A) Reverse relativity

Sometimes, when you are with an interesting person and you feel that time just flies. And if you are involved in some work that is boring, time seems to pass for eternity! What if you can train your neurology to reverse this? What if all the routine work that you have to do feels like it just got done in a zippy? Some people who do routine work like filling and arranging things in the same fashion every day have mastered this altered state, a state of mind where you have no idea of time passing. To them, it's not a big deal. To you, it feels like a lot of mundane work. If you can master this altered state, you can do all the boring and repetitive work so quickly. Most people waste time thinking about how horrible and useless such repetitive tasks are. But if you have this altered state, you would go in, do it, and come out. It actually saves time! And the other as well! When you are doing interesting stuff, if you can learn to program your neurology to freeze time, to make it feel like this is lasting forever, you will reduce pressure off your head, which in turn will make you feel that there is time for all the creativity and ideas to flow in.

B) Fractionation

Fractionation means you start a job multiple times. Let us assume you have very challenging piece of puzzle to solve. It can be how to make sense of the marketing data or how to arrange a specific product or can be even how to compile a book. And let us say you work on it for 4 hours the first day. And then you work on it for 4 hours the second day. The amount of progress you would have made will be more than what could have been accomplished working 8 hours straight, the same day. This is because your neurology is great at working things outside your conscious awareness and solving puzzles and building connections. So, give your neurology the chance to leverage the full capability of the brain by letting things happen in the background. Now, this does not have to be necessarily one day apart, as long as you have COMPLETE shift of focus and then return to the original task. If it is not a complete shift of attention, then you would be wasting time to get back into flow because you would have not had the benefit of fractionation.

This creates the illusion to your neurology that you have been working on this for a long time and also boosts familiarity, thereby increasing the speed at which you can complete this.

C) Being stingy

When I heard this strategy from Tim Ferris's audio book, The 4 Hour Work Week, I instantly recognized how this single principle has helped me in doubling my results all these years. This technique is simple. When you have a task at hand, estimate how much time you require for it, properly. And then give yourself half the time. Chances are you will hit 90% of completion within half the time, and using the same principle finish the remaining 10% quicker. This is how you buy time by being stingy with it.

5. Evolve your thinking

A) System thinking

I really recommend Peter Senge's The Fifth Discipline on System Thinking. Once you have things working in a specific way over and over again, you may be able to see it as a system and then work towards elegance. What this means is that you can remove elements from the system without affecting its overall delivery. This kind of feeds back into the point we have discussed above – beginning at the end.

B) Creative laziness

This is my favourite. In the bestselling book, Getting Things Done Fast by David Allen, he comments that laziness is his best asset in getting things done quickly. And he further comments on how programmers evolved to structural programming and object orientation because they were lazy to copy and paste. Being creative and lazy to do repeat stuff is cool. I remember maintaining a server, and there was one way to do something and I had to do it 20 times. I did this the first day. The second day I was lazy, so I wrote a program that did this for me and then shared it with others who could use it. And it saved me several hours. When you feel like 'I am lazy to do it this way again', respect it and creatively innovate another way of doing it. In the beginning you may

be paying for that creativity with extra time, but the creativity will buy the time back.

C) Accelerated learning

This is my favourite and the one most people miss. Just because it takes you 2 hours to do a work today does not mean it has to take you 2 hours to do the same or similar one week from now. In fact, if you are learning well and learning on the job, you will have to be able to do it in half the time. So, the attitude to learn continuously at whatever you do can help you learn subtleties that buys time for you. Think about how much time you took to cook some simple dish years ago and how quickly you can do it now. Pouring your heart and soul to learn whatever you are doing well instead of just doing it buys you time in the long run, although initially it may appear like you are wasting time!

HOW MUCH TIME CAN YOU BUY AND WHAT'S THE PROOF?

I took a bunch of people who were trained extremely well on NLP to Thailand for the uP! withNLP Super Masters Program. And I used most of what is mentioned here in addition to other techniques, and we were able to achieve fabulous results. For example, people were able to complete 80% of their fresh book in like 4-6 hours spread over 7 days. This was the deal – during the day, we were learning NLP and preparing for the project of the heart. And in the evening they went and worked on their project in addition to dozen other assignments. It appears unfair; it appears like too less time. But guess what? Every single one of them accomplished what they couldn't do earlier in an entire month. And all the time they had was a few hours before dawn the next day for 7 days! To me that was just the beginning of what is possible. Harini and I have tremendous fun doing this. And this is the only reason for doing Super Masters for us, to push the boundaries of what is possible, beginning with time.

My challenge to you is this. There are so many possible ways to buy time that I have mentioned above. If you even consciously just add one of those techniques to your life, you may notice that

you are easily able to have more time than before.

WHAT ARE YOU GOING TO DO WITH ALL THE EXTRA TIME?

I like to suggest you an activity. What if the act of reading this article is going to shift something inside of you to give you more time? What will you do with all that time?

“Begin at the end - This only means that whatever you are planning to accomplish starts at the last step, not at the first.”

Now, this may happen or may not, but I want you to be prepared for it. I have met many people who have asked for extra time and when they get it, they don't know what to do with it and waste it. And once it's gone, they go like 'Ah, I could have done ...' So, do this with me now. Just for a moment, assume you have all the time in the world, some extra time. And think of it in a way you desire, maybe an additional hour every day, maybe a week off, maybe a month off, or maybe the weekends completely for yourself. Whatever you desire currently, just think for a moment that you have it. I want you to travel with me in your imagination to this space where you have such time for yourself. What are you doing with it? Just take a moment to dream what you are doing with it! Are you playing with your children? Are you writing a book? Are you starting a new project? Are you becoming more fit? How are you enjoying that time?

In NLP, we call this 'setting a direction'. Make sure you see yourself in that picture. Go into as deep state as you know or just clear your mind, empty your thoughts, and hold that dream for a moment. Just long enough for you to feel that the dream is real because I bet your neurology already knows how to make it happen for you.

If you are properly trained on NLP, I also recommend you use submodalities and/or anchors to strengthen the surety and intensity of this feeling.

Do write to me what you are doing with all the time!

I dedicate this article to my father John Berckman Curus Michael (late). When I was in my 8th standard, enjoying my summer holidays, I went to Vizag to meet him. And he introduced me to his friend who accepted me as an intern in his IT venture. My father dropped me in the morning and came to pick me up in the evening. There were a bunch of senior programmers around me deeply surprised and curious to know more about TSRs. And I was showing them how it was done. When we returned home, my father was pretty convinced (rightly so) that I must have put in a lot of dedication to be able to reach such mastery in a short while. But what scared him was this question: What was I compromising to make time for all this? It turned out, as I share in this article, that I actually just created more time out of nothing. I hope if he were to read this, it would at least partly satisfy his concern of how I made time for the things I did. Perhaps he may recognize those arcs that I have borrowed from him with stealth!

Source – An article from the public blog of Antano Solar John written on July 7, 2014 – www.antosolar.com

■ 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.



POSITIVE/NEGATIVE Vs USEFUL CHOICES

- Harini Ramachandran

When we ask cold groups, "How do you think NLP can help you?", one response we always get from the group is, "NLP helps you become a Positive person and overcome Negative emotions."

With so many theories around positivity, positive emotions, and negative emotions, I can't but wonder about this useless farce of labelling certain emotions 'positive' and certain emotions 'negative'!

Most of you easily classify hardwork, happiness, calmness, etc., to be positive emotions and anger, laziness, and procrastination to be negative emotions.

Consider this: A man who generally has trouble watching his wallet is out on a social evening and has got a couple of drinks down. Isn't it useful for him to procrastinate another drink or be just plain lazy to have one more?

Some of the best programmers in the world who have contributed majorly to the open source world developing some amazing stuff on the computer attribute their success mainly to Laziness! One, they write programs for stuff that they're lazy to do. And Two, it allows them to stay away from writing monotonous, repetitive code. In fact, I know an erstwhile Chief Technology Officer (Read Antano) who would look at code that his team would write and delete tons and tons of lines. Long repetitive code is any programmer's nightmare!

We had a client who came for NLP Bliss session and said "My life is boring. I'm depressed. Everything is terrible. I don't want to live anymore. I am going to kill myself and die". And to my surprise, I

watched Antano get red-Angry and say, "Then get out of here and die. Don't waste my time." And instantly the client got angry too and said, "How can you say that to me? Do you know of things I can accomplish if I live? I have a family, I have a little daughter ... I want them to be happy." And at that moment, I noticed him quickly anchor this state. Anger – in this context, was it 'negative' or was it a useful state used, to provoke the client into a more useful state? From being depressed, the client suddenly started to justify why he wants to live!

The skill here is Antano can really get angry by choice just for a few seconds and instantly lead to any other emotion of happiness, joy, and calmness and take the client with him. The art lies in the dance of states. The choice to move across to what is useful without getting drowned in it!

The next few moments I noticed Antano and the client happily discussing how wonderful the gift of life is ...

What would happen if anger was taken away permanently from you? You'd be a boring machine that'd smile or be calm for everything!

I know some of us get overly angry!

Someone who gets overly angry and someone who never ever gets angry in my opinion are not very different from each other. They both don't have the choice of how angry or how calm they can be. It's like someone else, and not their brain, controls these emotions for them.

What we really want is *Choice*!

Ask yourself: Do you have the flexibility to wear on any emotion and shift immediately into another one on-demand?

Do you have the flexibility to be angry and snap out of it and get into another state of your choice in split seconds?

Are you driving your brain or are you always saying stuff like "My boss makes me angry", "She drives me mad", "I am stressed because my work is hectic", "My health suffers because my daughter does not study"?

Do you WANT to Master your own emotions? Then what stops you from going up! with NLP, learning, and mastering the art of flexibility and the dance of states?

Bring in new value, new meaning, discover yourself, and be sorted now, fully!

Source – An article from the public blog of Harini Ramachandran written on November 27, 2012 – www.hariniramachandran.com

■ 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

★ STAR OF THE MONTH

Rahul Nambiar launched his first independent music Album 'Trash' and receives international viewership.

Rahul Nambiar, an uP!withNLP practitioner, popular playback singer, and live performer released his first album 'Trash', which consists of a single in four different languages – Tamil, Telugu, Malayalam, and Hindi. Rahul has acted, composed, sung, and programmed the music for each of these songs separately in less than 6 months. Despite having worked on it for the last one and a half years, Rahul had not made this kind of a leap in terms of the final outcome. This album is one of its kinds from the music industry, as it has seen Rahul in multiple roles as actor, composer, singer, director, script writer, producer, lyricist, editor, and much more. It is a big hit today and has been gaining international attention since its release. It also marks Rahul's launch as an independent and complete musician in the industry and not just a playback singer. For the first time, this album has been widely broadcast even on television channels and has been receiving enormous viewership.





A NEW DIRECTION. A NEW HOPE.

Rahul says, "I am generally a future looking and ambitious person. I make sure that I don't get stuck into anything for too long. I am always seeking out for something better. When I came for uPlwithNLP, I was looking out for some positivity. I was going through a very turbulent time in personal life and even on the professional front, things were a little tough. Though I was working on the video, edits were not happening; I was just spending too much time and money and that was not helping me accomplish my goal. Also, I was working on it by myself. There were no deadlines and I used to, at times, procrastinate endlessly. I was not clear how to proceed and I felt stuck."

Singer Megha (Harini Ramachandran) had mentioned to Rahul about uPlwithNLP and Excellence Installations sometime back. And he recognized that experiencing Excellence Installations and its sustaining effects would make a world of difference for him. He says, "It was very important for me. So I gave myself that time. I took 6 days off and had my full focus and attention only there. And today, when I look back, I am so happy I made that decision."

WHOLESOME TRANSFORMATION

One of the biggest transformations that happened for Rahul during uPlwithNLP is what he calls the ability to look at things with a different perspective. Rahul has his own studio where he was trying to compose his album 'Trash' for over a year and a half, including the concept for the song! After uPlwithNLP, he started looking at things not just in the present or the future, but also things from the past, picking up everything which might be useful. When he did this for the album, he realized that he had been doing a lot of good work that he could have actually used before and that it just needed to be steered in the right direction! He says, "Right after I did that, I felt enthusiastic and I got a new perspective, a perspective I didn't have before."

Rahul, an avid reader, found everything happening at uPlwithNLP very interesting and building his curiosity. He says, "During the first few days of uPlwithNLP session I

was comparing everything I learnt to things I already knew. But somewhere after the third day, things changed. I was a different person. I stopped comparing. I started learning. And that learning has been very profound."

Another NLP technique that made a significant impact in Rahul's life is 'NLP Modelling'. NLP Modelling focuses on taking a second position with an artist (a genius preferably) and then acquiring the sequence of different states of mind that is boosting their performance. At uPlwithNLP, Rahul learnt what will skyrocket his career and what will take him to the next level. Earlier, Rahul used to observe people perform and he would sing along with them without giving himself a chance to explore what it would be like to have those skills for himself. At uPlwithNLP, he noticed that other participants around him were modelling Harini along with him, just allowing themselves to be her as she performed onstage, and they modelled her without consciously analysing and just effortlessly sang along. He continued to do the same and to his surprise, he realized that there are so many peak states he can acquire and use it on demand in his singing. Now, he models other singers completely; he models the notes, styles, energy, delivery, and even the little nuances in their singing, becoming that person fully. How has this helped him, you wonder? He is able to sing every song with much more ease because now he has access to more profound states of mind; he has access to more resourceful physiology. He says, "I feel the song better and when I feel it, it's so natural. The song flows out naturally and it is just brilliant."

Right after the course, Rahul felt tremendous transformations happening within him. He noticed that in his conversations with people, what he said, mattered a lot. People were automatically paying more attention to him. It was not what he said but also how he said it that made the difference; his tone, his gestures, his congruence, his beliefs and more, all of it made a difference to his communication. Rahul became a better influencer.

One of the significant changes that happened to him was the clarity and focus that he developed after uPlwithNLP. If he finds himself stuck or getting into an unresourceful state, he asks himself just one question, "What do I want?" and that automatically

gives him futuristic positive picture. Earlier, he used to go on "why" loop, but now he gives himself the flexibility and the choice to choose any of the resourceful emotions he wants, on demand! And this ability has been a big boon for him professionally. Going on this 'why' loop was, earlier, at times hindering his creativity. The "What do I want?" question has magically transformed all of this for him. There are times while singing where he might find himself enjoying the song and doing a great job but might feel the need to improvise the song and add the Rahul touch to it. During times like this, he goes back to a time when he has completely enjoyed singing a song, brings back with him those states of mind and physiology, and then sings with full joy without an iota of doubt. He says, "This is so effective! It gives me so much confidence; I feel the song fully and I sing it with so much joy! And, the satisfaction is priceless!"

Rahul has had quite a few live performances in the last couple of months, amidst his busy schedule! What's interesting is that Rahul was a very different person on the stage there. He says, "It was a huge audience. But there was a lot of difference in the way I interacted. I was just so energized! I was able to keep my crowd engaged for the entire time! It was a lovely gig!"

He says, "I don't know what specifically about my personality changed but right after the course I met people, people who genuinely wanted to help me with my album and friends who helped me with contacts and sponsors for the launch, and more. There was and there is never a day when it looks bad. It put me on a gear and accelerated my speed to success! This magic happened at uPlwithNLP – the miracles that I experienced there is impacting and spreading to other aspects of my life."

THE DIFFERENCE THAT MADE THE DIFFERENCE

He says, "Clarity in life! This has been the most powerful transformation for me personally. Most people think they are very clear but they are not. Thankfully, I had that realization and it changed for me."

How many goals have you accomplished with Success on Autopilot? What is your star story? Write to us at stories@soexcellence.com

TOP 5 MIRACLES THIS MONTH

uP!
withNLP

Miraculization at uP!withNLP transforms not just one aspect of an individual's life but has a holistic effect; it impacts multiple areas of their life – business, health, finance, and so on. And what's even more amazing is that these miracles also impact people around them; it enhances their relationships, and most importantly, there is so much happiness that spreads. It's what we call 'a ripple effect'. Here are some miracles from uP!withNLP that are now creating the ripple effect in them.

1

TRAVELLED 1500 KMS BY CAR AFTER GETTING RID OF CHRONIC BACKACHE

Raghesh, a dynamic businessman, was suffering from backache for almost 9 months. Being a frequent and avid traveller, this backache was hampering his physical health, and more importantly, he would lose opportunities coming his way. Since it involved long travels, he would think twice before committing to meet a client by which time he may have lost a good chance to scale up his business. Despite having clearly charted out his goals, the rate and speed at which he was accomplishing them was quite slow.

At uP!withNLP, Raghesh realized that getting over this single problem would drastically improve his life. He used the 'Reframing' pattern to permanently relieve himself of backache and he succeeded! Right from the next day, the intensity of the pain decreased, and he was able to sit through the remaining days of uP!withNLP comfortably, giving his full focus and attention. He took necessary conscious action, like using heat plasters, to relieve himself of pain further. It has been over a month since then, and Raghesh says that the quality of his professional life has improved manifold. His focus and attention has heightened; he travels with ease, feels peaceful, and is on the right path and speed to meeting his goals. He says, "In the last 5 days, I have travelled 1500 kms by car and I drove completely by myself. What a lovely journey. It was absolute bliss; this was something I couldn't dream of doing earlier. I feel empowered."

2

NEW PROJECT! NEW ROLES AND RESPONSIBILITIES AFTER 3 LONG YEARS

Latha, working with a leading IT company, was involved in a project for over 3 years that she didn't enjoy. She had no interest in that job and tried to quit it multiple times, but there were other challenges that were holding her back. As a result, she used to be quite tensed and have emotional outburst at times. She says, "I was not happy and peaceful from inside. My parents were very worried about me." She felt that there was too much pressure for her to handle. There were other opportunities around her, and yet, she didn't know how to make full use of them.

On the last day of uP!withNLP, having witnessed all the transformations that were happening, she suddenly decided that it was time to work on this. A single intervention of 'Reframing' did all the magic for her. After going back to her job, things changed. She was able to work without much stress though she did not like her job. Still it didn't affect or take a toll on her health. She started exploring other things that interested her. About a month later, she was surprised to find out that she had been moved into a new project, one that she was looking forward to for a very long time. She is currently having a lovely family vacation before joining the new role. She says, "I am so excited. It's going to be a challenging role but I am super confident. I feel relieved and I am at peace. For 3 years I was stuck doing something I did not like, and after uP!withNLP, I don't know what shifted about me, but this new role has come way. The way people respond to me now has shifted. It's like something is new from deep within, yet I can't point fingers at what specifically." Her new role involves a lot of interaction with external clients and she is looking at this as a chance to improve her Conversational Programming skills, as well. Taking up this role is getting her a lot closer to her goals, and she is really looking forward to it. Her parents are happy and are at peace now.

3

MOST SOUGHT AFTER PROFESSOR IN COLLEGE NOW, AFTER GETTING RID OF ANGER AND TEMPER

Prakash (name changed), Professor-cum-Researcher, had some inhibition and coldness while talking to people. Being a professor, this had a tremendous impact on his relationships with his students, peers, and superiors at work. Moreover, he used to get extremely angry or have sudden emotional outbursts. Comments and chiding remarks used to drive him crazy, and he would react instantly. Despite wanting to help his students perform better, guide them with research projects, and help them grow holistically, he was unable to do so because of the difficulty to maintain a consistent good relationship.

At uP!withNLP, while Antano was demonstrating the 'Collapse Anchor' for anger, incidentally, Prakash realized how getting over anger would be beneficial for him. So he used the Collapse Anchor pattern, and since then, Prakash's life has been a blissful journey. He says, "I feel calm and I am not disturbed by other people's comments. I am not carrying that burden anymore. I realized it's a waste of time. I have started focusing my attention on what's important to me now." Since Prakash has learnt to do all of this, his relationships have improved tremendously. His students and also students from other departments have been approaching him, seeking his help academically and personally. Interestingly, Prakash has been working with students for a number of issues like smoking, interview fears, confidence, anxiety, etc. His communication has improved; he talks spontaneously with people without any inhibitions. He handles stressful situations with ease; he takes up more responsibilities and is a better influencer. Prakash has recently been offered the role of HOD, and is looking forward to it with full enthusiasm.

4

FEELING OF LIBERATION AFTER GETTING RID OF FEAR OF SNAKES

Veena (name changed) had an extreme fear of snakes so much so that even if she saw them on TV she would start crying. There were times when she had fainted by seeing snakes in real. She became obsessed with snakes all the time, worrying that they would suddenly sneak in from somewhere and harm her, and this fear of snakes was hampering her productivity. Her sleep patterns were also getting disturbed as she had snakes in her dreams; she would wake up with her heart pounding and sweating, and would find it very difficult to go back to sleep. She had some memories associated with snakes in the past, when she was a child, and that was still haunting her.

At uP!withNLP, she used the 'Fast Phobia Cure' pattern to get rid of the memories as well as the fear. During the pattern, there was a time when Veena had a little smile on her face and she said, "I feel so proud of myself. I can't believe that I was scared of this small creature." While future pacing, she also said, "I own myself. I am in control of my emotions and that feels so powerful and liberating." When we showed her pictures and videos of snake the next day, Veena remained unperturbed. She looked at it and continued the conversation with others. She had slept very well the previous night and her full focus and attention was on Antano and Harini, with no thought about snakes. She aspires to become a Corporate Trainer and a better Influencer, and is charting out her path to success now.

5

APPRECIATING LITTLE THINGS IN LIFE BECAUSE OF IMPROVED TIME MANAGEMENT

Jagan (name changed), a dentist, felt that he was disorganized in life; things were haphazard, and he had difficulty managing his time. As a result, he realized that he was, most times, not able to spend enough time at home or at work – one would always take over and the other would be left behind. This would put him in a bad mood which would sometimes reflect in his conversation with his wife. Jagan, also a trainer, felt that his trainings lacked a little special something which could otherwise make it very effective.

Interestingly, Jagan didn't use an explicit pattern to get organized. However, right after uP!withNLP, he noticed that he started managing his time better and was getting organized; he didn't waste as much time as before. He found himself beautifully finding his way through work and family without giving up on either. He says, "There is just so much change. I feel so happy and I am in a good mood always. I am able to enjoy and appreciate little things in life. More importantly, I am able to spend quality time with my wife." He also says, "The quality of my communication with everybody around me has improved drastically. My training delivery has become a notch better and the effectiveness of my trainings has definitely improved. I am now touching the lives of others and I feel so accomplished."

"How has your life exponentially changed as a result of the installations at uP!withNLP? Share your stories with us at stories@soexcellence.com"

The Beauty *of* **GENERATIVE CHANGES**





1. GETTING OVER SELF-DOUBT LED TO A JOURNEY OF RE-EXPLORATION

The behavior

Vaishali had a lot of resistance to every activity that she would want to take up and had constant self-doubts, personally and professionally. She would ask herself questions like Can I? Should I? Will I be able to? and so on. Also, she had specific beliefs about people around her, like "X is bad," "Y does not like me," "Z cannot do it," etc.

The consequence

These beliefs combined with her limiting self-doubts were affecting her relationships with people around her; it was becoming strained, and life was very stressful. There was lot of bitterness and the burden of carrying it back home made her irritable and angry.

The change

At uP!withNLP, she used the 'Reframing' pattern to work on this one issue of self-doubt.

The meaning of this change in Vaishali's life

All this has changed her life completely. Since then, not only have her relationships with people improved, but she has more time for herself now. You might be wondering how this miracle happened to her. And this is how – Vaishali, now, takes a moment to understand the other person's perspective without being judgemental or having preconceived notions or beliefs about them. This has changed the way people respond to her and things are more pleasant. Also, getting over self-doubts and resistance, and being able to accomplish tasks more easily has boosted her confidence so much more.

As her professional life continues to be a blissful journey, her personal life automatically became blissful too. She was not getting irritated or angry, the quality of her personal relationships improved in leaps and bounds, and on the whole, she is now able to concentrate better. She also got over some minor health issues in this process. More importantly, she says, "My professional and personal lives are

not affecting each other; instead they are complimenting each other. And that is such a relief."

With Vaishali feeling so relaxed and happy, she has now started re-exploring her passion and has gone back to indulge herself in art, quilling, and other crafts that she enjoys doing. She has the time to do everything she wants and is extremely happy with her life. She says, "Somewhere in this journey of life, I had lost myself. Thanks to uP!withNLP, I have now gained myself back in a better way!"

2. AN "APPROACHABLE LEADER" EVOLVES AFTER SAYING BYE TO ANGER

The behavior

Binaya, working with an IT giant, had to lead and manage a big team as a part of his major job responsibility. However, Binaya had low tolerance for imperfection, time delays, failures, and dishonesty. He would get extremely angry and would react very badly with the other person.

The consequence

His team members were scared to approach him to even ask for a clarification. This was affecting his performance at work as an individual and also his team as a whole. Communication was usually incomplete with a lot of omissions, and there was too much pressure to handle. This was also reflecting in Binaya's communication and relationship with his family. He would be impatient with his children and his wife, most times frustrated about things happening at work.

The change

At uP!withNLP, Binaya used the 'Collapse Anchor' pattern for anger.

The meaning of this change in Binaya's life

He wanted to be calmer in such situations; he wanted to respond and not react. And the magic did happen. Since then, Binaya's professional life has skyrocketed. He is calm in situations which would have otherwise made him angry, and what's amazing is that he takes a minute to understand what must be true in their mind for them to behave this way. And after that, he uses Conversational Programming to help

the person overcome such behaviour or break their limiting beliefs and help them realize what they could have done better and gets them to do it efficiently. As a result of this, his bonding with the team has strengthened. Binaya comes across as an "approachable leader", thereby making it easier for him to get work done. Communication is more focused and clear, and the overall productivity has improved. Interestingly, Binaya uses NLP techniques on his team members to help them with their issues. The entire workplace dynamics have completely changed for him.

As a result of all this, he is more relaxed and calm at home too. He spends quality time with his family now. He takes a whole new perspective while dealing with his children which has strengthened that bond too. He says, "There is a balance in everything I do. My approach to everything I do is different now."

Somewhere in this journey of life, I had lost myself. Thanks to uP!withNLP, I have now gained myself back in a better way!"

His biggest takeaway from uP!withNLP, he says, "Earlier, I was following the other person's emotions and it used to affect me. Now, I follow my emotions. I can change to resourceful emotions quickly and I make them follow me. It's a blessing."

3. IDEAL INTEGRATION BETWEEN PERSONAL AND PROFESSIONAL LIVES AS A RESULT OF BETTER FOCUS AND CLARITY

The behavior

Madhusudhan, a young, enterprising entrepreneur, had difficulty expressing his ideas and thoughts, personally and professionally, because he didn't have sufficient clarity and focus.

The consequence

This particular problem was resulting in difficult communication, and the work culture that he wanted for his organization looked like a far-off dream. He was disorganized and could not make time for everything he wanted to do. Despite wanting to scale up his business, these factors were limiting the speed at which he could grow. This was creating a lot of pressure and he was generally becoming tensed even at home. He felt like he had no time for self.

The change

During uP!withNLP, he realized that working on his clarity and focus, using the 'Reframing' pattern, would change a lot for him.

The meaning of this transformation in Madhusudhan's life

True to that, his life has now changed for good. Since then, Madhusudhan has become so much more effective. His communication with his employees has become focused and clear, yielding better results for this business. He sets concise and concrete goals by eliciting the support of all the stakeholders. And, he handles pressure very elegantly, without getting bogged down. Interestingly, his personal life has gone uP! to the next level because of this. He manages his time beautifully between his business, family, and personal time. He finds time to go to the gym, learn Tabla, and follow his heart to become a director for short films. He allocates time everyday to write scripts and is expecting to direct



Earlier I thought I was always occupied and I had no time. But it's not so. I have a lot of time and I am doing everything that I love. This is what I call ideal integration."

his first film in the next two months. He says, "I feel so content. This is fulfilling." As a result of all this, his relationships with family and friends have enriched.

He says, "Earlier I thought I was always occupied and I had no time. But it's not so. I have a lot of time and I am doing everything that I love. This is what I call ideal integration."

4. SLEEP PATTERNS SUPPORT CA STUDENT'S ORGANIZED SCHEDULE

The behaviour

Mayank, a Chartered Accountant student, would make a conscious effort everyday to sleep for 8 hours and get up fresh every morning, to exercise, to study, and to do everything that according to a clearly laid-out plan.

The consequence

However, he would end up sleeping for much longer and when he finally wakes up, he would feel so guilty and it would leave him frustrated. As a result, he couldn't manage his time well and his focus was an issue. He knew that there was scope for a lot of improvement but didn't know the way to go about it.

The change

With CA final exams in 6 months, Mayank realized that he had to change his sleeping habits, and so he used the 'Reframing' pattern at uP!withNLP.

The Meaning of this change in Mayank's life

Right from the next day, he realized that despite sleeping for just 6 hours, he felt was very alert and fresh. His focus and attention span improved even more, and more importantly, he felt inspired. There was a sudden drive in him to do things that he wants to do, consistently. He reviewed his goals and made a strict schedule that he still adheres to it. He manages his time beautifully between exercise, studying, learning guitar, reading books, nutrition, family, and sleep every day. He says, "My schedule is like a ritual that I follow but it makes me feel good. I don't feel like giving excuses and that is amazing." Also, his relationships with people around him have started to flourish as his communication skills have gone uP! to the next level. He says, "Even in the shortest of conversations, I convey my point precisely with a lot of conviction. People come up to me now voluntarily and ask me for opinions or suggestions."

How has your life exponentially changed as a result of the installations at uP!withNLP? Share your stories with us at stories@soexcellence.com



The Story Of BEING A UNIFIED Whole



Sometimes, things that appear completely different and not connected can also compliment each other. A lot of people think about balance between the different things they do, but what about also making different things you do support each other? uP!withNLP SuperMasters revolves around integrating different aspects of your life as a whole. Installations for this happen right from the first day. Some of the explicit activities that we do, amplify this integration, making them strong and collaborative from within. Following are stories of how what may appear as two 'competing activities' could actually be helping and benefitting from each other. In this sense, doing both or all of it helps doing more of each of it.

1 "OPENING A SCHOOL WILL RESULT IN COMPLETE HARMONY BETWEEN THE DIFFERENT ROLES IN MY LIFE" – PRIYANKA

When Priyanka first walked into the hall of The Lalit hotel at Delhi for the uP!withNLP, she knew that her life was going to change for good. At uP!withNLP, Priyanka went through some intense transformations. And as days passed by, she noticed that these changes were snowballing into something bigger and deeper. She wanted to bring together the different roles – like being a daughter, a sister, a friend, an employee, and a colleague – to help her grow as an individual and to accomplish her goals in life, and so, recently she joined us at the uP!withNLP SuperMasters in Thailand.

At Super Masters, Priyanka continued to be awed with everything that was happening. Her 'Project of the Heart' was to open a school for children, including special children, as a social cause. Initially, she was a little frayed and edgy, wondering if this was possible and questioning if this was what she wanted in the long term. She took up the 'Star exercise', unconsciously picking up roles that were important to her, in the context of her project. After the exercise, she realized how this project was supporting every responsibility and role that she was playing and vice-versa. The process of exploring 'Spontaneously Occurring Metaphors' and using them to support her integration made her feel more confident about her journey ahead. As a daughter, she felt deeply about taking care of her parents and supporting them in every way possible. She wanted the best for them and secure their future, and this project was serving that purpose. Incidentally, her mother is a school teacher and she realized how her mother can offer her expertise for the success of this project. Her father, in the construction business, could help her with procuring a land for the school and help with other aspects. The project and the roles were beautifully complementing each other.

Similarly, as a friend, she saw how her friends could support her in this cause, build the reputation for the school, help spread word, and improve the school's social brand image. This would in turn enable her to contribute more to the society, help her friends and their children with quality education, and on the whole, build a more nurturing relationship. Other roles that she plays like sister, colleague,



THE STORY OF BEING A UNIFIED WHOLE

etc., are supporting her project, contributing and receiving from each other ideally. On the whole, this harmony between her goal and the different roles, she says, gives her a lot of confidence, a sense of independence, and an honourable social standing – her very identity.

She says, “This is what I want from life and vice-versa.” As she continues to execute her project, she believes that the quality of her life will improve. And when that happens, she will be able to give back even more to each of these relationships and they will continue to prosper. She says, “This will be ideal integration and the process has already started. I am super excited; everything feels complete and together. I am confident that this will stay a lifetime.”

2. “PUBLISHING MY FIRST BOOK WILL BRING TOGETHER MY PERSONAL AND PROFESSIONAL GOALS” – RAJESH

One of the major changes that happened for Rajesh after uPlwithNLP is that he mustered the courage and confidence to quit his job with a reputed manufacturing company to follow his passion of being an Executive Coach. Rajesh’s dream is to become a coach, particularly for the youth segment in the age group of 12–20 years to help them with self-awareness and identify what they want in life.

Interestingly, at uPlwithNLP Super Masters, his ‘Project of the Heart’ was to write a book. And in those 7 days, amidst all the other assignments, he laid out the structure for the book and finished the first 4 chapters too. The title of the book is “This is for you”. One of the activities that helped him in this project was ‘Time Distortion’. Antano and Harini engaged the participants in activities where you can program your neurology to slow time for activities that you enjoy doing and vice-versa. And activities like ‘Perceptual Positions’ helped him take the position of a reader and a critic to fine tune his writing and focus on the specifics that was needed.

It was amazing to see how writing a book was supporting his professional goal. The name for his youth program is the same as the title of the book, “This is for you”. And, that’s only the first level of integration. As he

continued to explore more with ‘Metaphors’, he realized that this book would establish his identity as a coach. It gave him a clear path to tread on, professionally, more strategies and showed him how they were all interlinked. He could establish himself as a writer, while coaching and vice-versa. Such beautiful synchronization!

On the personal front, Rajesh, as a father of two boys, has been engaging himself in “Bal Satsangs” where he tells stories to kids that interest them and also teaches moral values. These sessions give him more ideas for his books; help him identify what kids want, how they think, and a whole new perspective to how conduct his coaching sessions. It also helps strengthen his bond with his children and make new friends. As this happens, he feels he will be able to give more to his family and spend quality time with them.

He says, “There is a complete harmony between what I want to do and what I am doing. I feel so motivated.” Now, he sees all of this as a “wheel with spokes”, and each of those spokes supports one another in moving the wheel forward. As his professional goals come together and are meeting his personal goals too, the entire integration process is making a positive difference, a difference for him, for his family, for his profession, and for the society as a whole.

3. “I WILL GIVE BACK MY FULLEST TO EVERY RELATIONSHIP WHEN I BECOME THIS SUCCESSFUL ENTREPRENEUR” – MEERA

Meera, an uPlwithNLP practitioner and coach, was excited about Super Masters and is looking forward to exploring her goals even further. Personally, for Meera, the ‘Star exercise’, a pattern created by Antano and Harini, was an eye opener and the most powerful NLP pattern that she had experienced till date. During the pattern, unconsciously, there was a lot of conflict resolution happening between the different roles that she plays within her family as she realized how they were supporting and contributing to one another. She instantly felt more calm and peaceful, and as she integrated different roles, her identity

became more solid. She says, “After the star exercise, I felt a new strength of existence.”

During the ‘Project of the Heart’, Meera realized that her dream of being an entrepreneur was finally coming true. She wanted to start her health food-catering business, “Diet Deli”, which will focus on supplying healthy breakfast and lunch for people with health issues like diabetes and high blood pressure. She says, “It is an environmental-friendly project where I will be using eco-friendly products, offer jobs to the underprivileged, and contribute to the development of the community in general.”

Going forward, she says, “I know that there might small hiccups along the way but I also know that completion of this project is the eventual reality. I am confident that I will make this happen successfully.” She has been trying to convince her father about this project for a long time but did not succeed. However, after Super Masters, she convinced her father about this project and explicitly got his support on this. Her dad, being an entrepreneur himself and having succeeded in this business, can now guide her through the process avoiding any unlikely pitfalls. This, she is confident, will strengthen and take their sacred father-daughter bond to a higher level.

On the other hand, being a wife, she sees this project as an opportunity to build her family more holistically. Her husband, she says, is a person who respects her sense of independence and passion, and has offered his full support for this project. Being a part of big corporations, he has some expertise in the areas that she might need some advice on. She sees this as an opportunity to work together, understand each other’s perspectives, and enrich their marriage.

On the whole, as different roles of her life and her dreams are coming together, she says that the “circle will be complete”. Her relationships will continue to be enriched and she will be able to give back her fullest to each one of them. This would be the best possible integration for her.

What is your Super Masters story?
Write to us at
stories@soexcellence.com



uP! CHILD EMPOWERMENT PROGRAM - 200 LIVES TRANSFORMED



The targeted one-on-one NLP Bliss sessions helped the children build strong character, improve focus, enhance their interest in studies, get over focus and attention issues such as Attention Deficit Hyperactivity Disorder (ADHD) and overcome any personal challenges they may be going through, on a day-to-day basis.

With the help of one of the uP!withNLP practitioners, Vijaydeep Varma, Antano and Harini identified two schools in Mumbai who support children from humble backgrounds, St. Joseph's High School, Juhu, and St. Anthony's High School, Versova, both supported by missionaries to bring about a self-sustaining holistic transformation in students. Children from the age group 8-15 years were identified by the principal and teachers, to participate in the Antano & Harini uP! Children Empowerment Program.



These sessions used very specific, targeted NLP patterning in transforming their outlook towards life, making them more positive, as well as set them on a result-oriented approach in their journey.

Antano and Harini, along with their team of uP!withNLP practitioners, delivered a very unique uP! Children Empowerment program in Mumbai. As a part of their Corporate Social Responsibility, Antano and Harini, along with 18 volunteers, used the techniques of Unconscious Patterning (uP) with Neuro Linguistic Programming (NLP) to bring a change and transform the lives of 300 children between 9th and 12th December 2014.

One of the most unique thing about the uP! Children Empowerment was that the students were not just addressed as a group but were worked on *individually, one-on-one* by qualified uP!withNLP practitioners trained by Antano and Harini, addressing personal concerns and issues of these children that came in the way of their focus and performance in school. Most of these children were from the economically weaker and underprivileged sections of the society and face many self-development and goal-oriented problems.

With so many distractions these days and increasing issues of confidence and ADHD, children tend to go off-track. So these sessions used very specific, targeted NLP patterning in transforming their outlook towards life, making them more positive, as well as set them on a result-oriented approach in their journey. The changes brought about through these sessions by Antano, Harini, and their team of uP!withNLP practitioners were all immediate, measurable, and self-sustaining, as they used the finest of uP!withNLP techniques to make sure each individual gets over their challenges and focuses ahead in their studies and develops a strong personality.

The program was delivered as per the following format in St. Joseph's High School, Juhu, and St. Anthony's High School, Versova:

1. Two hours of conversational programming by Antano Solar John for the following:

- Vision
- Beliefs and convictions
- Determination
- Motivation

2. Four hours of one-on-one meeting in the volunteer-led group of uP!withNLP practitioners trained by Antano and Harini. Each volunteer was given 20 students to work one-on-one for two things:

- Removing obstacles (e.g., lack of focus and concentration, bad/unhealthy relationships, distractions, ADHD, lack of confidence, bad memories, bad habits, etc.)
- Programming for peak performance for studies, exams, learning, remembering, etc

3. Two hours of conversational programming by Harini Ramachandran for the following:

- Generalizing the change
- Building in self-correcting mechanisms
- Passion for studies and growth
- Importance of building a strong character
- Channelizing energy and focus in the direction of studies and growth

On Day 1 and 2, Antano Solar John began the program with Conversational Programming, sowing seeds of self-belief and confidence and sensitizing them about how the choices they make now can make or break their life. With fantastic deep rapport with the students, Antano got each and every student to make the decision to shape their life in the direction of success. In that light, the children expressed different troubles they experience on a day-to-day basis, that takes away their focus and attention from studies.

Soon after this foundation was laid, the children were split into groups of 20 and assigned with an uP!withNLP practitioner for one-on-one interventions. Some of the most common issues that these children faced were problems of focus, difficulty grasping certain subjects, particularly Marathi and Mathematics, exam fears, memory retention, and difficult situations at home. After identifying each of their specific concerns, the uP!withNLP practitioner



Young girls laugh their way to success as Antano wields his conversational magic on them

brought about immediate, measurable, targeted, and lasting transformations using Conversational Programming along with explicit NLP techniques such as 'Reframing', 'Swish', 'Fast Phobia cure', 'Collapse Anchor', 'Path to Success', 'Parts Integration', etc.

These transformations were immediately verified and brought to the awareness of the children, teachers, and parents. Radha (name changed), earlier found Marathi very irritating to the extent that her nerves used to pull and twitch; she would end up sleeping in class and forget everything during her exams. After an intervention of Collapse Anchoring, Radha immediately ran up to her class to get her Marathi notebooks and started studying. She said that she didn't find it irritating anymore and she read an entire chapter happily.

Gayatri (name changed), Veena (name changed), and Rahul (name changed) found it extremely difficult to concentrate while studying; sometimes even the very thought of studying would distract them, and they would go blank in the examination hall. An uP!withNLP practitioner used the 'Reframing' technique with these children and verified the results. Rahul, in particular, had a visible shift in his attention span. Mohan (name changed), had some negative and useful thoughts while studying. After Fast Phobia patterning, Mohan recognized that he was able to study with full focus, without getting distracted.

Lalit (name changed) had a fire accident where crackers burst on his face. Since then, every time he was with his friends and while studying, he was reminded of the accident which stopped him from focusing. This was addressed using the Fast Phobia pattern. Majority of the children had problems of distraction because of mobile phones, movies, and sports like cricket and football. Some of these children were even hearing the sound of the TV while studying. Mohit (name changed) said, "I hate studying. I don't want to study." After an NLP Bliss session done on him, Mohit said, "I don't hate studying anymore," with a big broad smile on his face! He immediately got his books and sat down to study.

Antano and Harini started each of those days with Conversational Programming to sow seeds of self-belief and confidence that you can shape your life the way you want it, believe you can do it, and do it well now. The entire programme revolved around the theme of bringing in more passion for studying and the importance of building a strong character. The beauty of uP!withNLP and Conversational Programming by Antano and Harini is that these seeds that are sown will impact multiple areas of their life beyond studying.

With the seeds of interest and passion being sown deep within and powerfully, the next day the uP!withNLP practitioners applied New Code NLP techniques on the children, such as the Alphabet game for



Peak Performance activity, in the context of focusing more and studying well. This New Code NLP activity helps the child be in their Peak state every single time they sit down to study, focus better in class, remember everything they study, and perform well in exams.

On the whole, the first day focused on immediate, measurable, and sustained transformations, while the second day focused on programing their mind with Peak states, allowing it to impact not only studies but also areas like self-esteem, discipline, character building, and a sense of belief and conviction about their abilities.

After working with children, the uP!withNLP practitioners also performed Peak Performance interventions with the teachers and the Principal of the schools, so that they can apply the same various contexts of their life to give them a first-hand experience of the transformations the children went through. This would help teachers be in their Peak states while being with children as well, so that they will find best ways to handle each child's learning needs. Harini Ramachandran also did a session with the teachers explaining the science behind the interventions and equipped the teachers to be able to help all the students on an on-going basis.

This transformational journey with the children made them assert their dreams of becoming engineers, doctors, architects, artists, and teachers. Not only this, they believed that they can also become the person whom they dream of and they

became aware that the changes that they experienced with regard to their focus and interest in studies will definitely raise them to become what they want to be, 10 to 15 years down the line, to live a successful and happy life. The lives of these 300 children have now changed. Forever. Antano and Harini will be conducting similar drives in Mumbai and other cities often, as they now have an army of over 1200 alumni of their flagship uP!withNLP program.

Over the last 3 years, Antano and Harini have worked with thousands of individuals and have helped them *Miraculize* their life by bringing immediate and measurable changes in their mindsets, career, and personal lives.

STRAIGHT FROM THE HEART - THE JOY OF VOLUNTEERING

"Children are the best learners." This community work initiative by Antano and Harini kindled my joy. My happiness knew no bounds when I worked with the school kids and was even more happy when I saw them being happy around me, getting ready to align their dreams listening to the stories that I shared. Each child whom I worked with allowed himself or herself to go through intense transformation easily with help of some of the NLP patterns like Path to Success, Swish, Collapse Anchors, Reframing embedded in conversational programming. So was the case with other children who passed through the hands of other uP!withNLP practitioners.

With Antano, Harini, uP!withNLP practi-



Children at St. Anthony's school, Versova, brimming with confidence and joy after the two-day targeted, measurable, one-on-one change work.

tioners, and the children's collaborative efforts, I am sure in a few months from now when we look at them, they will have a significant growth in their studies impacted in others areas of their lives as well. I am very grateful to have been a part in sowing the right seeds in them and give the right meaning to the seeds that are already sown.

- Swathi Priya (uP!withNLP Master Practitioner and Coach)

School of Excellence recently took up a great responsibility of shaping and carving path for development of young geniuses. These are underprivileged kids from schools who come from difficult backgrounds and other issues that lead to a poor performance in academics. We joined hands to shape a better tomorrow for them. If you are reading this and were not there, then you should have been there. The kind of change that we saw was out of the world. It was like ripples in the water; no matter how small or big stone you threw in it, the impact was always big and visible. And I tell you, if you are an uP!withNLP practitioner, you would know what am I talking about. I worked on 28 children in the duration of 3 days. I could see their lives being 'Miraculized' all the way. A girl tells me, "I can't succeed because I am slow and weak." And just after one conversation with her, she tells me, "Yes. I will go to score 100 on 100," with full conviction and without any flinch or delay. Only Antano and Harini could make this possible for me. Thanks to SOE for this opportunity.

- Anupam Dubey (uP!withNLP Master Practitioner)



Harini engaging the children while delivering powerful Excellence Installations for focus and superior performance

NLP COLUMNS

BY SWATHI PRIYA



The Beauty of Tomorrow in Now

In this section, we bring you articles written by three uP!withNLP Master Practitioners, Swathi Priya, Ridhwan Luthra and Ranjani Krishnan.

When I was studying Psychological Counselling at Christian Counselling Centre in Vellore, as a part of the course, my field practice of counselling was at the Paediatric surgery ward of Christian Medical College in Vellore. There were 12 of us in my batch. During one such day of the intense field sessions in CMC, we were given permission to observe a live cardiovascular open heart surgery. Like my other batch mates, I was also mentally preparing myself to even watch the surgery because my professor's debriefing about what to observe, how to observe the patient and the doctors included 'make yourself strong to watch the surgery'. With shivers in our mind and body, we arrived the surgery block. The ward attender took us to the roof of the building from where we watched the surgery down in the operation theatre through a glass tomb from the top. When I looked down, guess what my first sight was at? It was at two doctors holding the

surgical knife in their hand to start the surgery....

As I am penning my experience of watching a live heart surgery now, going back to those memories again, I realise the moment I saw the doctor holding the surgical knife I went into an altered state. A state of mind where things around me were blurring and whatever I saw was becoming clearer. Being in that altered state I continued to observe what was being done with the patient. The chief doctor placed the tip of the knife on the chest and slowly slid it down till little above his stomach to cut open the chest region. A group of other doctors and nurses, with full attention, were assisting the chief doctor with other necessary surgical items. In a couple of minutes, I saw them getting ready with more surgical tubes, cotton and a bowl of ice. I was curious to know what would happen next. Never in my life had I dreamt to see a heart, Yes! Literally a heart outside of the person's body! In the doctor's hand! I stood stunned seeing this! As I stood still seeing this, I also heard the footsteps of another doctor approaching the patient. He came and operated the calf muscles of the patient to remove some veins to fix in his heart region. Their work with the patient continued and the doctor placed the heart safely back from where he took it. Before placing the heart safely back

into its place, the doctor with utmost care finished whatever work that is necessary to let the heart stay healthy for the rest of his life. Then he also stitched the opening in the chest region to close it. As I was seeing this, for me it was like 'Oh my God! What am I doing with my heart? It is such a small thing in my body and I pay the least respect to it by dumping in all sorts of stuff that I could think of like holding on to the past grudges with loved ones, not allowing myself to forgive and forget, feeling of self-pity that is stopping myself from stepping up, etc.. And I also realised my cute little heart definitely deserves more from its house'.

Being in this altered state I asked myself 'In so many years of my life what have I done to my heart to keep it clean, healthy and safe? How many times should I have left it to suffer by allowing the unwanted to store in and allow it to suffer more by not giving things its right place?' Glued to this profound state of inner silence, I realised, I am taking a leap in my growth as a human being by allowing myself to install the auto cleanser in me, as my mind was going over those questions. Here, I also felt the sprout of an everlasting shift in my being. The moment I allowed it to happen without any introspection and justification a sense of deep rejuvenation seeped in, and from then I call this auto cleanser, the

“I went into an altered state – a state of mind where things around me were blurring, and whatever I saw was becoming clearer.”

'within silence'. This is a specific state that my mind automatically goes into time and now to keep my core self-healthy. After this experience, my mind has learnt to do the process naturally now.

So, as my eyes were still stuck on whatever was going on with the patient's heart, I turned with a shock when I felt a tap on my shoulder. It was the ward attender who came to take us back. I quietly started walking back but I was still in that specific altered state. But slowly things that were blurred a couple of moments ago, become clear again, although at the back of my mind a movie of whatever I saw was still playing. In fact, it also continued to play for quite some time and then, went off my conscious awareness. After a while, an image of a pounding heart started flashing in front of me every now and then. This image was not very clear but as I was curious to see what it could be. So I zoomed into it. And what I saw in the zoomed in pounding heart surprised me. I saw five distinct portions in that pounding heart. It was like a nuts gift box that has five portions around a centre portion to store cashews, almonds, walnuts, hazelnuts etc. The more deep I went into that image, I started hearing a mild sound and it was very pleasant to continue to hear it. The five distinct portions that I was seeing were like a representation of my being - my being as a daughter, as a friend, as a sister, as a student and as a citizen of the country. In no time, my mind went into my future as a daughter. I saw myself taking care of simple things like having that intense look into my parent's eyes when I talk to them, my attitude towards their age, my deeper understanding of their care and concern for me. This brought in a world of difference in my being as a daughter. With this, I saw myself doing a complete justice as a daughter to my parents. Whatever I was seeing suddenly felt 'so congruent' and 'so me' which actually made my eyes close to live the future for some time. When I opened my eyes, I knew I had integrated all the resources into my present, which came along with me in my journey into a successful future as a daughter because one portion of my heart started feeling complete and lively after this. The moment this shift happened in me I felt as if all other beings of my heart started indulging in the



same process and at its own rate and pace, all my other beings were getting integrated into my present. Not just this, I also felt as if the streams of rivers were flowing into the sea as one.

It's been two years since I experienced this, first. From then every time I go through the state of 'within silence' a series of profound changes update. One such change that I am consciously aware of is, when I future pace my roles and my decisions my unconscious autocorrects if it suspects any negative consequences and integrates only the powerful resources that I have in the future into now. This keeps me in the right direction with strong resources and firm beliefs aligned in reaching the destination that I saw. For a fact that many more are happening at an unconscious level. Now when I look back once again, my learning is, what builds a beautiful soul is how we make our heart today.

I am sure all of us would have gone through at least one such experience that would have sprouted an everlasting shift in our being. If not yet, it's simple to start it here so that the value of beautifying our heart hits our awareness.

What are some of the emotions that you pour into your heart, I would rather say dump into your heart such as hatred, guilt, anger, irritation, frustration, loneliness, depression etc each day and night? Our heart is neither just a physical part of the

body surrounded with cells, veins, blood nor a mere storage of such emotions and feelings that fades away the richness of the heart.

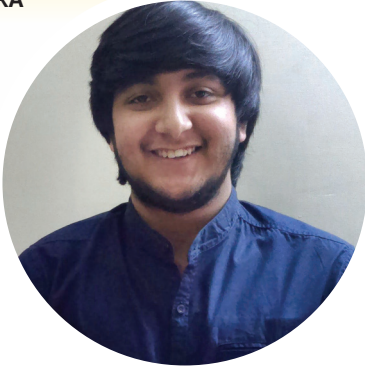
What are you going to do to enhance the richness of your heart? As you think about it now, I would like to end my words here allowing your conscious and unconscious mind to start finding the best way possible to protect your heart from emotions that you think is limiting you from relishing inner peace. When you allow yourself to experience this, the kind of revelation that happens within you is simply priceless!

■ ABOUT THE COLUMNIST

Swathi Priya, uP!withNLP 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 a success coach to help participants of uP!withNLP bring NLP to the context of their application, to further integrate NLP into their contexts in various domains.

NLP COLUMNS

BY RIDHWAN LUTHRA



I WANT TO BE HAPPY
&

STRESS FREE



When we were little kids we used to be happy 24/7! Well, everyone is happy as little kids, but the problem starts as we begin to grow up!

I asked myself one question, one that changed my life, "If we were happy as little kids why can't we be happy even now?"

And I know that a lot of you face a similar problem! I know how it feels like to not be happy and deal with stress all day long. And with the increasing number of roles we all play, personally and professionally, the stress that we possibly might be facing looks like a huge mountain in front of us. However, with the techniques of NLP, we now have a choice. Not the choice of how to deal with stress but the choice of deciding if you want to take up stress in the first place.

The most critical lesson I learnt in life was that of 'state management'. State management is taking charge of your psychological and emotional states to make them dance on your command! I find that this skill, if mastered, can alone lead to greatness! You can be, have, do, and create anything in your life, when you master your own emotions and your own states of mind!

I want to give you some simple steps in order to get rid of stress and be happy instantly! But before I do that, I would like to share a beautiful story with you.

As I tell you this story, I want you to imagine me narrating this story to you in the most peaceful voice possible and visualize the entire story as it goes along and also notice how you feel along the course of the story at each moment!

Once upon a time, there lived two boys in the frozen land of Finland. It was that time of the year when the kids used to go for ice fishing. These two boys were walking on thin ice when suddenly the ice below one of the boys cracked and he fell through into freezing cold water and was drowning in it! He had started drifting in the water and now had no way to come out of the frozen water!

His friend tried breaking the ice but couldn't do that. He saw his friend drown in cold, freezing water!

And just then, he saw a huge bark in the distance, and this little boy ran, brought the bark with him. and started beating the ice with it. He kept going at it till the ice gave in and he was able to save his friend! When the paramedics arrived they were baffled to see how this little boy was able to carry out this huge rescue task.

There happened to be an old wise man who said, "I know how he was able to do it!" "How?" the paramedics inquired, and the wise man said, "Because there was no one there to tell him that he can't!!!"

"The most critical lesson I learnt in life was that of 'state management'. State management is taking charge of your psychological and emotional states to make them dance on your command! I find that this skill, if mastered, can alone lead to greatness!"

Think about this beautiful message! Now if you want to do anything, you don't have to let people tell you that you can't! I find that the biggest reason that stops people from being happy is that people tell them that they can't be! People tell them that they are handling too many roles and their lives are too stressful! Ironically, we listen to them!!

I want you to do this small activity for me, which you will find very peaceful and relaxing.

I want you to represent all the stress and unhappiness inside your body in any form you feel fit, maybe as smoke or as a ball and you can chose to give it a specific shape or a color. Collect all that inside your body and fill it up with all the stress and unhappiness you can find! Now just notice the way it stays inside your body and just let it flow: let it flow through your entire body, let it flow through your shoulder, through your arm, and into your hand, just so that you can just collect it in your hand!

All you need to do is throw it away, away into the distance, and along with that, I want you to throw away all the unpleasant sounds and images that you see with it! And, once you see this mixture of sounds, images, and your representation of stress far away in the garbage so small that it doesn't matter, you will begin to feel happier and stress free!

This doesn't mean that all these events would just go away or you will forget these; it just means that you will change the way you feel about this and handle these situations in a more effective manner.

All you need to do is repeat this process again and again, until you can no longer do it, and as you do it more and more, just notice how a new sense of happiness fills deep within you in any way you want to represent it, and you see and hear images and sounds that make you really really happy and let you know that you are STRESS FREE!

Now this may become a part of your neurology if you do this enough number of times, and then you won't need to do it consciously! Your unconscious will take care of it! This program will be installed, the only difference being that earlier you were programmed in a limiting way and now your neurology just empowers you!

Just realize that one simple change like this can make a world of difference to you because what I learnt is that, it is not necessary to make a huge impact; you need not take bigger initiatives, all of NLP teaches us, that even small changes can make massive impacts in your life.

What I just demonstrated here is a simple change bringing the world of difference in your life.

This is just one of the numerous possibilities in which your life can be miraculous!

The only thing you need to ask is what do you want and your unconscious will deliver when you are empowered with the technology of NLP!

■ ABOUT THE WRITER

Ridhwan Luthra, aged 18 years, is one of our early Practitioners and Coaches. A student currently pursuing his Bachelors in Economics, Ridhwan is a powerhouse of energy and uses his youth as a weapon to transform lives in just one session. He continues to amaze people around him with his innovative ideas and applications of uP!withNLP patterning.

NLP COLUMNS

BY RANJANI KRISHNAN



A UNIFIED WHOLE -

the art of integrating your personal and professional life



“ ‘Metaphors’ can also be extremely useful in this context as you can conversationally integrate two parts – personal and professional life, when you are in unconscious rapport. ”

Being an HR graduate myself, one of the most common things that we found on textbooks, particularly Management books, is a concept called “work-life balance”, the need and the importance of it. And having interned at quite a few places during that period, I realized that MNCs were actually trying hard to help their employees create an ideal work-life balance. Back then, I thought it was the need of the hour, and I remember doing a lot of research on it, to identify how MNCs across different countries do this effectively. But, when I met Antano, he told me something very profound, something that made me wonder about my goals. He said, “I don’t understand the concept of work-life balance. It’s like a see-saw, when one goes up the other goes down. What I am more interested is in work-life integration, that is, when transformations in your personal life also mean transformations in your professional life; when the decisions you make are supporting the different roles you play; and when your personal goals are accomplished, your professional goals are also accomplished.” I was astounded and, for a moment, even doubted if it was possible because I hadn’t seen life in this perspective. However, Antano and Harini have demonstrated enough number of times at uP!withNLP and in their own lives as to how this is possible. And, that is what I would like to bring to your attention today, that all of this and more is possible with NLP.

NLP opens the door to bring about an ideal work-life integration in multiple ways with ease. My all-time favourite is ‘Conversational Programming’. Meta Model questions can be beautifully used in this context, particularly to break limiting beliefs. By limiting beliefs, I am

“A single transformation will have a multiplied effect in different areas of their life, or what I like to call as the “Domino effect”. That’s the beauty of NLP.”

referring to beliefs that people hold on to, which can limit them from being successful or happy. So, for example, if someone says, “I never have time for my family,” then your question to them would be, “What stops you?” And let’s assume they say, “I am too stressed at work and when I come back, I don’t feel like talking again.” Then the most appropriate Meta Model question would be, “How do you manage to make yourself feel so stressed at work such that when you come back, you don’t feel like talking?” For a moment, what you have done is elicited a micro-altered state and helped the person unconsciously identify what they should do differently to feel less stressed and have more time for family. Now, they might give you a conscious response, but what you want to look for is the unconscious feedback through calibration. And, if you were in deep unconscious rapport, you have just started some powerful programming.

‘Metaphors’ can also be extremely useful in this context. Metaphors are clearly articulated, targeted stories for specific change work. They might appear like casual stories; however, they are in line with the current reality of the client and are usually delivered to help the other person’s unconscious find alternative solutions to a problem or engage in a resourceful behavior.

For example, “There was a king who had a chariot with two horses. These two horses, both with equal strength, wisdom, and energy, made the chariot so much more beautiful. However, there was a small problem. The horses would pull the chariot in different directions, making it difficult to ride the chariot. One day, when the king was riding this chariot, and the horses engaged in the same behavior; the chariot tumbled and the king fell down and hurt himself badly. Only then did the horses realize that they were both working for the same purpose, to keep the king safe and happy. And since then,

the horses, despite their little differences, have been working together to take the king to his destination.” When recounting this metaphor, you can show one horse on one hand (metaphorically for personal life) and another horse on another hand (metaphorically for professional life), and you can clasp both the hands together as a sign of integration. And with clasped hands, if you anchor “reach destination”, you have integrated two parts in a person in less than 5 minutes.

“The difference that would make all the difference would be having the wisdom to use the appropriate pattern with the person you are working with.”

Another interesting aspect I learnt is this. During explicit NLP change exercises, I would take the person to live their future by asking them to go over the different areas of their life. This does not involve creative visualization but getting the person to actually live it. So, for example, if someone is working on getting over anxiety or stress using ‘Collapse Anchor’, then during future pacing, I would take this person through different contexts in his personal life and contexts in professional life where they might have otherwise felt stressed. And, I would ask them to notice how they are feeling different now. Thus, a single transformation has a multiplied effect in different areas of their life, or what I like to call as the “Domino effect”. And, that’s the beauty of NLP. You don’t have to repeat the pattern again for the same issue in a different context. And future pacing with any of the NLP patterns would result in ideal integration and what we call “generative changes”.

My recent fascination has been integrating parts through “Spontaneously Occurring Metaphors”. I was working with a young woman who had been confused about quitting her job. During Parts integrations, she woke up midway saying she felt tired and could not do it anymore. So, I did something very simple yet very effective and permanent. I asked her, “If you have to give your personal life a color and a shape, what would you give it?” She told me a color. And then I asked her to give a color and shape to her professional life, and she did. I then asked her to bring both these colors together and see what new color was emerging. She said with a twinkle in her eye “Pink! I love pink.” I asked her to wear it on herself fully so that she enjoys the beauty of pink. And, I asked her again, “If you had the chance to keep this beauty on you for a lifetime, how would you prefer keeping it?” She said as a finger ring. So, I told her to take the color that she has around her now and put it into a beautiful ring that she can keep with her for a lifetime. She did it, and then, I future-paced with her again, giving her more metaphors for integration and enjoying whatever she does fully. Since then, she has been doing extremely well in her new job which also supports her personal goals, and she has more time to do what she wants.

The point I am trying to make today is very simple. I believe that with the power of NLP and the skills you particularly learn at uP!withNLP, you can have the best possible integration, where your personal and professional goals are complementing each other. There is no need for one taking over the other, and there is no sacrifice either. They are a unified whole; they make you who you are and take you to your destination today. You can also empower people around you to have the same joy that you have now. However, the difference that would make all the difference would be having the wisdom to use the appropriate pattern with the person you are working with.

I am curious to know how much you are going to grow as a whole today as a result of integrating your personal and professional lives. Send in your responses to stories@soexcellence.com



Gregory Bateson

Gregory Bateson (1904–1980) was an English anthropologist, social scientist, linguist, visual anthropologist, semiotician, and cyberneticist whose work intersected many other fields. He made many fundamental contributions to the field of NLP. Bateson's work in communications theory provided the theoretical foundation for NLP as a discipline. The concept of "meta position", "meta communication", and the detection of verbal and non-verbal incongruence were derived directly from Bateson's theories regarding different levels of learning, communication, and change.

It is exciting to feature Gregory here in this edition of unified whole because he was a man who took so many different roles in his life and as he was doing them it all appeared like they were not connected to each other but when he looked back, each role he had played in life had helped him accomplish what he finally did.

1. TRIPLE DESCRIPTIONS OR PERCEPTUAL POSITIONS

As a cyberneticist, he also did considerable research on how the different elements in a system interact and communicate information, and how this impacts their relationships. This research led to the development of the concept of "Triple Description" or "Multiple Descriptions", the process of describing the same thing from different viewpoints. And Gregory proposed that for you to understand any complex system, you, need to have two or more descriptions of the same system.

In that sense, NLP considers any interaction

FOOD FOR THOUGHT

between two or more individuals as a system and the combined understanding from each of their view point will bring in more information than just the sum of those descriptions.

Central to NLP is appreciation of the value of having different viewpoints. This would include first position which is your own reality. Second position is taking another person's point of view. Third position is the ability to take an outside, detached point of view, unrelated to the people in the relationship. Having these three views in a situation is called 'triple description'. All three positions are important, and the best communicators move easily between each. All three descriptions are different and it is this difference that adds richness and choice. Using the techniques of NLP, one can, over a period of time, learn to identify the differences in behavior across different situations. It can help you build powerful intuitions about people and impact the way you observe, think, and behave.

2. LEVELS OF COMMUNICATION

In the early 1970s, Gregory Bateson coined the term 'Metacommunication' or "Metamessages" to describe the underlying messages in what we say and do. Metacommunication is all the non-verbal cues (tone of voice, body language, gestures, facial expression, etc.) that carry meaning that either enhance or disallow what we say in words. In other words, it means that the person may be communicating multiple messages at the same time, and at times, these messages might also be contradictory. However, this does not mean that the person is lying. It only means that these messages are further clues to decode the verbal message.

"The full meaning of the communication thus does not depend only on literal verbal meaning, but is co-determined in a critical way by the intensity and inflection of the voice, facial expression, accompanying gestures, secondary signals that we are sending to bystanders, etc."

A key difference that Gregory is making here is that he is pointing out communication is not just verbal and non verbal but there

are N levels of messages at any given time, and they are all communicating, accurately, what is going on inside a person, even if the messages themselves contradict. NLP, as developed by John and Richard, focus on each channel of communication and understanding their functions instead of grouping the entire thing into one basket called verbal or non verbal.

3. DIFFERENCE IS THE UNIT OF INTELLIGENCE

Gregory Bateson said, "Difference is the unit of intelligence; the more differences a person is able to notice, the more evolved is his/her skill in that field." For example, a musician might be able to notice slight variation in notes or tunes or an artist might be able to recognize the difference in shades of colors that is not usually noticed by a layman. This ability, over a period of time, helps that individual fine-tune their skills and become more proficient.

Antano says that one of the reasons how his NLP skills have evolved is that he gives himself the opportunity to work with a lot of people, and when he does, he pays attention to something new about that person, something that is not already mapped. After a while, this ability to pay attention to differences became a TOTE which means it became a part of him fully; in a way, he started thinking or observing people without having to consciously make an effort every single time. This helped him build a powerful intuition and become a better programmer. What did Antano do differently? He took in every piece of information coming his way in its purest form, without distorting it and without imposing the knowledge he already had. And this is true of every field. Learning or developing a skill from a know-nothing state and being able to pay attention to finer nuances will take a person's skills to a much higher level.

This framework of thinking, "Difference is the unit of intelligence", by Gregory Bateson, has made significant contributions to the field of NLP. It helped John Grinder and Richard Bandler observe finer distinctions in human behavior, help develop patterns, and lay emphasis on the importance of calibration and sensory acuity.



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.

The world's second Bliss community centre was opened recently at Mukund Nagar, Swargate, Pune, by Sachin Chavan. This Bliss center, established under the guidelines laid out by SOE, is a fully equipped unit with Wi-fi, computers, and overall comfortable ambience. Housed in the premises of Meridien Ice Cream parlour, this centre has seen challenging cases like psoriasis, neurological problems after menopause, lack of focus, paralysis, etc.

KUDOS TO SACHIN CHAVAN FOR EMBARKING ON THIS INITIATIVE.



Intervention 1 – Abusive Relationship for 5 years
NLP BLISS PRACTITIONER
Giridhar Gopal,
Bangalore



Intervention 2 – Anxiety issues at work
NLP BLISS PRACTITIONER
Gayatri Aptekar,
Mumbai



Intervention 3 – Fear of Exams and disinterest to studying
NLP BLISS PRACTITIONER
Parul Diwan,
New Delhi

Rekha (name changed), a young girl, working with a reputed organization, was stuck in a relationship for over 5 years. The boy was verbally abusive, dishonest, and had a very bad temper. He would not talk to her for days, leaving her in confusion and worry. Despite trying to move away from him multiple times, she would go back to the relationship in a few days or weeks again. This vicious cycle was taking a toll on her mental health; she was upset most days, usually crying; she had a poor social life; her focus and attention were scattered; she had sleep troubles and eating issues; and more importantly, she was confused, a part of her wanted to be with the boy and another part didn't want him.

A friend of hers noticed the situation and requested Giridhar to work with Rekha. And, when Giridhar asked her the magic question, "What do you want?" she said, "I want clarity. I don't want to be confused anymore." Giridhar started with parts integration directly, giving her 'Metaphors' and other 'Embedded Suggestions' to steer towards a direction that will keep her resourceful and happy. After quite an intense session, she woke up with a smile, saying she felt relieved and lighter. Right from the next day, Rekha started focusing her full attention on work; her boyfriend's abuses didn't bother her anymore and she started ignoring his comments. She started sleeping very well at nights and woke up even more relaxed in the mornings; she started reading books, interacted with more people, and managed time beautifully. Two weeks from then, she finally decided to end the relationship with the guy without any hassles after 5-long years; she did it with full congruence and happiness.

Since then, Rekha has been doing extremely well at work; she is working on achieving her career goals and is very happy. She says, "I am looking forward to live my life, my way, fully. I have this drive in me to achieve bigger things in life."

Rakesh (name changed), Global Head with a Multinational Company, was facing anxiety issues, particularly at work. Despite being a consistent star performer and a subject matter expert, Rakesh would fret and fear if he has to attend meetings with seniors or has to do presentations. Things would become worse if a presentation or meeting is scheduled for Monday as he would spend the entire weekend worrying about it. This was affecting his personal life; he was unable to spend quality time with his family fully. And, it was generally taking a toll on his health.

Gayatri started with a few metaphors to make him aware that each emotion is also a form of communication and is useful to us in some context. What he needed was the ability to choose what emotion he wants in what context. After that, she worked with him using the 'Collapse Anchor' pattern. In the unresourceful state, Gayatri elicited and anchored anxiety and other unresourceful emotions which were so intense that he started crying. After a long break state, in the process also giving him more metaphors, she elicited even more powerful resourceful states. While future pacing, she installed 'New Behavior Generator' in him wherein she asked him to step into his future self and continue to allow the changes to integrate. Right after the session, Rakesh felt a wave of difference. He is now more calm and composed at work, does very good presentations, and spends quality time with friends and family. His communication reflects confidence, and he is in the process of becoming the model of excellence for his children.

"Get an Immediate and Measurable Miracle in Your Life with the help of an NLP Bliss Practitioner" Contact us at 1800- 3000-2909 to Book a Session.

Pamela (name changed), a young girl of about 17 years of age, feared exams. She would get so confused at the examination hall that she would go blank, not finish her paper on time, and end up crying after every exam. While studying at home, there were times when she believed that she will perform well and there were also times that she felt like she had forgotten everything she had just studied. It was taking a toll on her everyday life; she felt incapable, and was always tensed and upset.

When Parul met Pamela, Pamela was so terrified that she didn't even smile. So, Parul paced and led her to a more relaxed state, and then started with the 'New Code Alphabet game'. At the time of integration, there were moments when there was a lot of confusion. But eventually they all settled down and she was fully and completely relaxed. After an hour, Parul used the 'Reframing' pattern again, but she was receiving mixed signals, so she moved on to 'Parts Integration'. 'Parts Integration' was done in this case to bring together the part of her that wanted to study well and the part of her that did not want to study.

Initially, there was no sign of the hands moving towards each other as a sign of integration when Pamela was in the deep altered state; there were minor movements in her fingers but no sign of integration. Parul had to use metaphors and other language patterns to finish the process of integration. When they finally integrated, there was such a sense of relief and comfort that Pamela felt. After the session, Parul casually asked her about her exams and she smiled telling Parul what she would do differently; there was no disgust or tension in her. She has written her exams recently and has fared very well in all of them. She is able to study with full concentration too. She will be meeting Parul again to improve her confidence and help her set goals.

All Bliss cases have been verified for results by the NLP Bliss Audit team.

UNRAVEL

Tickle your brain as you solve this mind boggling puzzle

01

_____ gives you the power to influence and steer any communication in the right direction to elicit the desired response, showing the path to success.

IUCUSNNOOCS PRTROPA

06

What skill in you will allow you to pace the other person's model of the world precisely?

SCNDOE IONPSITO

02

_____ is an NLP technique that is used to test the possible outcomes of a change, in different aspects of your life, well in advance.

TEFURU IGANCP

07

_____ Installation gives you the ability to step out of the box to be your own coach.

DSOSASAINOTCII

03

To integrate the intention of two parts that may be in conflict, you can use the _____

PSATR GAONINTEIR TRNEAPT

08

_____ technique can be used to associate the powerful resources from one context in your life to other contexts in your life.

AHRNGNICO

04

One of the major outcomes of effective future pacing is _____

ZONGNRLTEAEAI

09

_____ is a technique designed by Antano that will help you step into the future and bring in the resources from the future to the present to align your beliefs and accomplish your goals.

HPTA OT ESCUSSC

05

_____ are a visual/auditory/ kinaesthetic representation of your unconscious communication to you.

**SANEUSONLYPTO NOURCIGC
HRSMAPOTE**

10

Developing _____ will fine-tune your intuition.

SFEL CBRNOAALIIT

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

SOCIAL

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. Social Work is an integral part of SOE. Our activities are diverse, 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 have been spreading warm smiles. Our alumni across cities have also been crucial to these efforts; they have, in their own ways, been transforming lives and supporting us in our vision.

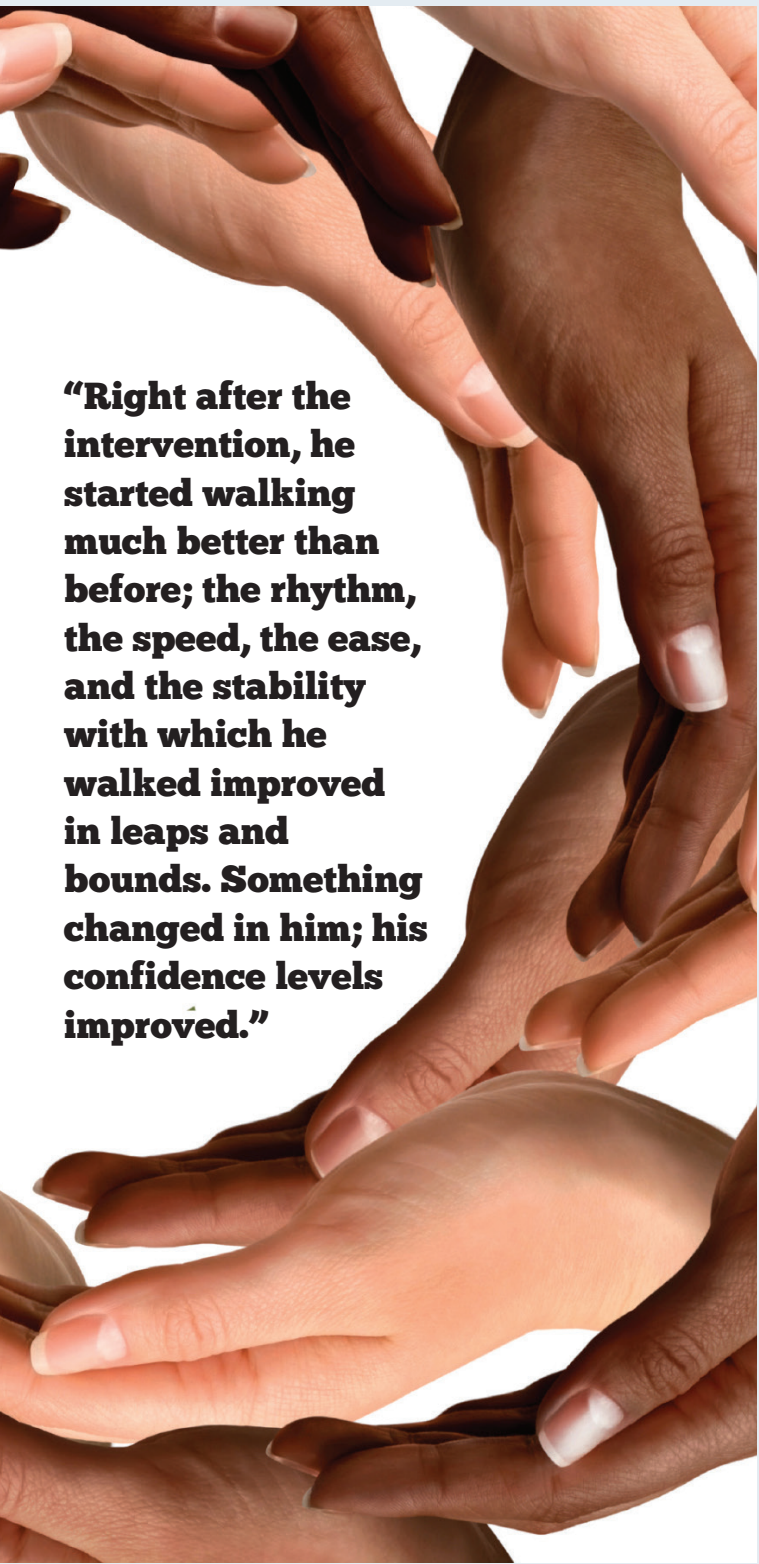
Here is our pick for the best social work cases this month.

Raghesh, uP!withNLP Practitioner, has done some fabulous work with a person who was suffering from Parkinson's disease. Vishnu (name changed) was identified with Parkinson's disease about 3 years ago and has been on medications since then, particularly to make his muscles more steady and strong. When Raghesh met Vishnu three weeks ago, Vishnu was unable to walk properly, his arms and neck were stiff, and he was suffering from depression, low self-esteem, inferiority complex, negative thoughts, and stress. He was told by the doctors that this was a permanent disability, and therefore, he had given up all hopes of living normally again.

Raghesh started with a 'Collapse Anchor' to address the issues of depression and stacked it up with other unresourceful emotions like low self-esteem, inferiority complex, negativity, and stress. After an intense unresourceful state, Raghesh, during the break state, engaged him in a casual conversation, slowly building up the resourceful state. He stacked it up with confidence, clarity, and happiness, and so on. After building an even more powerful resourceful state, Raghesh collapsed both the states. After a powerful 2-hour session, Vishnu said he felt "free". During future pacing, Raghesh noticed that Vishnu had higher confidence levels, clarity of thoughts, ability to express his thoughts, freedom to interact with others, and heightened self-esteem. Raghesh noticed that Vishnu's communication had improved tremendously and he had the desire to connect with his friends again. Interestingly, he didn't feel the need to have his medications.



WORK



“Right after the intervention, he started walking much better than before; the rhythm, the speed, the ease, and the stability with which he walked improved in leaps and bounds. Something changed in him; his confidence levels improved.”

Post lunch, Raghesh worked with on him for his stiff muscles and inability to move his hands and legs fully using ‘Reframing’. Right after the intervention, he started walking much better than before; the rhythm, the speed, the ease, and the stability with which he walked improved in leaps and bounds. Something changed in him; his confidence levels improved and he started playing football with Raghesh’s little cousin. Until the intervention, Vishnu did not have this level of physical strength without his medication thrice a day. However this time, he skipped it twice but was feeling very active and strong. Since the intervention, he has been improving continuously. With all the hope regained and positivity overflowing, Vishnu is all set for greater things in life. Raghesh, also a humble human being, has offered him a job with his organization in which he is currently doing well.

Kudos to Raghesh for bringing such an incredible transformation!

Geeta (name changed), Headmistress with a very reputed school in Delhi, approached **Parul, uP!withNLP Master Practitioner**, seeking her help. Geeta, who was separated from her husband, had two young sons in their early 20s who were not bothered about her and had no respect for her. She wanted to make sense of her life, explore new possibilities, fulfil her dreams, have the courage to lead her life, and more importantly, wanted to be accepted and loved by her sons. Parul noticed a lot of conflict even in her language and, therefore, settled for a ‘Parts Integration’ followed by ‘Reframing’. ‘Parts Integration’ was a very intense session for Geeta; integrating both the parts was extremely difficult. There were minor movements in her fingers but her hands were as good as frozen. The parts were refusing to come together. Parul noticed this and topped it up with ‘Conversational Programming’ using metaphors and language patterns to unite the parts and resolve any lingering differences. When the hands finally came together, Geetha felt a wave of relief, letting go of all the burden and unresourceful emotions. She called Parul a few days back sounding chirpy. She said that she has been doing extremely well and is very happy. Parul, very ecstatic, wrote to Antano and Harini on this significant achievement, thanking them for all the knowledge they have imparted. Congrats on the lovely work, Parul.

**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. "The Antano Harini NLP Difference" by Swathi Priya – video blog and channel has been designed to educate people about the right kind of NLP and position SOE as an authority in the field of NLP. This channel contains videos from the uP!withNLP batches where Antano and Harini perform Excellence Installations. To continue to learn more, subscribe to [**https://www.youtube.com/user/TheAHNLPdifference**](https://www.youtube.com/user/TheAHNLPdifference)
2. Antano Solar John has started a new set of podcasts for people to learn on a daily basis. In the last few weeks, Antano has already made over 10 podcasts, touching upon the different areas of NLP like difference between the conscious and the unconscious, does NLP work?, a brief introduction to Conversational Programming, etc. Subscribe to [**http://www.antanosolar.com/blog/**](http://www.antanosolar.com/blog/) to stay uP!dated.
3. The Social Work Drive in Mumbai between 9 and 12 December 2014, has "Miraculized" the lives of many children from humble backgrounds. With around 200 children from 2 schools, our uP! practitioners worked with them to transform their lives using the technology of NLP. After addressing other issues that these children might face, the volunteers then had the children play the New Code Alphabet game to increase focus and concentration in the context of studying and exams. A feeling of contentment and satisfaction was what the volunteers experienced. Would you like to organize a Social Work drive in your city? Do write to us at [**support@soexcellence.com**](mailto:support@soexcellence.com)
4. The Social Work Drive in Mumbai has been featured widely across different media channels like Business Standard and Zee News. To receive more such updates, like us on School Of Excellence Page on Facebook now.
5. The dates for uP!withNLP have been revised from January 2015. Check out our new calendar at [**http://www.upwithnlp.com/calendar/**](http://www.upwithnlp.com/calendar/)
6. NLP Bliss Transformation Centers are now present in over 20 cities. We understand the need for immediate transformations and, therefore, assure you that your appointment is fixed with an Expert Bliss Practitioner in less than 3 days. **Call 1800-3000-2909** to schedule an appointment now
7. As a further step to our mission of transforming 1 million lives within the next two years, we are currently working with organizations and educational institutions to help them in different areas like stress management, improved productivity, focus, peak performance, preventive health and more. Determined to lead your team to bigger success? Write to us at [**support@soexcellence.com**](mailto:support@soexcellence.com) today

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