

Aligning Self for Action



JUST DO IT

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Introduction

Have you ever wondered how some people find the joy in life
no matter what is thrown their way...

Have you ever wanted to do something and managed to
talk yourself out of it...

Have you ever had an idea and put so many obstacles in the way that you
then felt it overwhelming or impossible...

Have you ever wondered why some people look light and happy as if
they don't have a care in the world...

Ever wanted to do something and lots of reasons and excuses pop
into your head and talk you out of it, or it takes you much longer
to decide and do what you intuitively know you want to do?



Outcomes

Aligning self for action

The ability to take action and feel good about doing something that you know serves you and ultimately leads to joy.

This model of 'aligning self for action' is a way to clear through the clutter preventing you from taking action so you have the confidence, inspiration and trust in yourself to Just do IT. This model is based on fabulous exemplars that live and breathe this way.

Align: "To move or be adjusted into proper relationship or orientation".

Action: "The process of state of acting or being active"

How will you know you have IT?

- ✓ You have the confidence to move forward and take action or not. *Action could be deciding to say no!*
- ✓ You feel joy having completed/started the activity.
- ✓ You choose to make the activity a habit (if applicable) or decide it no longer serves you and let it go.
- ✓ You have a sense of inner-ease and calmness when faced with future actions as your confidence and ability to take action grows.
- ✓ You have raised awareness of the activities you avoid and why.
- ✓ Your decision-making process becomes shorter as you form a habit of positive inner dialogue.
- ✓ Everything you do is more in-line with or working towards your greater purpose.
- ✓ You have a sense of fulfilment.
- ✓ Life is more joyful.

Why IT is important

For many years I have known what life choices help me to live a more balanced, energised life yet on occasions I avoid taking action and doing what I know serves me and can end up down the rabbit hole as a result.

Modelling people who seem to take action with ease and whose normal state appears to be balanced, energised, calm, in the moment, joyful, flexible and open to opportunities is important so we can understand what it is that enables them to be this way.

Adopting this way of life and sharing it with others will enable us to live more freely, in the moment and experience joy in everything we do!

Life is not always plain sailing yet all my exemplars, in my opinion, have a fabulous outlook on life and the ability to just do IT – whatever IT is that they decide to do, or not to do! They own IT and remarkably find joy during and following adverse situations.

How do they do this...

Have they always been this way...

What is the difference that makes the difference...

Aligning Self for Action Model

This model encompasses the common filters, beliefs of excellence and neurological levels of all six exemplars. For more details about each individual exemplar interview and strategy please see the appendix in the last few pages.

The age of my exemplars ranges from age 8 to 67 and I was amazed at how much my exemplars had in common.

When aligning themselves for action they had the following in common:

- Internally referenced and had self-belief
- The ability to chunk up when deciding on the action and chunk down when processing reasons and risks,
- To be present and associated when making the decision and the ability let it be when executing.
- Thinking towards their desired state
- Choice to use 'get out clause' and/or contingency plan was important.
- Strong understanding of their own wants and needs and how they can influence/support others by attending to these first.
- Use visualization to see the desired outcome.
- Used their gut feel to determine if the action was in line with their purpose.
- Strong sense of purpose

Neurological Levels that are important for this model:

Purpose – A sense of purpose

Identity – Self-belief, self-awareness, self-love and self-trust

Beliefs of excellence -

- There is a solution to every problem
- There is no failure, only feedback - there is only learning
- Everyone has within them all the resources they will ever need
- Flexibility in thinking and behaviour has the greatest influence
- Everyone makes the best choices available to them at the time

Values

- Open-mindedness
- Honesty with self
- Positivity
- Courage
- Resilience
- Passion
- Trust

Capabilities - Resourceful, flexible/adaptable

Behaviour - Calm and in the moment

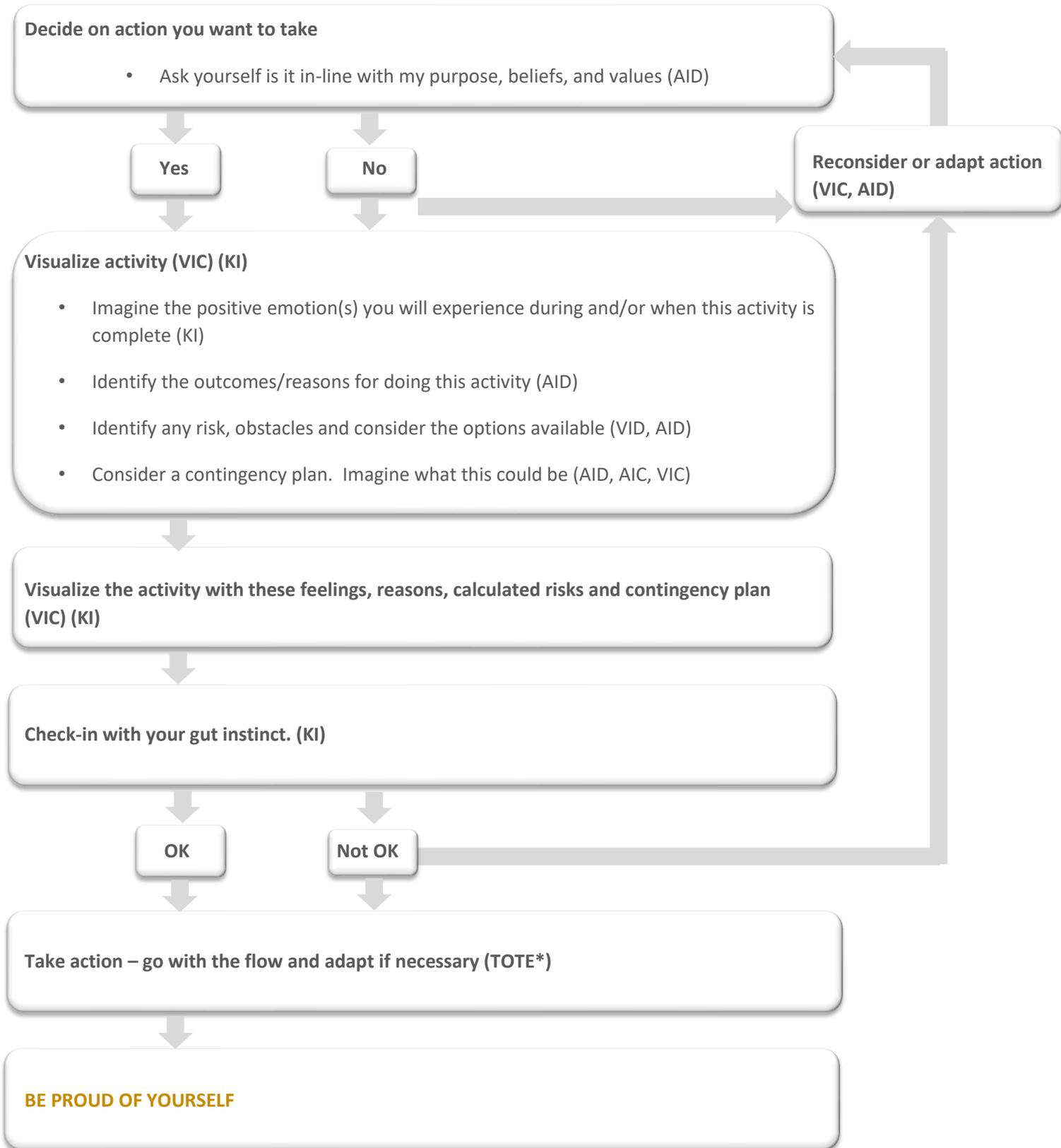
Environment – Adaptable

Aligning Self for Action Steps

1. Choose an action you want to take. This could be as simple as going to bed earlier or as big as moving to a new country.
2. Ensure this action is in line with your greater purpose, beliefs and values. It might help to close your eyes for the next few steps
 - If yes continue to step 3
 - If no, reconsider taking action. i.e. not taking action or adapt to align with your purpose. Return to step 1.
3. Visualise the activity associated with your action and imagine the positive emotion(s) you will experience during and/or when this activity is complete. Imagine you have these emotions or feelings now. Notice what it is like. Be aware of what you are hearing, feeling, and seeing. Take a moment to associate into those feeling and make a mental note of what it is like.
4. Identify the outcomes/reasons for doing this activity. Acknowledge any resistance that may come up and continue to step 5
5. Identify any potential risk and obstacles and using your belief that there is a solution to every problem consider what your options are. Knowing you have all the resources you will ever need, what resources can you use to find a solution or make it possible to take a calculated risk. (e.g. could you ask for help). Knowing there is no failure, only feedback you are able to choose to see any obstacles or setbacks as learning opportunities.
6. Consider a contingency plan or something you would like in place should you decide that the activity has not progressed in a way that is acceptable to you. Imagine what this could be now.
7. Now you have these positive emotions/feelings, reasons, and contingency plan in place visualize the activity again remembering that the decision you are making now is made with the best choices available to you at this time.
8. Check in with your gut instinct...if it feels ok, move forward and take action.
 - If it does not feel ok to move forward, identify what bit isn't ok... reconsider taking action or adapt your action to align more with your purpose. If you choose to adapt your action consider what change(s) would make a difference to you. Go back to step 1.
9. Take action – go with the flow and adapt if necessary (TOTE*) remembering that flexibility in thinking and behaviour has the greatest influence.
10. BE PROUD OF YOURSELF

* TOTE = Test, Operate, Test, Exit

Aligning Self for Action Diagram



* TOTE = Test, Operate, Test, Exit

Choosing who to Model

I first thought about the people I know who I love being around and who possess something that I want.

This led me to...

- My youngest daughter. I could have chosen any of my children however, Ellie, my youngest, is still very much **carefree** and has not been/refuses to be moulded to conform to society! Ellie is a **joy** to be around, **lives in the moment** and has an **inner strength** that makes her unstoppable.
- My Tai Chi teacher and friend has an amazing outlook on life and exudes a **calming energy** and a **spark!**
- My cousin is a strong, **calm** and has a **zest for life**. She is just wonderful and **fun** to be around.
- My relatively new friend is **courageous** and **resilient** and has the ability to use **humour** to navigate through life.
- My boss has both a serious and **playful** side and the ability to **make light** of any situation.

I then looked at someone who I admire and who would be a stretch for me to ask... I wrote her an email and this amazing lady said yes to being interviewed.

- Stacey Copeland, former England Women's footballer and Commonwealth Boxing Champion is a **strong, determined, humorous** and an unstoppable force of nature.



Demonstrating IT

Ellie makes decisions at lightning speed based on what she wants to do. This is not to say they are not thought out....the thinking and justification just happens very quickly. If she wants something or wants to do something she just goes for it whether that be climbing a tree or a new skill at gymnastics that she practices over and over again until she 'gets it' (she's very good at TOTE 😊)

An example of my Tai Chi teacher demonstrating 'IT' is a year after her husband died of a brain tumour she went walking across Spain on her own. Not feeling the need to keep up with others when she hurt her foot she chose her own route and when the inn was full one night she trusted that it would all work out and as if by magic it did!

Mu cousin and her family who were fed up of the long hours and with not seeing each other up sticks, leaving their high paid jobs behind and moved to Spain so they could live a calmer and more harmonious life. Putting herself 'out there' she found a way of making friends and ended up broadcasting on the local radio. When circumstances changed, they made the tough and right decision for them to come home and start again! And all with a big smile and the belief it would be ok!

Once my friend decided that her job was no longer serving her, she made the bold decision to leave the corporate world and, in the process, found her herself and a life truer to herself that includes humour.

At the age of 25 my boss set up his own business and although he works hard, he has maintained a good work life balance that includes lots of family time and football coaching for his sons team. He turns stressful situations around with action and humour.

Stacey Copeland overcome lots of stereotypes to follow her dreams. Not only did she break the mould she lives her life true to herself and empowers others to do the same.

See individual appendix for more details on how they demonstrate IT including patterns, filters, beliefs and how they do what they do!



Imparting the Model

1. The first person I took through the model took action there and then! I took them through the steps verbally and at the end they were motivated and inspired to do something they had wanted to do yet had been putting off.

“logical and certainly worked”

They suggested changing some of the text to questions rather than statements (as our brains automatically search for answers) and as a result of our conversation I changed some of the statements to questions I took out part of the model that wasn't needed.

2. With the tweaks in place I verbally imparted the model to my NLP support group. They all closed their eyes and looked deep in thought as I took them through the steps. At step 6 they requested I slowed down to give them more time to consider their thoughts. This was great feedback for the future. One person found it helpful to write down notes where the others were processing in their minds. During the session I could see them nodding and two held their hands to their chins with their heads slightly up as they were thinking. Once everyone nodded and had given the thumbs-up confirming they had decided to take action, they all smiled at the line 'be proud of yourself'. They said the steps came out clearly and the flow was good. Going through it in this way enabled them to imagine better than when they had read earlier versions. They all found the 'contingency plan' section useful and said it was a good option. The model enabled them to think on their feet and one of the group members said the two major takeaways for them was the contingency plan and flexibility options. Another group member said that from experiencing something enables a change in behaviour and this enabled them to experience it "the content is also a question format I can take away and use". They all clapped at end which felt great.

“Amazing experience”

“Really excellent”

“It really worked for me”

“Gives good confidence that there is a possibility and that feeling of possibility of achieving that state of mind is great”

3. I sent the model steps and flowchart to a friend who was looking to take action and was unsure of what was preventing her. She liked the diagram more than the steps that she found the steps a little too wordy at first. She likes how precise the diagram is and found it easy to stay on track and focussed. The directness of the flowchart brought up some resistance which she was able to identify as feelings from the past and felt able to face into them. It brought awareness of the issues preventing her moving forward and provided her with clear steps to making change and shifting the barriers. The barriers became less significant as she looked at options to overcome them. It brought up choices which really helped her make a decision to move forward. A metaphor that came to mind when going through the model was "It's a leg-up to get back on the horse again, and we all need a leg-up sometimes to obtain our freedom and get going again".

“Raises awareness”

“It works...even on a 'mismatch”

“The model is completely transferrable to any walk of life”

“Brings up the barriers preventing us from making change and gives clear and precise steps to making change and shifting the barriers”

4. My brother-in-law found this model very helpful as he was stuck with taking an action and had previously been going down the route of pleasing others rather than what 'fit' with him and his values. The model was sent via email and he read the steps and looked at the flowchart.

“Helpful to explore options and highlights reasons for taking action”

Learnings

What an amazing learning experience this has been. Doing this project has really helped to consolidate my NLP learning and made me more aware of what I choose to do and why I choose to do it, or not! I am more aware of my patterns and I am taking action more quickly and adapting actions to suit me and the time available. I recognized that a lot of not choosing not to take action was down to my perception of time and feeling I didn't have enough time to do the task to the best of my ability and this would be backed up with negative internal dialogue. I now find myself just starting and I'm ok if it isn't completed within the time restrictions (I am now aware) that I imposed on myself and it is ok if it is not as perfect as I would have liked...it's good enough!. Following the model has helped me to identify what is important about the 'action' and made me more aware of the choices I have. I recognize that if it is important and is in line with my purpose, beliefs and values it will get done at some point. The contingency plan element really opened my eyes and being aware of when this is required and identifying what this could be has made a huge difference to me taking action. I have found myself being more present, going with the flow more and enjoying what I choose to do.

"Learning is in the experience"

My Model was becoming clear from the first 3 exemplars I modelled. They had all demonstrated many of the same filters and beliefs and confirmed what was becoming apparent.

In hindsight I could have made my project simpler and less time consuming by sticking with the three, however at the time I was unaware of how I sometime overcomplicate things because of my lack of alignment and ego's need to excel. I have learnt so much from all my exemplars and recognize *(with a little help from my fantastic support group)* that I sometimes get too caught up in the content!

My IT only became apparent during the write up. I have learnt that putting my trust in the process and myself from the beginning rather than getting anxious about it being too 'big chunk' when I started would have helped.

All my exemplars align themselves ready for action and they only take action when they believe it 'fits' with their purpose, beliefs and values in some way. They use visualisation, internal dialogue and make themselves aware of the risks and choices available and are open to adapting as situations change. When they do this, it supports them to make the decision to take action and just do it! This is what enables them to have the confidence to move forward, be light, flexible and find the joy in life.

"Joyful people are not weighed down by avoidance"

The feedback from the support group was invaluable. They encouraged me to use neutral language rather than my filter preferences, make the steps less wordy and helped me to simplify my model diagram too. I recognised that a lot of my 'faffing' came from not fully trusting myself and the (now old) belief that everything needs to be your best work before sharing and asking for help!

“When you trust in yourself, you can trust in others”

All my exemplars gained strength and courage from adversity. For example, Ellie struggled to see 3d images for the first 6 years of her life, she would trip up regularly, she would pick herself up, brushed herself off and carry on. She made the best of her limited sight, just got on with it and adapted accordingly. After getting glasses and consistently wearing them (even whilst doing backflips) she has improved her vision as a result and has unbelievable resilience. My cousin grew up with an alcoholic mother and used all her resources to overcome any obstacles thrown her way leaving her with a belief anything is possible. My Tai chi teacher overcame Cancer, and injury and found self-care and self-love in the process. My boss was set to be professional footballer until injury hit and he had to find a new path and new strengths. My friend turned burn-out into realignment and Stacey overcame stereotypes and stepped out of the box she had been put in order to follow her dreams and carve a way and empower other women. She overcame many physically obstacles along the way through pure determination and resilience.

“Adversity Rocks – from adversity comes strength and the greatest learning”

From imparting the model, I learnt that the model steps were more effective when imparted verbally and that the diagram was more effective when reading.

This project also reminded me that listening to your 'gut instinct' is so important. As I refined the model I got to the point when it just 'felt right' and I was finally happy with it.

“Trust your instinct”

Thank you to Sue and her team, my support group ‘The High Fives’ and my many inspiring NLP peers for an incredible journey!



Aligning Self for Action

APPENDICES

Daughter

My first exemplar is my youngest daughter, Ellie, (age 8), she is a free spirit, a girl that knows her own mind and has an inner confidence and a 'can do' attitude. In order to find out more about how Ellie processes the world I used three different methods of modelling.

Methods of modelling used:

- Conversation in person about a moment in time using clean questions
- Walking (well, running, skipping, and jumping) in her shoes.
- Ellie explaining to me/showing me how to do a cartwheel

Conversation in person about a moment in time using clean questions

This was more challenging than talking to an adult as Ellie did not always understand the clean questions and would say 'what do you mean' or ask more questions. I got around this by being more specific and giving her more direction e.g. What was the first thing you did when you woke up? What did you do next? ... Why did you do that?

Ellie had bounded into our bedroom a few months ago excited that she had solved her older brother's maths question that has stumped the whole family the day before. I asked her to talk me through what went on for her from the moment she opened her eyes that morning. The level of detail surprised me and told me so much about how she processes everything she does. When she entered our room that morning, I had wrongly assumed that she jumped out of bed as soon as she opened her eyes...far from it....

She told me as she opened her eyes she looked up at the swirls on the ceiling (Vir) and waited for the 'energy from the sun' that comes through her window (Ke). On this particular day she used the time lay in her bed to think about the maths problem we had all given up on. As she recalls the moment she looks up to the right. She had solved the problem by looking outside the box and systematically thinking about all the possibilities (Aid). She said as soon as she figured it out her energy went up (Ke) and she got out of bed and started walking, then running, then jumped to look in the mirror on the landing before bounding into our room declaring 'I've got the answer'. Ellie remembers telling us her solution and recalls that her answer was not fully correct. Ellie happily accepted it wasn't correct exclaiming 'oooo' as she slung her head back to demonstrate what happened in that moment and seeing the positives was happy that her work had taken us closer to the actual answer. She then remembers discussing the options and finding the actual answer with daddy, she had been excited and showed this by speaking more quickly. She was proud of herself for helping us move closer to the answer and showed this by punching the air, doing a little dance, and saying 'yes'.

It was a great conversation, and I was amazed at how much went on in her head from waking up and walking from one room to another.



Walking (well, running, skipping, and jumping) in her shoes.

This was a wonderful experience and really showed me how free and joyful it is to be in her shoes. Everything was embodied by using her whole body and being so in the present. It was illuminating and taught me so much about how she operates and experiences the world. She would see something that sparked her interest and just go for it...skipping, running, ducking, and diving through trees, navigating obstacles at lightning speed without a care in the world. Ellie goes with the flow and is free from limiters and stoppers choosing to weigh up risks based on her beliefs and filters of the world. As she follows her brother through the trees her 'if anyone can, I can' attitude kicks in and whilst I'm left thinking 'I'm not sure that is safe'...'I might hit my head'...'I might trip over that branch'. She does not even appear to see the danger. She does of course and chooses to use all the resources she has to navigate it. She is very decisive in the moment and adapts her actions where necessary e.g. she wanted to jump over a log and a sharp edge was sticking up, she put a glove over it so she could climb up without catching herself.

Ellie explaining to me/showing me how to do a cartwheel

I asked Ellie to explain to me how to do cartwheel, she proceeded to get up and started to show me, then she grabbed a piece of paper and started writing down the steps and matching my preferred style drew pictures illustrating what to do (see picture below). She talked me through each step encouraging me and giving me pointers along the way. What caught my attention about this is that she taught by example and she reiterated to 'only proceed when you feel safe to do so', something she had remembered her gymnastics coach saying (Vir). She has also adapted the instructions giving choice for an Ariel too (a no handed cartwheel!!!) and inserted three faces (Smiley face, straight face) and a shocked face) so I could feedback to her how I felt about it.

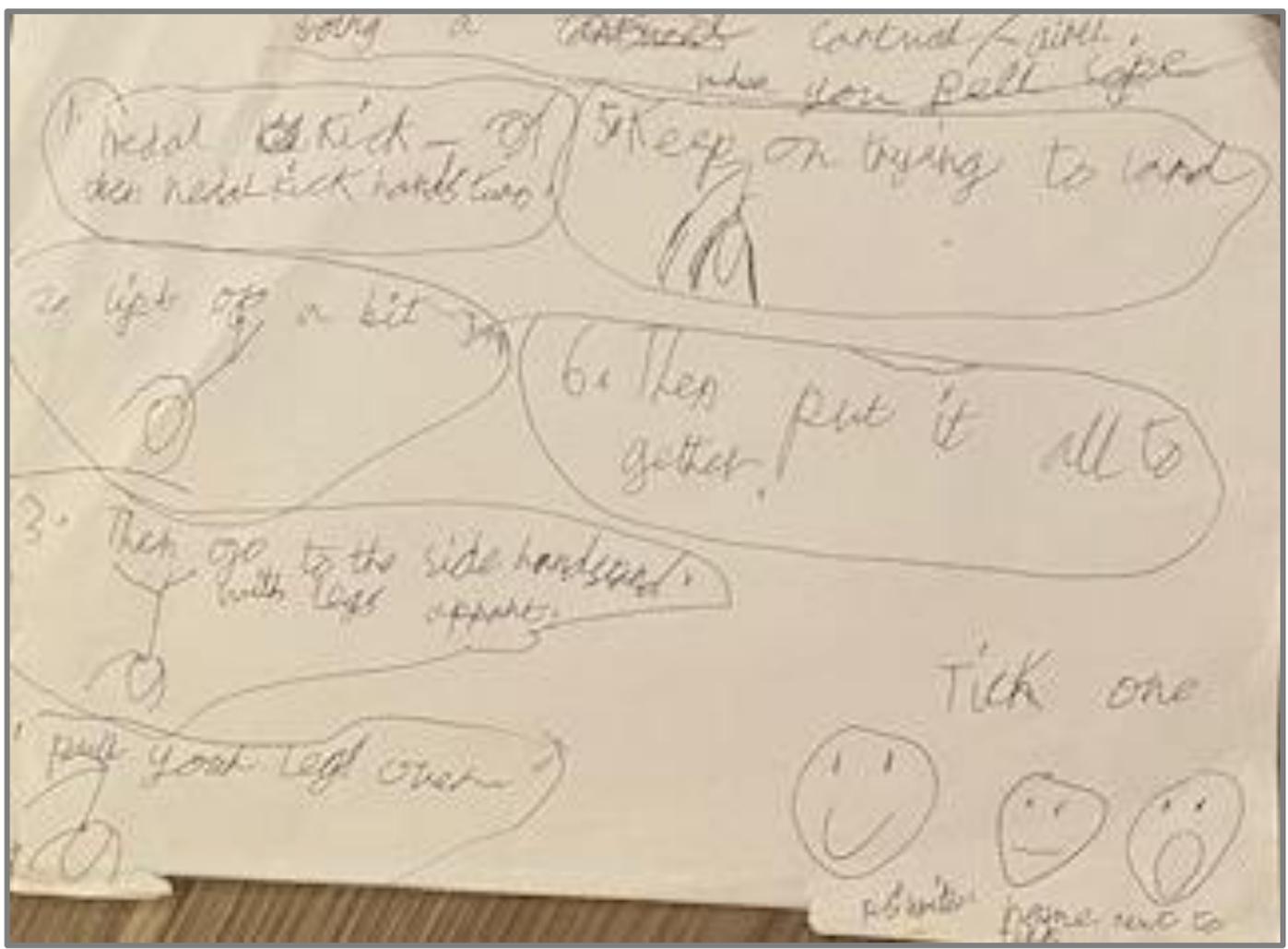
Her instructions were clear:

- Think about doing it in your mind (Vic)
- Needle kick, then needle kick with hands turning
- Lift off a bit...jump
- Then go to side handstand with legs apart.
- See it in your mind (Vic)
- Pull your legs over
- Keep trying to land (TOTE), and when you feel safe (Ki) then just do it
- Then put it altogether, faster
- Tick a face to show how you feel (Ke)

Ellie went on to explain that the smiley face means you are proud, straight face is that you're happy but still need a bit of help, shocked face means you can't do it and need a lot of help. Feedback is clearly important to Ellie. Ellie used embedded commands in her instructions. A couple of patterns I have noticed are that when she makes a mistake, or something doesn't go to plan she physically shakes her head as if to shake it off her. She also celebrates and anchors her successes and that builds her confidence and her belief that anything is possible.



Ellie's Cartwheel Instructions



Neurological levels



Strategy for Action:

- Decides on an activity
- Visualises activity
- Calculates risk – can I do it now or do I need more resources to be able to do it
- Recalls helpful instructions
- Visualises again and checks with gut
- Takes action
- TOTE
- Reflects and takes away learnings

Filters

- Small chunk
- Associated
- Match
- Internally referenced
- Present, Future
- People, Place, Activity
- Towards desired state
- Procedure and Choice
- Self and Other
- Visual, Feelings

Ellie sees opportunities and challenges rather than problems and obstacles. She is light and has a well-timed sense of humour. Her resilience enables her to take everything in her stride.

What Ellie learnt from the experience:

Ellie is more aware of her internal dialogue and images she creates in her mind. She recognises why asking questions is important, Ellie went on to interview the family in a similar way and gave feedback!

Ellie understands that part of her drive comes from wanting to help others. She is more aware of motivation for learning and how that links to her future/greater purpose.

Cousin

I always love being in my cousin's company. She is calm, courageous, down to earth, has a real positive energy and ability to go with the flow and adapt to whatever life throws at her. To find out more about how she takes action I invited her to our home for a conversation.

Method of modelling used: Conversation in person about a moment in time using clean questions (notes taken)

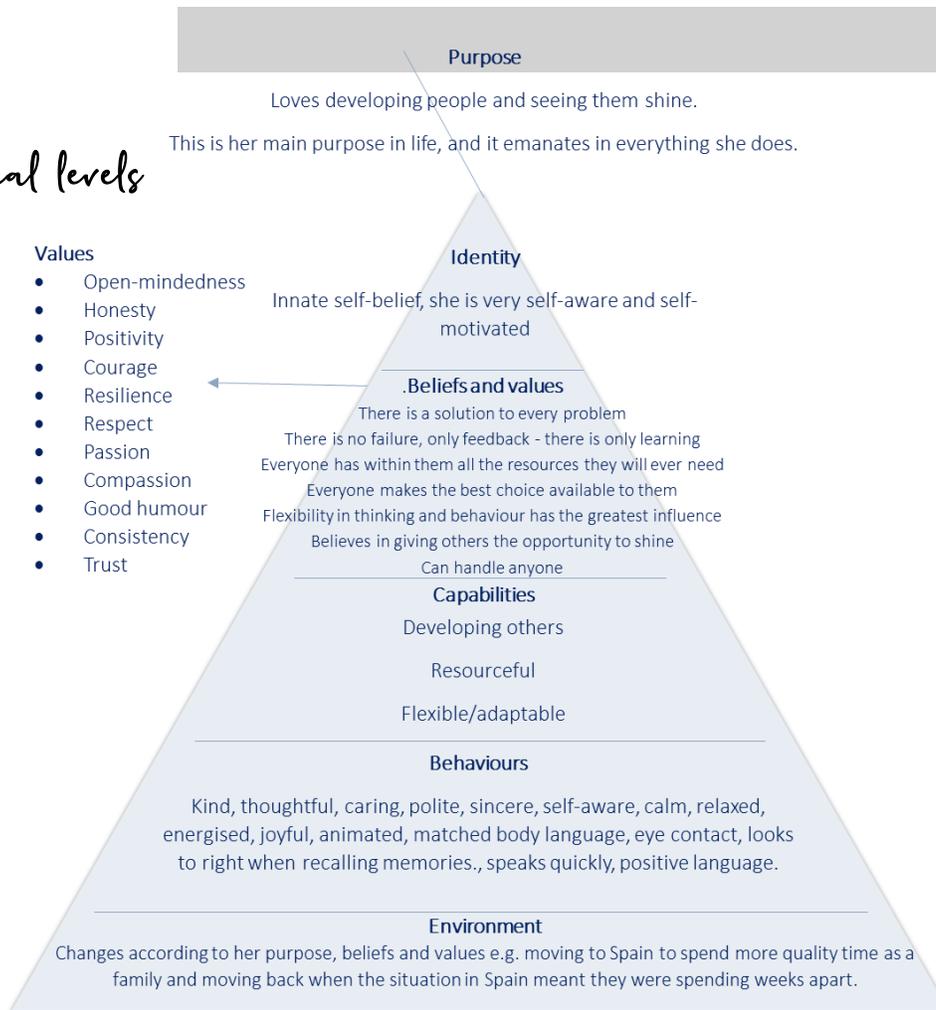
My cousin is such a breath of fresh air and the conversation could have gone on all day. I found myself asking very few questions only speaking to get her to elaborate on a feeling or for clarification. Her openness and trust in herself and others is refreshing and I learnt so much from her and her attitude to life. I wish I had recorded the session so that I could have been more present.

As soon as my cousin arrived the way she processes the world was apparent in her body language and her first few sentences. She arrived a little late and came in as composed and as vibrant as ever. She owned it. She had accidentally taken the scenic route whilst driving her son's car. Her new car unexpectedly was not ready. Many would have cancelled or postponed the meeting. As luck would have it (not for her son) her son broke his arm the day before and therefore could not drive leaving his car available for the journey. The fact her son had broken his arm may have been reason enough to postpone. That option did not even cross her mind. As I expressed my concern and shock that she was standing in front of me considering the circumstances she said, 'he can call me if he needs me'. He had shown this on the evening he broke his arm, he could have phoned his mum to come and get him yet he decided not to worry her and picked himself up, made a make-shift sling and pushed his bike to the front door where he rang the bell to be let in. She was not surprised at the fact her son chose not to call her in his hour of need knowing full well that he had all the resources he needed within himself to deal with the situation he found himself in. She trusted that he would make the best decision for himself at the time and should he have required help before being unable to use his key to get through the door her would have asked. There was no panic as they assessed his injuries wondering if they needed to bother the already overstretched NHS during the pandemic. As my cousin recounts the evening, she appears light and humorous as if it was no big deal. And it was not to her. I am convinced worry will have been present even if only for a moment, however, she clearly knew that going down the road of worry would have been unhelpful. In this moment she demonstrated going with the flow, trust in others and herself, inner confidence and a strength of character that led me to want to know more about how she does what she does.

Her journey to becoming this person that lights up the room as she enters and making everyone she meets feel comfortable and relaxed is not one without bumps along the way and it is arguably those bumps that have shaped the amazing woman she is today. She had grown up with an alcoholic single mother and had used all her resources to survive the years of turmoil. She has taken from that experience valuable life lessons and beliefs that helps her navigate the world today.

The moment I was interested in this project was what was it that made her give up a prestigious, highly paid job and relocate to rural Spain. The answer was that they wanted quality family time and the newfound beliefs and values enable her to navigate through the many obstacles (not that she sees them as this) with ease. This is not to say it was all plain sailing, they had a language barrier 2 children and she knew she would need to find a friendship group and work to be content in Spain. My cousin is very resourceful and is ok living outside her comfort zone. She has an inner confidence and self-belief than enabled her to meet friends through joining exercise classes that led to a job opportunity on the local radio station and teaching. Driven by the desire for more quality time with her family they had many happy years in Spain until the economic crisis that meant that her husband then had to go further afield for work leaving her lonely and bringing up the children mainly on her own. This was away from her desired state and not acceptable to her, therefore, they changed states again and moved back to the UK. Changing state in order to be more congruent is something she has mastered and has demonstrated on so many occasions.

Neurological levels



Strategy for Action:

What is important to me, does this get me closer? (Quality family time)

See it - visualise what you want to do (a calmer way of life, experience another culture)

Feel it - use gut to check if right (visited Spain to get a feel for it - excited, optimistic)

Build in contingency (Internal Dialogue - can always come home)

Do it - take action and go with it (sell up, buy plane tickets, start adventure)

A couple of phrases that came up during our conversation....'let it be' and 'Just do it'

Filters

- Small chunk
- Associated
- Match
- Internally referenced
- Present, Future
- People, Place, Activity
- Towards desired state
- Choice
- Self and Other
- Visual, Feelings

My cousin has many principles she lives by and is appreciative of all the opportunities and joy that life has to offer:

- Never Dwell
- Don't pry
- Let it go - some things are not important enough to warrant taking it further.
- Do not try to control others. Everyone has the resources to help themselves
- Ask questions to get information, find out more before advising.
- Belief that she can handle anything
- Grabs opportunities that fit

What my cousin learnt from the experience:

Our conversation has made her more conscious of her reactions and even more chilled. She briefly questioned if she 'cared enough' by not overreacting to more serious situations. Paula was unaware she was viewed as someone that takes life in her stride. When she informed those close to her they confirmed this too!

Tai Chi teacher

I first met my Tai Chi teacher when she ran the local Multiple Sclerosis centre, she was an MS nurse and is now my Tai chi teacher and friend. She has recovered from Cancer, recovered from a damaged back that left her immobile for a year and more recently lost her husband to Cancer. She is strong, courageous, true to herself and has an amazing attitude to life. Doing and resting is her mantra...and it is one that has served her very well over the years.

Method of modelling used: Conversation in person about a moment in time using clean questions (recorded/audio)

I recorded the session which worked well as I was able to be very present whilst listening and asking questions. Again, I asked very few and was able to keep her totally associated into the moments discussed.

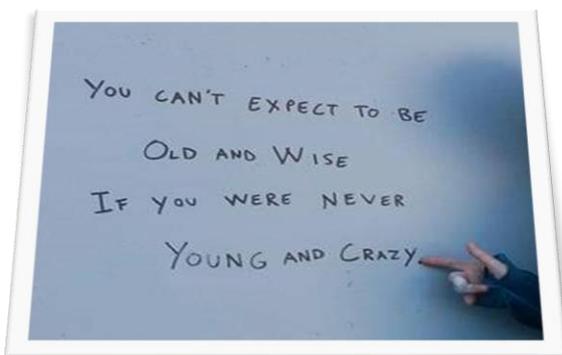
The moment I wanted to know more about was the moment she chose to go walking across Spain and carry on her walking adventure despite an injury to her leg. She exclaimed 'it was an OMG moment' as she giggled at the memory. She had always wanted to do it and when she lost her husband, she decided that the time was right to help her heal. She is a risk taker, a calculated risk taker. A get out clause if very important to her and in this case that was having enough money to get home should she not like it, couldn't do it for whatever reason. As she recalls the memory she tells me that she said to herself 'If I can't do it, I can come home...It's ok to say I can't do it' something she had struggled with in the past. She had taken her time, requesting the others leave her behind so she could savour it all. It wasn't about just walking from A-B' for her, this was an important journey in so many way that taking her time and building up her fitness would allow her to enjoy the journey not just arriving at the destination. She would talk to herself (and her late husband) along the way for encouragement and whilst dealing with minor setbacks, like the day she injured her leg. She had reluctantly decided getting a bus knowing it was her best chance of getting the rest she needed in order to be able complete the trip, not just the day. The bus ended up being 2 days away!, she said she imagined herself sat at the bus stop for two days and that made her laugh, 'typical' she thought 'ok what is my learning now'. She is excellent at changing state and from the moment she fell and injured her leg adapting to make it possible to continue and going with whatever came her way. She has a belief it will always work out and if by magic it always does. This belief is confirmed to her over and over again. She had hobbled to the local bar and the owner had been to the place she was raising money for, instead of sponsorship he kindly got his barman to give her a lift. She has learnt her limits over the years with the best learnings coming from a bad back injury and being diagnosed with and recovering from Cancer. She is very aware of her patterns especially pushing herself too far. Although she still gets excited by the prospect of helping anyone and everyone, she has learnt to put herself first and that in turn will enable her to better assist others. She only ever takes action now if it's 'right' for her. As the cooler weather set in and her leg recovered, she caught up to the others and made friends for life. She had an amazing experience and learnt so much along the way.

"things are ok in the end, even if you can't see it at the time"

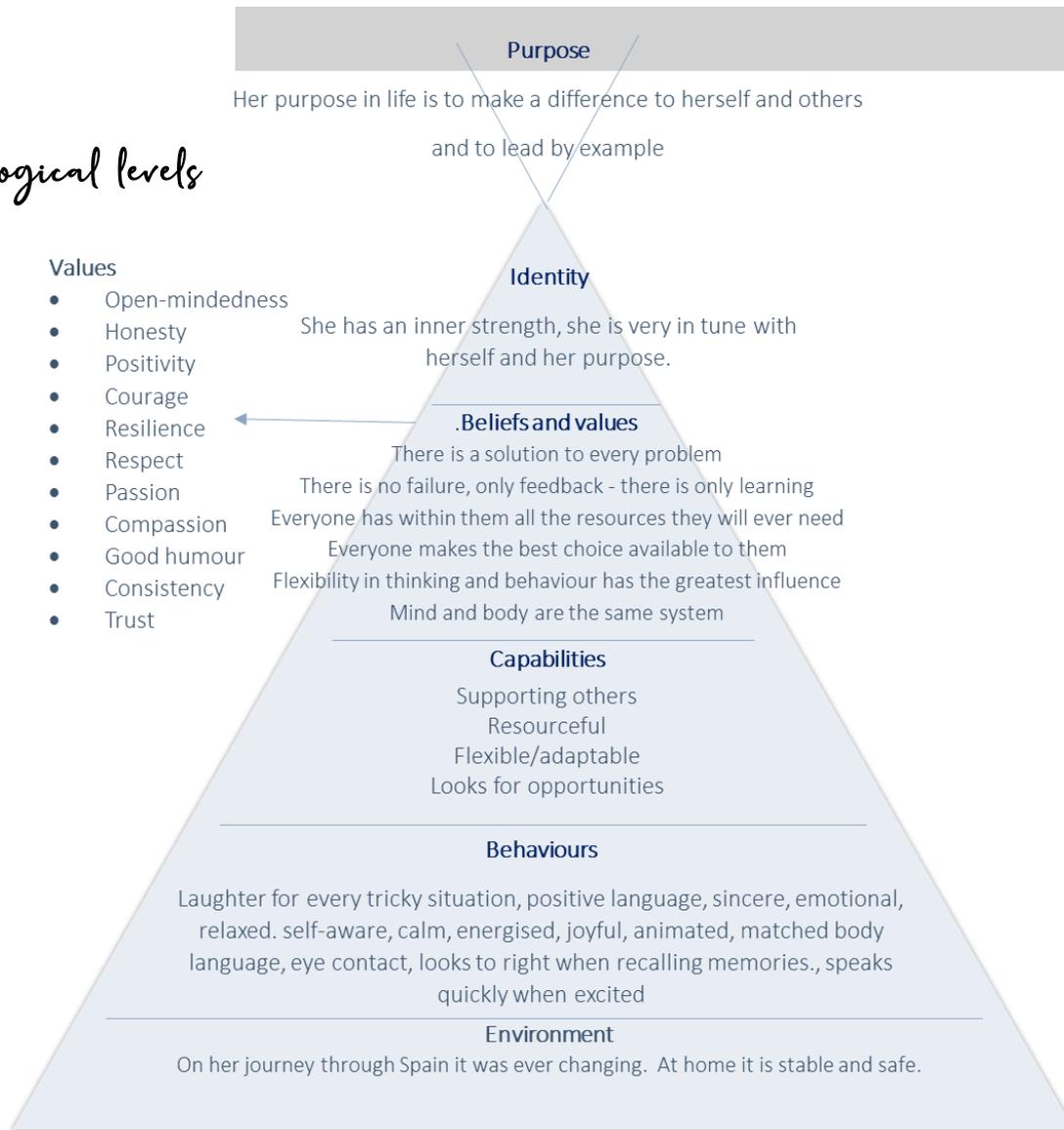
"only given what you can cope with"

"let go and trust it will be ok"

"Doesn't always have to be you"



Neurological levels



Strategy for Action:

Activity must be in line with greater purpose (follow a dream)

Visualize (walking through Spain)

Internal dialogue to **calculate risk** (get fit, look after self)

Determines **get out clause** (had enough money to get home)

Visualize in more detail (walking with backpack through villages)

Check with gut (yes, can do this, excited)

Take action – (goes with the flow...accepts and adapts (TOTE))

Checks in with self - activity involves doing and resting

My Tai Chi teacher has many metaphors for life and she is amazing at mirroring and asking herself what the learning in any challenging situation is. This has been developed through adversity.

What my Tai chi teacher learnt from the experience:

For her it was more of a confirmation than a learning. A confirmation that we/I are only given what we can deal with and that every situation gives us/me an opportunity to grow. There are no negatives just opportunities...My favourite quote by my Tai Chi teacher is, 'if you don't listen to your body or life when it is crying out for change, life will give you something to make that change!'

Filters

- Small chunk
- Associated
- Match
- Internally referenced
- Present
- People, Place, Activity
- Towards desired state
- Choice
- Self and Other
- Visual, Feelings

Boss

My Boss is a Director of a successful SME. He has challenging situations to deal with regularly yet is able to switch his state from serious to playful using humour even during stressful situations. I was interested to find out how he does this.

Methods of modelling used: Conversation in person and on the phone about a moment in time using clean questions (notes taken) and Observations over 10 years

Conversation in person about a moment in time using clean questions

This was a short conversation as time limit was limited, some clean questions didn't work as well as with the other and led me to elaborating and asking in a different way. The information gleaned and a phone call to ask more filled in the gaps. Observing him over the last 10 years was useful too as I was able to see the changes he has made and the new beliefs he's formed over the years and he's grown in confidence.

The moment was what exploring how he decided to set up his own business at age 25 following redundancy. He spoke passionately about the time, looking up when recalling the memories. Believing that there is a solution to every problem and trusting in himself and his abilities he started his own business. This decision came about after considering his options that had included relocating to Australia. He was also offered other jobs. After seeing and hearing about other successful entrepreneurs something inside told him he could make a go of a business (if someone can, anyone can). After seeing his mum and dad working and struggling financially, he wanted more for his family. He was encouraged by fellow colleagues and when his now business partner decided to get on board, he really believed they could make this work. His support and years of experience meant he felt he had a 'safety cushion' and was not alone. It was a risk especially with a pregnant wife and mortgage to pay, but it was a calculated risk. He would imagine scenarios (VID, AID) and prepare himself for every eventuality, which he admits now was exhausting and contributed to many sleepless nights. After three week they had 100k worth of work with no staff or finance. He is very resourceful so asked around and approached other staff that had been made redundant to build a workforce. When they won more work and were unable to finance that he knew they would find a way. Factoring was mentioned in a conversation and the rest is history. 10 years later the business is turning over 3 million a year. His purpose was/is to be able to provide for himself and family and that his family will be able to do as they chose comfortably

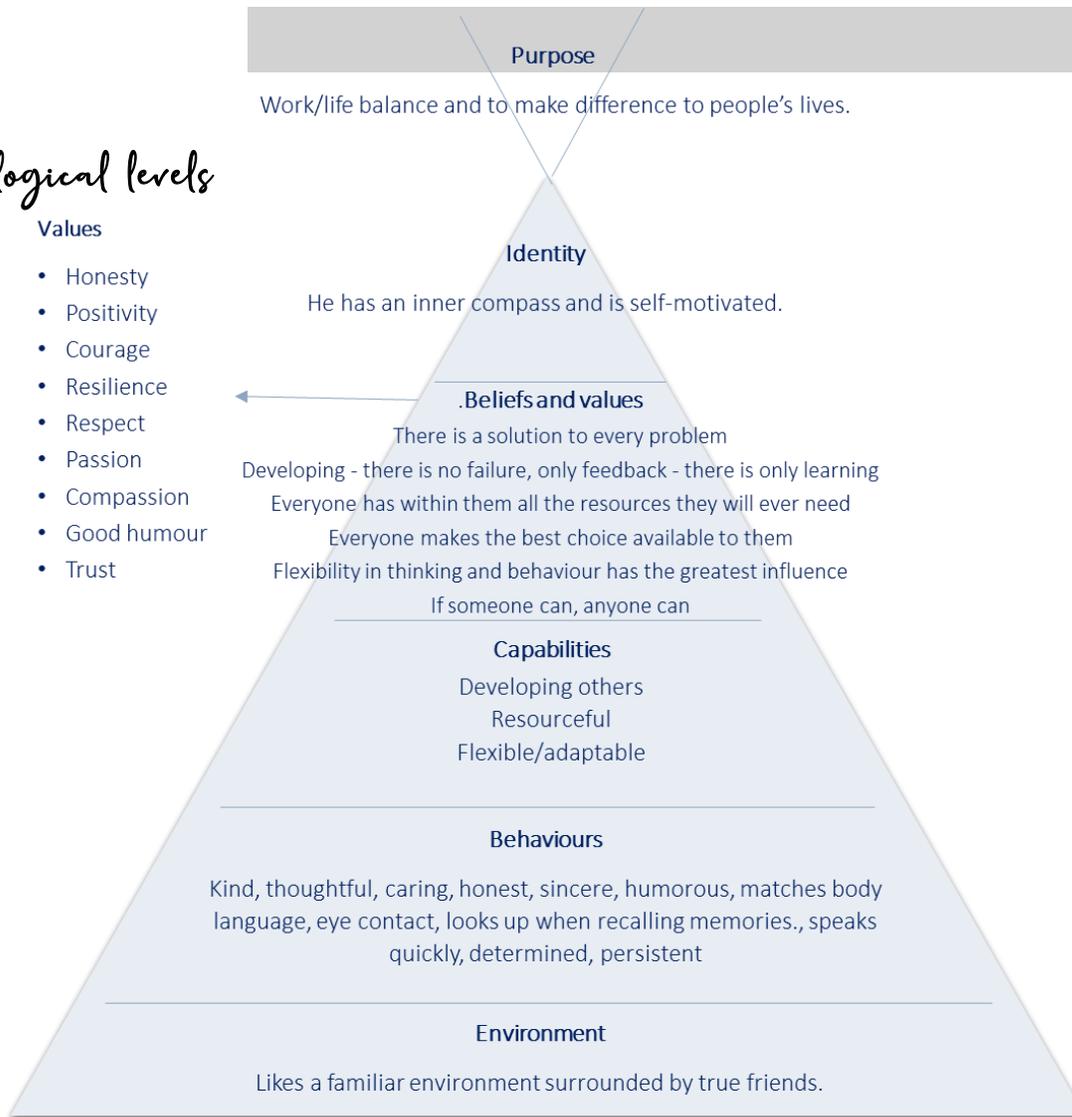
He has the ability to switch to a more positive state and bounce off others making situations light and funny for himself and others. When taking action, the following come into play.

- Self-care (balancing work and exercise, quality time with family)
- Trust in self and others
- Good rapport and communication
- If I know I have got a plan I can put it out of my mind.
- Self-belief
- Always a way out
- Look for the positives
- More honest with self and others
- Deal with stuff head on, don't let things build up
- Explore options

Neurological levels

Values

- Honesty
- Positivity
- Courage
- Resilience
- Respect
- Passion
- Compassion
- Good humour
- Trust



Strategy for Action:

Decides on action using **instinct** in line with purpose
(can set up own business, better work/life balance in long run)

Visualises & builds clarity through internal thoughts and conversation with others
(can generate work, discussions with partners)

Calculates the risks (redundancy money, didn't have it before)

Contingency Plan (Can get another job if doesn't work)

Makes Plan (finance, staff)

Visualise with plan

Crack on (get on with it, register on Companies' house)

Adapt if necessary (more finance required, factoring company)

When something feels right and is in line with his greater purpose, he goes with it and he uses internal dialogue to coach himself. Instead of playing out every negative worst-case scenario in his head he is able to let it be which has led to less stress and a more positive outlook.

What my Boss learnt from the experience:

Before our conversation Steven held the belief that he makes rash decisions, this process made him consciously aware that a lot goes on before he decides to take action.

Filters

- Small chunk when associated, Big Chunk when disassociated
- Match
- Internally referenced
- Present
- People, Place, Activity, Object
- Away from desired state
- Procedure
- Self
- Visual, Feelings

Friend

We met on the first day of our first NLP course. I was struck by her kindness and humour and since getting to know her I am blown away by her self-trust and doer attitude.

Method of modelling used: Conversation on Zoom about a moment in time using clean questions (recorded/video)

Being able to watch this back was great and it really enabled me to capture her non-verbal communication and essence of the conversation. She was great at recalling her moment with animation and humour.

She had worked very hard to become an accountant. Her determination got her through the tough exams and she quickly worked her way up the ladder in the corporate world. She loved the developing people aspect of her job, however, with less and less time to do this she eventually decided that the blue-chip company she was working for no longer matched her core beliefs and values. So, what was it that enabled her to make the decision to leave and do something more in line with her purpose?

Burn-out was the catalyst and realizing that the culture of the company was something that would take a long time to change she decided she wanted and visualized a more balanced life for herself and her young family doing something that she loved. Using internal dialogue, she looked at her strengths and the bits of her job she had enjoyed and concluded that she loved developing people.

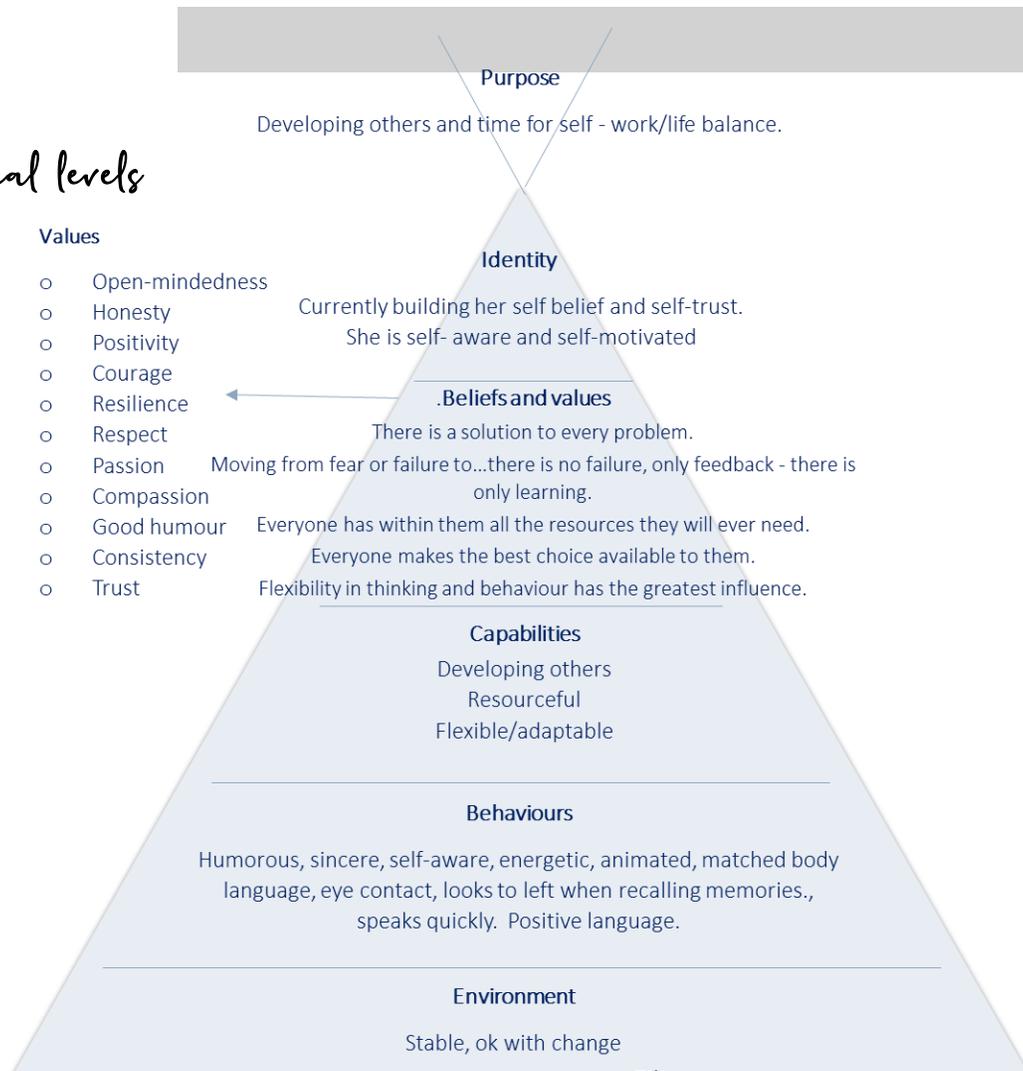
In that moment she knew in her gut that something needed to change and went about figuring out what would need to happen for the change to take place. She had saved up some money so knew that she could have some time off to retrain and this gave her the security blanket she needed to let go of a job that was no longer serving her.

As she recalled the memory she looked up to the left and her demeanor was subdued as she explained that she recognised that burn-out made that decision easier. Visualising what it was she wanted and using her internal dialogue to calculate the risks of staying she was able to make the unconscious, conscious, and is continuing to get better at making decisions as a result. In the past she would take ages to make a decision.

Her pattern of overcomplicating things would lead to overwhelm and a lot of effort that was not needed. Her old fear of failure belief made her believe that if being more detailed would mean there is less opportunity to fail and this led to exhaustion and procrastination. She has learnt to trust in herself and do what she can in the time she has. As she spoke about the moment she decided to leave and move forward to become a coach she became more animated and energetic. She explained that her new belief no failure, only feedback, there is only learning and developing self-trust led to simplifying things, being more strategic and less detailed when appropriate which in turn has led to taking action more quickly and ultimately enabled her to take the leap from the corporate world to one that is more in line with her beliefs and values.. She is a self-confessed recovering perfectionist!

As soon as she made that leap, her passion and humour that had dimmed returned.

Neurological levels



Values

- Open-mindedness
- Honesty
- Positivity
- Courage
- Resilience
- Respect
- Passion
- Compassion
- Good humour
- Consistency
- Trust

Moving from fear or failure to...there is no failure, only feedback - there is only learning.

Everyone has within them all the resources they will ever need.

Everyone makes the best choice available to them.

Flexibility in thinking and behaviour has the greatest influence.

Strategy for Action:

- Decide using gut instinct** (Core beliefs and values mismatch)
- Internal dialogue** (safety blanket of money saved up)
- Visualize** (what she wants, more work/life balance)
- Trust** (she can make the new venture work)
- Do it** (hand in notice and retrain)

Filters

- Small chunk
- Associated
- Match
- Externally referenced, moving towards being more Internally referenced.
- Present, Future
- People, Place, Activity
- Towards desired state
- Procedure
- Other, becoming more Self
- Visual, Feelings

Knowing her non=negotiables and finding what fulfils her and making time for self-care is what changed. She is able to use self-talk to help her navigate through life:

- 'Shake it off'
- 'Why is that important to you?'
- 'Let go of control'
- Stay in a positive space'
- 'Remember self-care'
- 'Let it be'

What my friend learnt from the experience:

She is more aware of her inner dialogue and that she is able to change it from negative to positive.

Idol

Stacey Copeland was my 'stretch' exemplar. I had seen her speak at an event and was amazed by her passion, motivation, resilience, and drive to empower women. I emailed her to ask if I could interview her and she agreed to a zoom call.

Method of modelling used: Conversation on Zoom about a moment in time using clean questions (recorded/video)

It was an amazing session with Stacey, and I was very grateful for her time. Again, having the recording was useful to listen and watch back. Stacey responded to the clean questions well and we were able to recall the moments well. Considering this was the first time we met I was able to identify easily how she processes the world.

I had recalled a moment from the speaker session she had given about being picked for the women's England football team and her boss being reluctant to give her the week off.

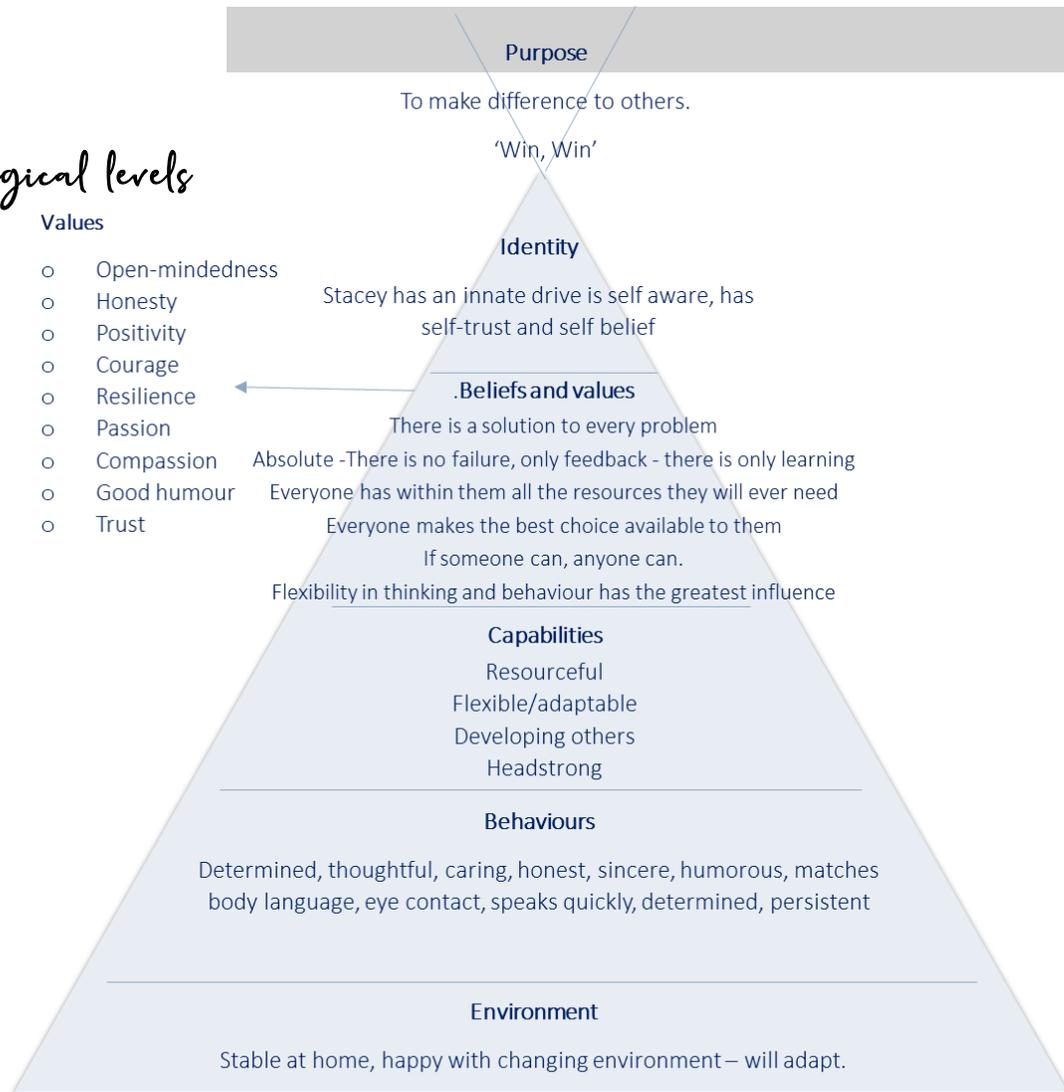
As Stacey went back to that moment, I could tell from her body language it was not a great experience for her. It should have been as she had just been called up to play for England. Before receiving the letter, she had previously failed to make the squad. Using her belief that there is no failure only feedback, she went away and watched and learned from videos of professional footballers and practiced until she knew she was good enough. Finally, she received a letter with the three lions on and was ecstatic. When she got to work, she could see that there were already too many people off that same week and her boss was unlikely to let her take it as holiday. Believing there is a solution to every problem she used her internal dialogue to look at options and decided that if he wouldn't allow her to take unpaid leave, she would quit as it was too important to miss and she could always find another job. As she entered the room all excited to be showing him the all-important letter she'd received his response of 'why would you want time off for that' left her feeling deflated and the total opposite of the euphoria she had been feeling. He let her take unpaid leave and she he never told anyone at work about her amazing opportunity! That conversation had a massive impact on Stacey, and you could see this in her body language as she spoke about it. She looked deflated. It reminded her of all the stereotypes she had fought and was still needing to fight. She had shaved her at school, so she did not stand out playing on a boys' team. She had felt there was something wrong with her as she wanted to do something that was not seen as 'normal' for girls. Her sexuality had been questioned and she felt like everyone was trying to put her back in a box that she did not want to be in.

Pure determination and resilience got Stacey through and she broke the mould and when injury left her unable to play football anymore she turned to boxing becoming Commonwealth super-welter-weight champion and fought for women to be given the same opportunities as men and campaigning for woman to be awarded an official boxing belt.

In order to move past unhelpful attitudes, myths, perceptions, and adverse situations she would use visualisation and internal dialogue to pick herself up and look at her options to enable her to take action. She did this throughout her career and continues to now in her quest to empower others through her charity work and by example. As she talks passionately about her empowerment quest she is energised, animated and speaks quickly. She oozes with confidence and passion and is still a force to be reckoned with even out of the boxing ring!



Neurological levels



Strategy for Action:

Decides on action using **instinct**
(playing football no matter what)

Visualises situation
(boss being happy and supportive)

Internal dialogue to look at options when setback arise and to decide on a contingency plan
(unpaid leave, get another job))

Visualise with plan
(doing it no matter what)

Do it (regardless of nerves, got a plan so it will be ok)

Adapt if doesn't go to plan (looks for the opportunities available)

Filters

- Small chunk Match
- Internally referenced
- Present
- People, Place, Activity,
- Towards desired state
- Choice
- Self and other
- Visual, Feelings

Stacey has a strong belief that if someone can, anyone can. She looks for and grabs opportunities and is able to change state in order to feel better and that usually involves taking action to help someone else– win, win. She believes life is a gift and we can deal with whatever comes our way.

What Stacey learnt from the experience:

Stacey is more aware that she uses setbacks as opportunities.