

**My journey of experiences...so far**  
*A struggle, flashes of pure experience, and inner peace*



*When I stop thinking and let go..  
..wonderful things happen*

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*I invite you to experience it too*

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## Summary

*If you only skim reports, this bit's for you...*

My route to this point seems strange and yet entirely 'had to be'. I work for myself in the aggressive high tech world, where I've gravitated (down?) from working as an employee in well established companies to working virtually exclusively for start ups.

Think of San Jose, California as the primeval swamp of high tech – there are strange and wonderful creatures lurking in the darkness. But it's a brutal struggle for life – some start ups make it and grow into monsters, most lose their footings and get sucked back into the swamp – becoming sinew and flesh for the ones that follow.

Unlike Darwin's observations, these metamorphoses often happen right under your nose. The 'losers' on the wrong branch of evolution don't quietly die away, they implode in an instant, leaving a tangled mess of egos, broken dreams, recriminations, and a rush to find the next monster in waiting.

A terrible, yet wonderful world of creativity.

I now recognise that I had become too hardened and rigid in my years of working in the swamp. My inevitable outcome was to leave the swamp, but NLP has helped me reframe my life, re-igniting my boyish curiosity and wonderment, whilst opening my eyes to other precious worlds beyond that swamp.

For me, my NLP journey was also like being in a swamp. A huge struggle, often seemingly getting nowhere. But those precious flashes of pure experiences kept drawing me back for more, quietly fuelling my evolution to a higher level of being.

*Interested? Read on...*

*From a brief introduction to NLP in sales training that I largely dismissed at the time as inflexible and manipulative, I finally arrived at my 'IT'.*

### **First part of 'IT' – building instant rapport**

I spent many months struggling with rapport. I now recognise that I had many false starts mistaking 'charismatic personality' in early exemplars as really their ability to build rapport quickly.

I can now build rapport with anybody in an instant. This is how it works for me:

Get in the zone.

- There is no failure, only feedback
- Be curious about each person – suspend my prejudgments
- Connect with my boyish curiosity and wonderment
- Move to a frame of unconditional love and vulnerability

When I am in this zone, I experience my vulnerability as a visible glow of tangled raw, conflicting emotions. First, it was physically just outside of my stomach – now it is fused into part of me and I see it glowing just inside my stomach. When it first popped out in Bix, I thought that it was very precious and needed to be protected. Now I recognise and welcome it is an incredible source of strength and creativity in me. It remains an uncomfortable, but great place to be. It does not need any protection from my world.

But I don't feel it every instant – for me it's like experiencing the intense light and shade as I drive down a favourite lane in Turkey. It lurks around, not entirely in my control....and that's ok.

When I now meet somebody, I briefly glance at their stomach to see if they have the same glow in their stomach. Outside of Bix, sometimes I don't see any – mostly I see something, but it's not glowing much.

I then 'reach out' and grab that energy and join it with my own – 'belly to belly' contact as Dawn beautifully coined it. I do not hesitate or ask permission, I just do it. My whole process takes about a second. Now I can also do it with complete groups, or on the phone to somebody.

*I'm writing this in a train going to London with two guys sitting opposite me. One has it, one hasn't, so I've connected with the one who has and will catch his eye later to test it. From his position, I can see a smiling guy, wearing headphones (listening to ELP from the 70s thanks to Berni's gift of joy) one finger typing, in a suit with a tie not worn properly – not exactly a congruent picture for him!*

## **Second part of 'IT' – *Just letting go.***

If there is one thing that I've learnt from NLP is  
...when I stop thinking and let go wonderful things happen....

For me letting go means getting rid of all my head clutter and opening up to my body – it is a physical release.

When I am with others as they let go, I grasp their hands and I can physically see a sort of mist leaving the left hand side of their head.

*I am still in the train and really want to grab the guy opposite without the glow to be for him as he lets go, but hey I can't impose my map and I don't need a day in jail!*

For me, to let go, here's how I do it:

Get in the zone

- I am at the side of a pool. (please recognise this is my map, for others it works being on the edge of a cliff or other launching place – find the best place that works for you)
- I feel the edge of the pool with my toes (try taking your shoes off, using your toes to feel the edge of the pool. Try gently rocking on your toes)
- I feel the wind on my cheeks, it's a long way up
- I hear odd noises coming from below, but can't make them out
- I smell the water below, I don't see it, it's dark below
- I feel butterflies in my stomach – my mind tells me it's a dangerous place to be
- At the point when I feel all these emotions are overwhelming, I step out into the void
- *I don't fall, I don't hit the water. I'm like Christopher in the picture.*

## **Third part of 'IT' – *experiencing a lifetime in an instant***

This gift came from Gene Early. Somebody said to me that Gene had no boundaries, but for me he challenged me and showed me that I can procrastinate, and waste a lifetime waiting for the peace of my death, or I can do it now, in an instant. The quality of the experience is the same. Within each instant of time, I see a lifetime of experiences.

When I am in this zone, I do wonderful things.

For me, time stops and I experience a lifetime in an instant. I go to the instant of my death – as the truck hits my car, it's ok and I experience an absolute inner calm. I go there and return with that inner peace in an instant.

It does not stop at that death – I smash through that instant, jumping out several hundred years, and experience the ripples of my being now. I leap out and return in an instant.

In the quiet of the night, I have jumped thousands of light years and experienced a star.

Back in this world, this gift has helped me enormously. I now recognise that for the last two years I have been bothered by dying – not the act of dying, that's ok, but bothered by my legacy. I now experience the legacy of my life, how my actions, each instant, ripple out and affect the larger system, for hundreds of years.

This has reaffirmed my desire to use my skills to help others wanting to effect change in the community for the better. Small changes, each instant, create ripples that are visible for centuries.

So, my new business goal is...

*"I only want to work with interesting people doing interesting things"*

And guess what, by changing my frame, that's exactly what is happening.

## Project Write Up

### My 'IT'

My 'IT' is experiencing a lifetime in an instant. I thought for a long time that it was building immediate rapport and I struggled with that for months. Then it came to me and led me on to 'being in the moment' which for me is 'letting go'. Then in that zone 'time' popped out – in that one instant of time can contain a lifetime of experiences. For me they are all interconnected and necessary – the succession happens in a second.

'IT' has helped me in my home life by overcoming a fear of legacy after I die. I now know that the effect of, on the face of it, tiny acts performed in an instant now ripple out into the wider system for centuries. I now seek out and cherish 'golden moments' with the kids knowing that these instants of being *are* my legacy and will ripple out years after I am gone.

In work, instant rapport and letting go have helped me incredibly by reframing how I interact with the swamp, widening my field of view so now I also see the precious worlds outside. I now have back my boyish curiosity that first led me to the swamp, but now I am looking around, checking in with the wider system.

I remain true to what is important to me and let go of outcomes, trusting and knowing with absolute certainty that good things will happen.

Now I am discovering proof points in work that this really works. When I let go of the outcome and maintain a boyish curiosity and vulnerable state, checking in with the wider system, the actual outcome is better than before. By being myself an exemplar, I attract an ecosystem around me of interesting people so the outcome is inevitably better.

## My models of excellence

### 1. Angela O'Connell, *NLP Practitioner*

Her 'IT'

#### **Building immediate rapport**

*What is the **result**?*

- Her ability to welcome strangers in a group and make them feel confident

Her model:

*Identity:*

- Catalyst
- Carer
- Leave a legacy\*

*Beliefs:*

- Knowing that there will be an opportunity to connect
- Being and doing in the moment\*
- Knowing I can\*
- Because I can
- Giving a gift
- Immediate rapport leads to deeper structures\*
- I grow and through rapport better understand my map
- Understand more than the words spoken\*

*Actions:*

- Internal dialogue about purpose
- Eye contact, match body language, tone and pace of voice\*
- Project openness in face\*
- Curiosity and interest\*
- Reaching out\*
- Wanting to connect
- Wanting a smile in return
- A warm glow in her chest
- Blocking out all else, paying attention\*
- Experiencing other's reactions
- Surprise and delight\*

*Environment:*

- Anywhere, I chose and it happens\*

\*These are parts of Angela's model that I recognise and have adopted in my model



## 2. Azmina Govindji, *Consultant Nutritionist and Registered Dietician*

Her 'IT'

### **Being in the moment with somebody**

*What is the result?*

She builds a bubble of 'now' around each person, making them feel very special.

Her model:

*Identity:*

- Aware that she is part of a wider system\*
- Serving others in the wider system\*
- Wanting to help the person in the wider system
- Aware of her legacy\*

*Beliefs:*

- Absolute belief she that has all the required resources within her\*
- Takes no responsibility over the person\*
- Letting go of any outcome, trusting in the process\*
- Wanting to make that moment exclusive and best ever for them\*

*Actions:*

- If she engages, take whatever time it takes
- Matches language, tone and body language\*
- Build an image of the person, if on the phone\*
- Inner dialogue about purpose
- Inner dialogue about time and priorities
- Builds rapport with the person, reaching from her stomach\*
- Creates a physical bubble around her that includes the person\*
- Everyone and everything outside the bubble disappears\*
- Shows boundless curiosity and interest in them\*
- Spiritual merges with them in the bubble

*Environment:*

- Anywhere, not important

\*These are parts of Az's model that I recognise and have adopted in my model

### 3. Gene Early, *NLP practitioner*

His 'IT'

#### **Doing it in the instant**

*What is the result?*

He does not give me a lifetime to get it. He takes an instant in time years ahead and brings it right in front of my nose.

His model:

*Identity:*

- Aware that he is part of a wider system
- A member of a wider, worldwide family

*Beliefs:*

- Absolute belief he that has all the required resources within him
- Can achieve anything
- Any instant of time contains all time in it
- A world is within a grain of sand
- You can take an instant or a lifetime
- You connect deeper through unspoken words

*Actions:*

- Quality silences
- Compress time from infinity to now
- Openness to anything
- Do not deflect feedback
- Give tough feedback
- Unconditional love
- No pre-judgements

*Environment:*

- Not important

I recognise ALL these parts within Gene's extended model and have adopted them all in my model

My 'IT'

## Experiencing a lifetime in an instant

*What is the **result**?*

Cherish each moment. Aware of my legacy. No fear of death. Looking up from the swamp, checking in with the bigger system.

My model:

*Identity:*

- Aware that I am part of a wider system
- I am a member of a diverse, worldwide family

*Beliefs:*

- I will leave a legacy
- Absolute belief that I have all the required resources within me
- Let go of the outcome, trusting that the outcome will be fine
- I can do this
- I can achieve anything
- Any instant of time contains all time in it
- I can take an instant or a lifetime, the quality of experience is the same
- I connect through unspoken words, words are unnecessary
- Each action, every instant creates ripples that are visible for centuries
- I do not understand – and that's ok
- This works for me. It will for you

*Actions:*

- Let go of the head stuff
- Do it in the moment, from the body
- Exhibit my boyish curiosity
- Keep checking in with the wider system
- Project vulnerability
- Seek out quality silences
- Openness to anything
- I do not deflect feedback
- Do it with humour
- Show unconditional love
- No pre-judgements
- I instantly build rapport with the person, 'belly to belly'
- Make that instant the best ever for them

*Environment:*

- Not important, I can do it anywhere, anytime

## The presentation

I was determined that my presentation was not going to be a 'presentation', like a sales pitch, which I could easily do. I wanted to take a high-risk approach and 'just do it'. I felt strongly that I wanted to share my gift of time from Gene Early, so I wanted to share that experience, showing the group in slow motion, how it works for me.

Having tried my model on Susan before, I was conscious from her feedback that it was my map but I only knew how it worked for me.

I set the scene by showing the picture of Christopher jumping off the boat. I took the group to the edge of my swimming pool and invited them to be with me as they stepped into the void. We did it one at a time, I wanted to be with them as they let go.

I was humbled and surprised that most of the group came with me. When they were with me, hanging in that instant of time, I experienced a huge leap of energy as I finally let the group drop and join me in experiencing a lifetime in an instant. The quality of silence and connected rapport during that experience was wonderful.

The feedback was great and spot on in identifying that I was not giving scope to accommodate other maps. I learnt so much from the group feedback that I could have taken them all if I had been artfully vague with my language and left gaps they could fill in with their maps.

Certainly if I do it again, I can achieve the same outcome using less spoken words, more unspoken communication, showing more flexibility in approach to accommodate more maps.

The presentation worked for me. I was physically shaking hours later, which is my way of knowing that I am in the zone.