



Midwest NLP Monthly Muse

January

Volume 11

Visit

www.midwestnlp.com
www.trulyhumancoaching.com

Do you have an upcoming training event that you would like to include? Contact me at jim@midwestnlp.com to include yours!

See the end of the newsletter for many local upcoming events!

Use NLP presuppositions and learn how to enjoy every moment of every day!

- All behavior is communication (i.e. an organism cannot not communicate or respond).
- The highest quality information from another person is behavioral information.

IN THIS EDITION!

Introduction-Welcome To Issue #11!

Article: Celebrating Each Moment

Article: Those New Years Evolutions: by John LaValle

List: Coachville: Key Coaching Principles

More! January-February NLP Events

Must see! Upcoming local workshops & events!

Welcome to Issue #11

Happy New Year!

Let me start by asking you: Do you have a “New Years Resolution”? If so, read on! *Did you know that 60-80% of New Years Resolutions are broken within the first 2 weeks of the year? The first 2 weeks!* You want better results than that! My first article addresses the too often ignored notion of celebrating those everyday successes that are too often missed, that when you continue to recognize them, reduce or eliminate the perceived need for what so many people call “a resolution”. The second article was written by John LaValle, master NLP/DHE Trainer who graciously gave me permission to use it here. John is a great writer, excellent trainer and has worked closely with NLP’s founder Richard Bandler for the last 20 or so years.

What are you going to do to make 2005 your best year ever?

During this months tele-discussion we will focus on how to truly resolve, commit, plan and insure that we stick to our resolutions that we begin to set up an action plan of regular habits to insure we **meet or exceed our goals!**

Are you doing what you really want?

Simply reserve your spot by calling 847-749-0759 or by clicking: coach@trulyhumancoaching.com To call in dial **781-222-0029, ext. 285** for an open discussion on YOU!—All about you ***getting what you want!*** Participate or simply listen in! This is the third in a series of calls, ***ALL FREE TO YOU!***

FREE!--Available on the first Wednesday of each month 7-8pm!

Have you been interested in NLP but not yet found the time to learn more or attend a seminar? This month is the first of a series of mini-workshops designed for the busy professional in mind. If you are a professional, and spend a large part of your time talking to and listening to other people; or find yourself in situations where building a relationship quickly is important to your success, then go now to

<http://www.midwestnlp.com/nlptraining.php#seminartrainings> and sign up

Feature Article->

“Believe nothing, no matter where you read it, or who said it, no matter if I have said it, unless it agrees with your own reason and your own common sense.”

Buddha

‘Treat people as if they were what they ought to be and you help them to become what they are capable of being.’

-Goethe

for the first seminar “Instant Rapport” or the entire “Professional Communicators” series!

Also available are numerous opportunities to grow your business, improve or enhance your relationships, & learn to point your brain in the direction you truly want!

Jim Accetta 😊

Celebrating Each Moment!

Happy New Year!!!! As we begin our New Year at the tail end of hundreds of thousands of people celebrating the New Year, I turn my thoughts to the celebrations that we so often miss everyday and in encouragement to remember to celebrate all the moments, all the hours, all the days of our lives. Let me suggest too, that so often these joys, these celebrations come from a place of gratitude, a place of taking the time to enjoy the moment; each moment of each day.

When you wake up in the morning, do you give yourself time to feel grateful that you can get out of bed, you can see and hear, and even understand and think? (seems simple, some can't, many don't!) When you have your coffee, and eat breakfast, do you give yourself permission to take the time to enjoy the taste of the coffee, the taste of the food you are eating, and for some of us, the pleasure of the company of our friends, family or partner that we share this time with?

As we move through our day, do we keep in mind that every time we meet and greet another person is an opportunity to celebrate a new or existing relationship? Do we see the things we have to be grateful for? Do we tell ourselves how to have fun, enjoy, smile and more? Do we realize that this is yet another opportunity to connect with another person, to make a difference, albeit small or large, to make a difference in their life? Or to simply connect, to know you are part of something much bigger than yourself?

What about all the accomplishments we so often take for granted? The completing of a file, a project, the starting of an exercise program, the continuing of an exercise program! The eating of a healthy meal, the skipping of a snack! The celebration of another sale, the celebration of another moment with someone you care about, the celebration of a new found friend, the joy of smelling the air after a fresh rain, the joy of playing in the snow with children....(for those of you who know me, you know I can go on and on!)

Being able to celebrate, to laugh and to enjoy each moment is as easy as 1-2-3! In my book and CD: “**Getting What You Want: The Art of Living On Purpose**” I talk about *the power of intention*, of (1) first believing you deserve and can have what you want, then (2) knowing what you want, and third (3) setting specific goals and action plans to meet your goals! You see, once you are fully aligned with who you are and what you want, it becomes easy and natural to enjoy each moment, to enjoy the power of now and live a life of fulfillment!

Article->

"The difference between winning and losing is frequently not quitting."
-Walt Disney

Available now!



A client and I were just talking about “celebration” and how FUN it is to celebrate all the little things in life... to laugh, to love, to share, to celebrate! A few days later she sent me this message:

Security cameras at Nordstrom's in Oak Brook picked up the strange sight of a middle-age women laughing out loud and dancing (albeit not very gracefully) while trying on clothes in the (Large) Women's department. She was wearing a pair of very baggy pants, which she subsequently returned to the rack. Guards did not follow or press charges, as she left without purchasing anything. She was heard to say "I won't be back here" as she left.

OK, you pointed out that I should celebrate life's occasions more....I can now officially shop in the normal size women's department. I'm elated! Just thought I'd share.

*Cyber high-five!
(reprinted with her permission)*

Yes, it is that easy! As a professional life coach, I have the great opportunity of helping others every day to **live more fulfilling rewarding lives!** So often people come to me living in this world that we have manufactured: this world of “have to’s”, “musts” “supposed to’s”. This world of looking to what is “practical” or what is “acceptable” instead of reaching inside, grabbing that which ignites us, which moves us, which gets our juices flowing and makes us want to yell to others that **THIS IS WHO I AM!**

Yes, we all have that yearning, that passion in us, stirring inside. How many of you now would like to be doing more with your life? More with who you are and who you are becoming? How many of you want to celebrate each moment, each day! Well, I say to you now: **CELEBRATE!** Stop doing what doesn't stir you and begin to live your life so that you are grateful for each moment, so you appreciate those special people who come into your life, and to celebrate those special moments with those people who you are lucky enough to have stay with you in your life.

Happy New Year, YES! How about: Good Morning, Good Afternoon, Good Evening! Happy Monday, Happy Tuesday....and so on... ☺

Those New Year Evolutions

by John La Valle

Reprinted with Permission 2005

I (John)WROTE MOST OF this 2 years ago at this time and have decided to rewrite it, add a little here and there because of its popularity.

WHAT IS IT THAT has people "make" New Year Resolutions and then "break" them? We have a local pub here that has a "Break Your New Year's Resolutions Early - Why Wait?" party on December 30 each year. It kind of adds something to the ritual.

For more product information
visit:
<http://www.trulyhumancoaching.com/products.html>

"If you really want something you'll find a way; if you don't you'll find an excuse".

*-author unknown
(note taped to my computer screen)*

"Every passing minute is another chance to turn it all around"

- Penelope Cruz as Sofia Serrano - Vanilla Sky

THE WORD *RESOLUTION* itself is a nominalization, a verb formed into a noun. It comes from the word "resolve", which means to solve, again!! And so many people get into a pattern of re-solving old problems and then not re-solving them because they then turn the process into an event, a static event. How about EVOLUTIONS?!! Evolving continuously, doing new things, get a new look, a new walk, a new talk, a new anything!!

INSTEAD OF MAKING "Resolutions", how about setting up new directions in which you want to be going this coming year, both personally and professionally? Take some goals, activities, behaviors that you want to be doing, and see yourself doing those in your future, just starting in the next few moments. If you're going to put those pictures into your future, be sure they're of behaviors - YOURS - that's you doing them, dissociate so you can see yourself doing them, then associate so you'll know what you'll be seeing, hearing, feeling, smelling, tasting. Then dissociate, see yourself doing them!! It's in your language, too.

REMEMBER, IT'S ONE THING to have goals that are outside of yourself, like that red *Testosterosa*, but without the behaviors, you may not know how to go about getting one, or even earning the money to get one. Remember to keep YOUR goals behavior-driven. That material thing is just the outcome of the outcome, it's the reward for doing certain behaviors!!

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[Persuasion Engineering™](#), [Design Human Engineering™](#) and [Charisma Enhancement \(Trainer Training & Public Speaking Seminar\)](#)

All in Orlando, Florida in February/March 2005

[Get Your Information Package](#)

Key Coaching Principles:

From www.Coachville.com

I ran across these principles again recently and thought that some of you interested in coaching or who are coaches in training would like to see it. Enjoy the reading, some of these points resonate more than others, decide for yourself which you enjoy the most!

1. Synergy causes better results, much more easily.

Coaching is synergistic, by its collaborative nature between coach and client.

2. When people are fully heard and understood, they move forward instantly.

Without this, people generally slow down or even stop in life.

3. Any situation can be optimized, turned around or improved.

And with a coach, it can happen much more quickly.

4. Few problems occur when one has a strong Personal Foundation.

Rising above the much of life is Job #1 in coaching.

Upcoming NLP Trainings! ->

Getting What You Want:
The Art of Living On
Purpose- Open Discussion
Call: Call and participate
or just listen in! The 1st
Wednesday of each
month, 7-8pm.

5. Sometimes the client has the answer, sometimes the coach does.

It doesn't really matter where the answers come from.

6. One can have a perfect life

Don't mock it until you've tried it. Details at www.trulyhumancoaching.com and at www.thepperfectlife.com

7. We humans operate at 1%, or less of our potential.

Coaching increases this percentage

8. Success is a basic human right.

Success has nothing to do with deservedness, privilege or background.

9. When the client properly defines success for him/herself, coaching accelerates.

This knowledge naturally positions the client to be more successful with less effort

10. Most people don't know what they truly want.

A coach can help clients discover what they truly want. It's a fairly simple process.

11. What one puts up with, costs one dearly.

Tolerations consume energy, resources and the human spirit.

12. We are all Picassos-In-Training

The world is waiting for everyone to discover, express and share their creativity.

What are you tolerating? Do you know what you truly want? Have you denied yourself the very thought of a perfect life? Do you want more results, quicker and easier? Sign up for a complimentary coaching session today at <http://www.trulyhumancoaching.com/connect-with-jim.html>

Upcoming NLP Trainings

Go to www.midwestnlp.com for a full description.

Call 847-749-0759 for early registration discounts!

➤ Professional Communication Series: Every 3rd Wednesday in 2005 7-9pm.....

The Business and Professional Communication Series: The Business and Professional Communication Series is designed to give professionals cutting edge tools to enhance their communication skills, increase their ability to **build lasting relationships quickly and easily** and to bond with prospects and customers alike for increased short and long term business success. The series is divided into 5 evenings which can be taken separately or combined for the complete series.

Are you ready to bring your communication skills to the next level? **Get started NOW!**

- January 19th: Instant Rapport
- February 16th: Building Lasting Relationships
- March 16th: Irresistible Phone Skills
- April 20th: Increasing Phone Sales
- May 18th: Getting to YES!

Instant Rapport

Wednesday, January 19th 7pm-9pm
Holiday Inn 3405 Algonquin Rd. Rolling Meadows, IL. 6000

Building rapport is the first step in any great relationship. Learn how to build rapport in 30 seconds or less with anyone you meet! Create lasting impressions with complete strangers! Have prospects feeling comfortable with you the first time you meet! Learn how to learn the yes and no signals of prospects and customers alike! All this in more in just 2 short hours!

Building Lasting Relationships

Wednesday, February 19th 7pm-9pm
Holiday Inn 3405 Algonquin Rd. Rolling Meadows, IL. 60008

Building Lasting Relationships: Rapport is the beginning to lasting relationships; trust is the cement that builds relationships that last. Learn about how to communicate your genuine intent, to be aligned with what is in the best interest of your clients and to build trust simultaneously on multiple levels! Also gain perspectives on how to literally step into your clients shoes and use their perspective to gain their trust.

PERSUASION ENGINEERING™

Orlando Florida, February 2005

We're always adding, modifying, enhancing things that we've been learning along the way. That's what makes this such a very powerful and potent technology.

Your customers are each and every one of them different from the other!

Go to [Persuasion Engineering™](#) for more information. [Get Your Information Package](#)

Design Human Engineering™

Upcoming local events:

Larry Garrett Hypnosis open forum discussion, Sunday 1/2: 1pm. Chicago 3020 N. Kimball Ave.

Toastmasters Coaches Elite: (always the 2nd Wednesday of the month) Wednesday 1/12: 7pm Hinsdale- Wild Oats Market
Come as a guest!

GUEST NIGHT!

Windy City Professional Speakers -Toastmasters, Sunday 1/16: 6-9pm Hyatt Regency Oak Brook, 1909 Spring Road, Oak Brook, IL OFFICIAL

OPEN HOUSE !!!!

Come on in and join us!

Coachville Study Group:
Tuesday, 1/18: 7-9pm.
Buffalo Grove.
Presentation by Alan
Graham: Positive
Psychology
Contact:
sandee@sandeeabern.com

Chicago Coaching
Alliance Monthly Meeting:
Saturday 1/15: 9:30am-
12pm Hinsdale- Wild Oats
Market

Design Human Engineering™ is based on how information is processed simultaneously. For years [Dr. Richard Bandler](#) studied how geniuses used their minds to accomplish what they did and was able to successfully replicate the results they produced. One day he noticed that all of the geniuses he knew got out of bed in the morning because they had to urinate. He decided that wasn't good enough.

Design Human Engineering™ takes for granted the opportunity to design internal strategies and states that are both dynamic and compelling. Think about how many good feelings you have. However many that is, it's not enough. DHE™ starts from the premise that, that which is already available to an individual is nowhere near what that person is capable of.

Go to [Design Human Engineering™](#) for more information. [Get Your Information Package](#)

Upcoming Local Events

Connecting with Your Inner Wisdom

Weekly 6 session class, starting 1/3/05!

Contact Marla Goldberg 847-828-4511 or windsprite333@comcast.net

Experience Marla's multi-sensory Guided Imagery Meditation to tap into the heart's wisdom and develop your intuitive 6th sense for practical everyday use. Anyone can develop this skill. Create your dreams!

Marla is also offering two additional classes:

January 5th 11:00 to 12:00pm "*Connecting with Your Inner Wisdom*"

January 11th 7:00 to 8:30pm "*Create Life Flow with Guided Meditation*"

Questions? Call Marla at 847.828.4511 or windsprite333@comcast.net

Must pre-register with Whole Foods Deerfield at: 847.444.1900

Fee: \$20 per class

20% will be donated to Cancer Research in honor of the late Pamela Rossi

CCASTD: Building Your Business Forum- "Learn to be a Successful Consultant, Speaker and Author from a Panel of Five Experts"

Thursday January 20th 2005

2 Sessions!

Downtown Lunch: 11:30-1:30 West Suburban Dinner 5:30-8:30

CCASTD President Phil Orlandi will host a panel discussion that will kick off this years Building Your Business Forum (BYBF). Five top consultants / speakers / authors / coaches will share their skills and secrets to building a successful business. Visit <http://www.ccastd.org/event-050120.html> to

register or for more information.

Chicago ICF Event: The Nine Styles of Leadership: The Enneagram as a Path to Professional Growth

Monday, January 10th 2005
4:00 to 7:00pm

The Enneagram is an ancient system of psychological and spiritual integration and growth that has enjoyed a renaissance in the last 35 years. Join Merri Monks in discovering our Enneagram type, with its core of motivation and a clearer path for greater self management.

Visit: <http://www.chicagocoaches.com/DesktopDefault.aspx>

Coachville Study Group

Tuesday, 1/18; 50 ½ Raup Blvd., Buffalo Grove
7:00 to 9:00pm

Please join us in January when Alan Graham, PhD discusses “Positive Psychology and Its Effect on Coaching” including definitions and its use in coaching and life skills work. Alan is one of the countries leading ADD Coaches, a successful Psychologist, and Business Coach. Contact: sandee@sandeeabern.com for more information.

NSA Fabulous Friday!

Friday, 1/21/04: Maggiano's in Oakbrook
10:00am-2:30pm (lunch included)

Kathy Passanisi, CSP, CPAE presenting for this months Fabulous Friday event. Kathy is the master (or mistress!) of humor for a purpose, natural humor, and humor with a message. She has recently received her CPAE award from NSA, the highest honor to a very exclusive group of speakers. She deserves it! Kathy will demonstrate and teach and help us find our right kind of humor for our work. Please join us for a very special day. Go to <http://www.nsa-il.org> form more information or registration or write sueblack@nsa-il.org.