



- What is NLP?
  - General Introduction
  - NLP in brief:
    - Outcome
    - Acuity
    - Flexibility
- Subjective Experience: V-A-K
  - Visual/Auditory/Kinesthetic/Gustatory/Olfactory
- Eye Accessing Cues
- Predicates

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## What Is NLP?

NLP is an attitude, a way of thinking and living in the world, a field of knowledge that focuses on behavioral modeling, communication excellence and efficiency in action.

NLP (NeuroLinguistic Programming) has to do with 3 things:

**Neuro:** Nervous system through which experience is received and processed through the five senses

**Linguistic:** Words, language and nonverbal communication systems through which neural responses are coded, ordered and given meaning.

**Programming:** The ability to organize our communication and neurological systems to achieve specific desired goals and results.

There is no one single definition of NLP that effectively offers the wealth and breadth that the field reaches. There are several definitions offered on my website by many experts in the field starting with my own definition.

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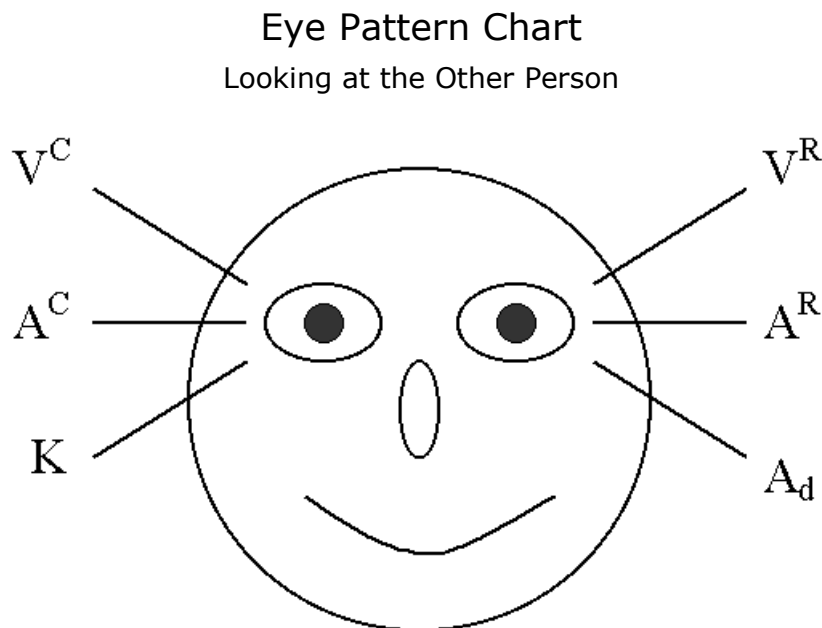
NLP began in the mid 1970's as a model for communication excellence. NLP started as an idea by Richard Bandler and coordinated with John Grinder into a field for modeling behavioral excellence.

A mind-body link is a fundamental part of NLP. Right now, we'll focus on the way people tend to show their thinking strategies by moving their eyes & use of predicates and how we can use this to power up our communication.

## Rep Systems

We have five senses; that's how we come to know the world. In NLP, we call these channels rep systems - short for *representation*, and we tend to break them down like this: visual, auditory, kinesthetic, gustatory and olfactory.

**Note:** The following picture describes the eye patterns for a right-handed person as **you look at them** - please note this distinction. These patterns are fairly consistent across all races, with the possible exception of the Basques, who appear to have a number of exceptions to the rule. For many left-handed people, the chart is reversed i.e. mirror image.



- eyes up and to your left - something you have seen before and hence you remembered it -- visual remembered (VR).
- eyes up and to your right - something that I assume you have not seen before and hence you constructed this picture - visual constructed (VC).
- eyes on the horizontal plane to your left - something you have heard before - auditory remembered (AR).
- eyes on the horizontal plane to your right - something you have not heard before - auditory constructed (AC).
- eyes down and to the left- about your self talk - auditory digital (Ad).
- eyes down and to the right - about your feelings- kinesthetic (K).

## **Predicates-The Language of Representational Systems**

You use words to describe your thoughts. If your thoughts (internal representations) are mainly pictures, then you will tend to use more visual words when describing your thoughts. If your thoughts are based on logic or making sense of something, you may tend to use words that reflect the logic of your thinking. Likewise, for auditory and kinesthetic. The words you use reflect your internal thought processes. This is a very important point as you are revealing your internal thoughts and thought structures to others through the words you choose to use or not use - more about this in other workshops.

In NLP terms, visual, auditory, kinesthetic and auditory digital words are called predicates. The predicates that a person uses will provide you with an indication of the person's preferred representational system.

You use visual, auditory, kinesthetic and auditory digital predicates all of the time. Some contexts imply the use of one type of predicate, for example if I asked you to describe a picture on your television; you would most likely use visual predicates. And if there is a choice, you will tend to use the predicates from your preferred representational system.

### **Exercise**

Listen to the predicates that your friends or family members use. They will use a mixture of visual, auditory, kinesthetic and auditory digital predicates and one or two of these will be used more frequently and this is their preferred representational system.

### **Lead Representational System**

We all have a preferred representational system (some of us have more than one) for our conscious thinking. In order to bring something to our conscious awareness we use a lead representational system. Your lead representational system may be the same as your preferred representational system and it may not.

For example, assume my preferred representational system is visual and my lead representational system is kinesthetic. If someone asks me about my last vacation, I may first get in touch with all of the good feelings about my vacation before fully bringing up the pictures in my mind.

Lead representational systems may vary between contexts. For example, before accessing the feelings associated with a very distressful event, I may choose to first access the event through pictures and hence slowly ease myself into the feelings associated with the event.

And NLP is Much more than that!



## Really LEARN NLP™!



### MORE Than Just an Introduction to NLP™!

A powerful two day workshop: 9 am - 5 pm March 27<sup>th</sup> & 28<sup>th</sup>  
Highland Park, Illinois

#### Who uses NLP?

##### People who:

- Interact with people in any way.
- Want to improve their ability to sell, network, manage and lead.
- Desire to improve their ability to connect with others.
- Are searching for ways and means to personal growth.
- Are tired of letting their past stop them from achieving what they desire.
- Want to be at the top of their game.

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