

---

# **NLP and “The Elusive Quick Change Techniques”**

(April 2004)

While talking with a client the other day, he asked: “Doesn’t that NLP stuff work really fast like people say?”... Another person that hired me to speak recently shared how his group really needed something to “...help them to keep up the momentum of their motivation going...” Expecting a quick fix, or a short motivational talk, I began to get curious.

What both of these people and so many others have fallen into is the myth that NLP can quickly alleviate any symptom, any issue, within a matter of minutes.

Working as an NLP practitioner for many years has taught me that each situation is different. While listening to a tape David Gordon recently (one of the early group of co-developers!), he talked about how he used to think he had all the answers, know exactly what would work, etc... and now, after many years of working with people, he has learned, that he does not know everything, and sometimes the techniques don’t work!

## **So, why don’t they ‘always’ work!?**

The one thing people bring to each situation is their self. Their identity, their beliefs, their capabilities, their desires, their hopes and their dreams...their history, their memories and more. Certainly I can anchor confidence in a person who desires to cold call, but if they have never done this, nor have a high “failure” rate, perhaps they are not yet capable, and could use some training. Or, perhaps at a deeper level, they believe that what they are selling is not worthwhile? Or on an even deeper level, they perceive themselves as incapable; or on an identity level, they really long to live a different dream?

NLP is all about the structure of subjective experience and modeling excellence. NLP is an attitude, a way of thinking and acting in the world. What has happened to those who learn or know about NLP is that so many people have seen, heard or read about some technique working in 5 minutes, or 15 minutes...or some communication trick that works miraculously.... Then associate all NLP with these techniques. Certainly, over the years, NLP developers have created some wonderful techniques. Recently I was able to assist a person with a fear and anxiety of cold calling to begin calling prospects with excitement during one session. And yes, I have assisted clients to eliminate those nagging “internal critiques” during one session. (or gremlins for those of you who read my past issues!). And have helped people to become “non smokers” in one or two sessions. Sometimes change and improvement requires several interventions, more ‘work’ at the levels of

beliefs, identity and spirituality. Some of the distinctions I am referring here are related to knowing where to intervene along with what Robert Dilts has coined “Logical Levels” or what David Gordon might refer to in his “Experiential Array”.

Coaching with NLP offers the answers at these deeper levels, at the level of values, of beliefs of identity, of spirituality. Other ‘techniques’ work in combination with each other. The question what do you want must be coupled with the skill to discern how to help people get what they want, this is only achieved through training and practice.

So how do you maintain momentum in your motivation? Live the kind of life you truly want! Learn your values, learn what you love, step outside of the life you thought you should be living and live the kind of life you truly want!