



"The right path of learning to a brighter, better future."

"Get Committed"

Contributor: Steve Crabb

I have just finished working with two corporate clients; they are brothers who run a very successful vehicle breakdown and recovery service. For the first time in a series of coaching appointments they have arrived on time and have completed the tasks given to them between coaching sessions.

Which is just as well; as had they been late this time or had they arrived without completing their tasks it would have been their last session working with me...the rule I have is *"three times and your out."*

For those of you who have seen John LaValle train or were fortunate enough to see him at the last practice group meeting; John tells a great story about a man in a cart who hits his horse every time it stumbles and falls...until the third time when he shoots it dead.....*"three times and your out"* being the moral of the story.

Make a mistake once, it's called learning. Make the same mistake twice, its called not paying attention. Make it the third time, its called being stupid.

The brothers have no problems as such... a little bit of work related stress, *"adrenal fatigue"* the doctor calls it, well the one who is in charge of breakdowns has that according to his doctor which is not surprising considering his role. If you are in charge of breakdowns then its important to learn how to deal with stress is it not.

They are entrepreneurs, so they have to deal with the changing market place; what is really needed is some creative thinking and the attitude to consolidate what is working and adjust what is not. They have the motivation, all they need is some know how and a little bit of time to let the actions they take have an effect. Although NLP is used to make quick changes there are something's in life that do require a little bit of time and repetitive reinforcement.

Last week Tina, Sarah and I were assisting Dr Bandler and John LaValle on the Practitioner training in London and from Friday evening till Sunday I was with Paul McKenna and Michael Neill helping them with their Life Transformation workshop in Mayfair. I regret not getting over to the practice group meeting in time to see John LaValle but I hear he was as always a true "Master Trainer."

On the Life Transformations workshop Michael told a story about his coach (all good coaches have coaches haven't they!) who charges \$150,000 for a coaching programme. He coaches from his home in Texas and you go to see him, he doesn't travel or phone you, you get to do the work. During the first session you place the cash on the table between you, after an hour you then get to decide whether the coaching programme is right for you. If you say *"yes"* he slides the cash into a bag, he zips it up and puts it under his chair and that's the last you will ever see of it.



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If the answer is "no" then you get your money back, you get shown the door and you can get on with your life. That's a motivating process that demonstrates a commitment to the change process.

During the coaching programme you travel to him and if at anytime he gets the impression you are not putting effort into the programme he will spend your money by sitting there quietly not saying a word until you re-focus and get back on track.

The phrase to remember is that "*the person with the need gets to do the work*". If you are working harder than your clients then something is wrong.

All change requires a commitment and a desire to want to change whether that is by learning skills, using techniques or practicing new behaviours. Simply turning up for an appointment is not enough, simply being in the room at a practice group is not enough, simply reading a self help book and then not applying the techniques is not enough.

As Gandhi once said if you want to make a change "*Be the change*".

There are many ways to motivate yourself and others to remain committed to a process of change; in November we are running a coaching certification course where you can learn how to motivate people in many very powerful and successful ways which are not taught in NLP trainings. Spaces are limited to 30 and the course is booking up quickly so if you have been thinking about it now is the time to make the commitment and call Sarah on 020 8540 3366 or book online at www.aventesi.com

Today's Experiment;

Notice just how committed you are to whatever you are doing, chose one simple activity it needn't be a big life changing activity it could be as simple as making a cup of tea.

Focus on one activity and commit to giving it your 100% attention and effort. If you are making a cup of tea commit to making it the most wonderful experience, commit to making the best cup of tea you can...for now.

Notice the difference throughout the day as you do simple things with a new level of awareness and commitment.

Have fun, practice and learn lots.