



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

### **"The Magic Is On the Outside"**

Contributor: Steve Crabb

Currently, we are running an NLP Practitioner training in Kingston. The group is made up of lots of people new to NLP and a small number of Practitioners who have joined us for the Practitioner Plus programme we run which is where we get to train, test and torture those who have already done a Practitioner training before.

They get to review their skills, refresh their memory and learn new things; because every training is different, different people, different metaphors a different day.

I have just been listening to Tina elicit a strategy for being motivated to go to the gym. Initially it seemed to be a quick, simple and moving towards strategy which was recursive; so that when it happened it reinforced the desire to do it again.

The magic was with the person demonstrating the strategy and not with the person eliciting the information. Yet when people first get into NLP I have often witnessed them failing to observe the obvious and being drawn into the story of the person they are working with. There are so many ways to fall down the rabbit hole so its best to start as you mean to go on.

Take control and get compliance. That's the start...then keep your model of the world out of the way and go into a place of "not knowing" so that you can observe and notice without making premature judgments.

One of the simplest ways to acquire this ability of "not knowing" getting out of the way is to be present with the person you are working with and be quite on the inside.

Try an experiment, sit still for 60 seconds and just be present and quiet on the inside.

Some people when they do this simple experiment find they are can only be present and quiet on the inside by distracting themselves. That's the equivalent of letting a glass of muddy water settle by shaking it!

Try it again and this time let any thoughts simply slip away let your body relax giving no judgment to what you see around you.

The human mind is magnificent at labeling things so that we can make sense of the world around us. Practice letting this ability switch off by being present this opens up your sensory channels enabling you to observe and gather useful information at the unconscious level.



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

We have just completed an exercise in strategy elicitation find out how someone does something they are good at. I have been working with the groups helping them to begin to notice what's always been there.

The real magic is on the outside, with the person in front of you. Practice being still and being present; not only will you begin to be more effective as a listener you will start to develop intuitions about what's really going on and what to do next and that includes when doing nothing is the best thing.

**Have fun, practice and learn lots.**