

# Motivating People with NLP

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# NLP On-line Resources

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- <http://www.nlp.org/>
- <http://www.nlp-academy.com/>
- <http://www.nlpcomprehensive.com/>
- <http://www.nlpu.com/>
- <http://www.nlp-world.com/>



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# Motivating People



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# NLP Made Simple

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1. What is NLP?
2. Presuppositions in NLP
3. NLP and motivation



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# What is NLP ? (1)

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Neuro--- what we do with our brains.

The nervous system (the mind), through which our experience is processed via five senses:

1. Visual
2. Auditory
3. Kinesthetic
4. Olfactory
5. Gustatory



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# What is NLP ? (2)

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Linguistic---verbal and non-verbal language we use to organize and communicate our thoughts.

Includes:

1. Pictures
2. Sounds
3. Feelings
4. Tastes
5. Smells
6. Words (Self Talk)



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# What is NLP ? (3)

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Programming---the unique way each individual puts it all together to produce behavior.

NLP is how to use the language of the mind to consistently achieve our specific and desired outcomes.



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# NLP Presuppositions (1)

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1. People work perfectly.
2. The meaning of communication is the response you get.
3. You cannot not communicate.
4. The map is not the territory.
5. Experience has a structure.



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# NLP Presuppositions (2)

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6. We already have all the resources we need.
7. We always make the best choices available to us.
8. There is no failure---only feedback.
9. Every behavior has a positive intention.
10. The mind and body are part of the same system.



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# NLP and Motivation

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1. Use your imagination positively
2. Use your internal dialogue positively
3. Adjust the sensory quality of your internal representation
4. Focus on your outcome



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# The Motivator Mindset

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1. Outcome

2. Acuity

3. Flexibility



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# Motivation in Dr. Kokin Lam's Way

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1. Love for what I do
2. Continuing reminder that anything worth doing is worth doing it right
3. Love thy neighbor (students, colleagues, friends, family, the human race)
4. Appreciation of the opportunities that God has given me
5. Be Happy, Healthy: physically and spiritually.



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# Outcome

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Know what you want,  
have a clear idea of your outcome  
in any situation.



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# Acuity

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Be alert and keep your senses open  
so that you notice  
what you are getting.



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# Flexibility

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Have the flexibility to keep changing  
what you do  
until you get what you want.



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# Motivational Communication

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1. NLP Motivation Strategies
2. What to say
3. How to say

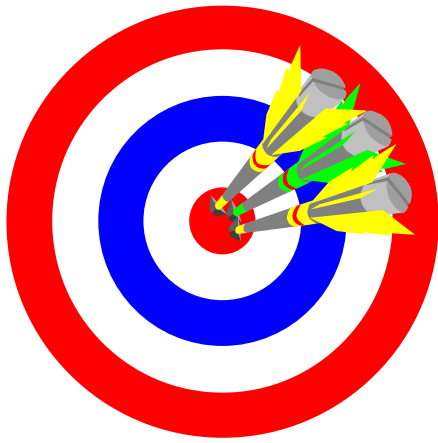


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# NLP Motivation Strategies (1)

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## Motivational

1. Motivation = Motive + Action
2. Appeal to all senses
3. Encourage participation

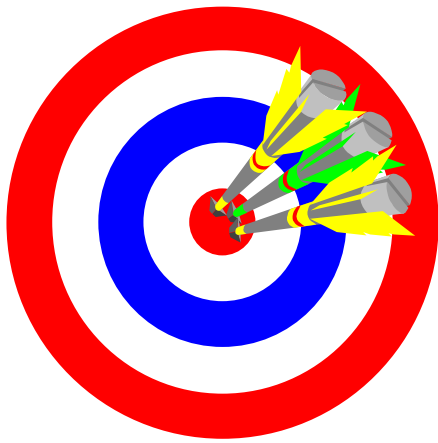


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# NLP Motivation Strategies (2)

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## Memorable

1. Using stories
2. Using memory skills
3. Using sense of humor



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# Motivational Communication (1)

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1. Use images and word pictures.
2. Use examples that people can relate to.
3. Talk about traditional values.
4. Appeal to common bonds.
5. Get to know your audience.



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# Motivational Communication (2)

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6. Use repetition.
7. Be positive and hopeful.
8. Shift from “I” to “We”.
9. Speak with passion and emotion.
10. Have personal conviction.



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