NLP coaching

At this course you will learn the effective processes of NLP coaching so you can really help the people you work with make a difference in their lives and business.

This course will help you, as the coach, to help individuals identify what they need to do and how they need to do it. NLP coaching is about facilitating personal change.

NLP Coaching has the distinct advantage over typical left-brain style coaching as it utilises unconscious processes to enable the client to congruently achieve the objectives established in the coaching plan. NLP offers coaches the ability to tailor selected interventions to take into account the client's unconscious mind where both resources and incongruities are present.

Top 10 Tips for NLP coaching
1. Prepare yourself first
2. Believe in yourself and your client
3. Pre-frame for success
4. Establish and maintain rapport
5. Set a Direction
6. Watch & listen
7. Clear obstacles and gather resource
8. Use softeners
9. Gather evidence
10. Wire in the language patterns

Course includes:
- Ring of Confidence – build confidence, change feelings
- Effective use of metaphors – effective story telling
- Metal model – core of NLP
- Modalities & sub-modalities – map of the world
- S.M.A.R.T. goal setting – well formed outcomes
- Time Lining
NLP Coaching – be and do your best

- NLP roots lie in personal change
- Address issues you have struggled with
- Overcome limiting beliefs
- Overcome left-sided brain processing
- Engage the rights-side creativity
- See the whole picture not just the detail

Top 10 NLP coaching rules

1. Prepare yourself first
   - Set a coaching intent
   - Turn off the internal dialogue
   - Trust yourself, trust your abilities, trust the process

2. Believe in yourself and your client
   - If you don’t believe, just pretend
   - Unconscious communication is more effective than words alone
   - Look past theirs and your limiting beliefs
3. Pre-frame for success
- The fact that you are here means...
- The unconscious will accept this to be true
- X means Y or A causes B
- Embed positive suggestions in stories

4. Establish and maintain rapport
- People interact when they feel a trust and connection
- Matching, pacing and leading
- Understand their map of the world

5. Set a Direction – start to look at timelines
Ask structured questions
- What do you want?
- What is the problem?
- How can I help you?

Use SMART goals when identified
- Specific
- Measurable
- Attainable
- Relevant / realistic
- Time-bound
Top 10 NLP coaching rules

6. Watch & listen
- 95% of NLP is information gathering (Richard Bandler)
- Ask questions to get them stimulated
- Meta Model
- Generalisations, deletions and distortions
- Modalities and sub-modalities

Communication comprises of:
- 55% body language
- 38% tone of voice
- 7% content – the words used

META Model

Surface structure (what people say)
- Generalisations
- Deletions
- Distortions

Deep structure (Unconscious map)
- Experience

Modalities and sub-modalities

Modalities are our representational system and sub-modalities are examples of these systems.

<table>
<thead>
<tr>
<th>Representational Systems – senses – modalities</th>
<th>Visual</th>
<th>Auditory</th>
<th>Kinaesthetic</th>
<th>Olfactory</th>
<th>Gustatory</th>
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<tr>
<td>Visual</td>
<td>Internal pictures, visualising, day dreaming and imagining.</td>
<td>Used to listen internally, talk to yourself and rehear sounds and voices of others.</td>
<td>Internal and external feelings of touch and body awareness including balance and emotion.</td>
<td>Remembered and created smells.</td>
<td>Remembered and created tastes.</td>
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<tr>
<td>Auditory</td>
<td>volume, tone, pitch, position, rhythm</td>
<td>taste/smell – bitter, sweet, pungent.</td>
<td>touch, pressure, texture, temperature, weight, pleasure/pain</td>
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Top 10 NLP coaching rules

7. Clear obstacles and gather resource
   - NLP presuppositions
     - Anything is possible
     - People have all the resources they need
     - There's a solution to every problem
   - “I can’t”.... “What stops you?”
   - “what would happen if you did/could?”
   - Go beyond/past the problem (time lining)

8. Use softeners
   - Inappropriate Use of language can seem like interrogation
   - Use a gentle, curious tone of voice
   - Use softeners
     - “What stops you” – “I’m curious to know what stops you”
     - “How do you know that” – “I’d like to ask you how you know that”

9. Gather evidence
   - “How do you know that?”
   - Review outcome – compare to start of session
   - Image as if – compare to start of session
   - Note conscious and unconscious changes
     - Covert questions
     - Changes in physiology / body language
Top 10 NLP coaching rules

10. Wire in the language patterns
   - Make the language automatic by practice
   - Write example questions
   - Test it out on the unsuspecting public
   - Practice in your daily life
   - Set your own goals for communication (remember coaching intent)
Coaching Questionnaire

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Score these: 2 points = YES, 1 point = sometimes, 0 points = NO

0 – 10 points
You’re most likely confident with some areas of your life, but could dramatically improve others

11 – 15 points
Well done...! life is presumably pretty good for you. However you probably suffer the occasional slip so need to keep focused on your goals and needs

16 – 20 points
Congratulations..! You are obviously close to reaching your fully potential. You know your goals and have a clear vision towards achieving them