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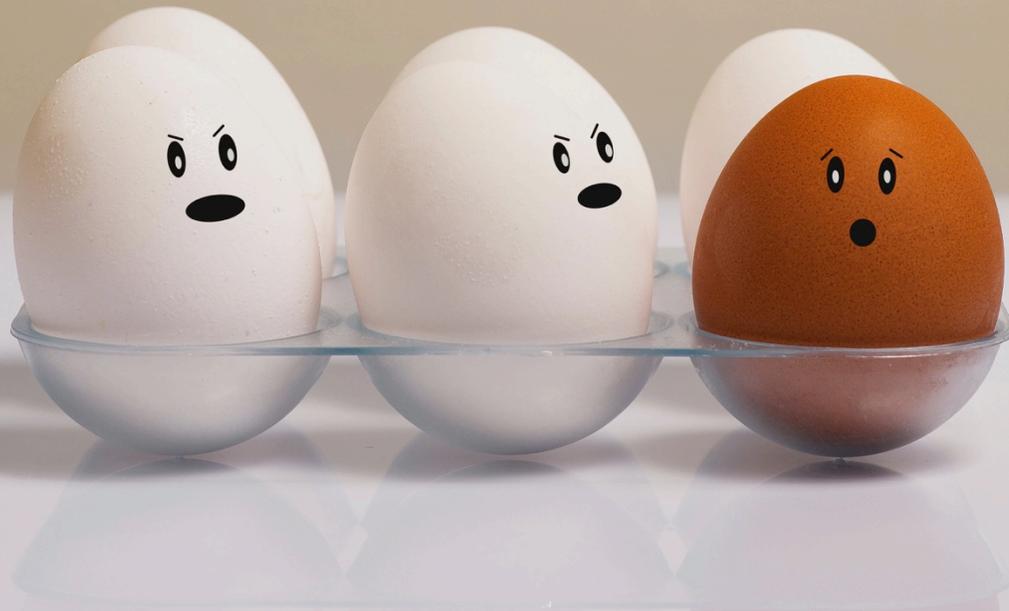
Secrets

Of connecting

20

Years

Face To Face



1. We Are All Different

...But we all have
the same
5 Senses





2. The 'Map' we
make as we grow
up, is not the same
as our parents 'Map'
or Our Colleagues
Maps

...but we all follow
our Map, and
Respond to our
‘Map’.



[Latin: related to a
dictatorial /,dɪktə
like a dictator. 2 ov
orally *adv.* [La
TATOR]
diction /'dɪkʃ(ə)n/
ciation in speakin
dictio from *dico* *dic*
dictionary /'dɪkʃə
book listing (usu.
explaining the wo
giving correspond
language. 2 refere
the terms of a

3. Words we use
don't mean the
same thing to
different people.

...context is more important. It's not what you say, it's how you say it.





**4. We all
experience. But our
experience is not
the same.**

...so we must
consider the way
our mind and our
body interacts.





**5. Some of us learn
by seeing. Some by
hearing. Some by
doing.**

...but we can all
learn skills through
repetition, muscle
memory, and
practice.



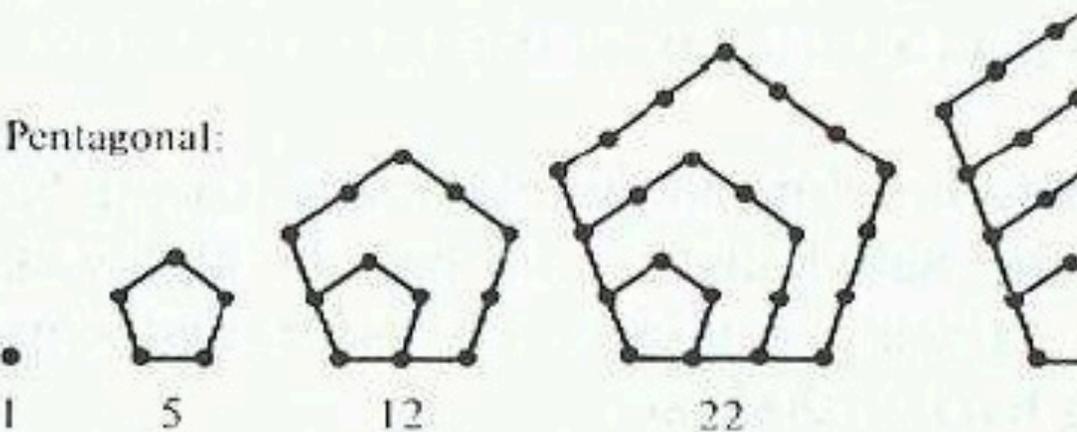
Triangular:



Square:



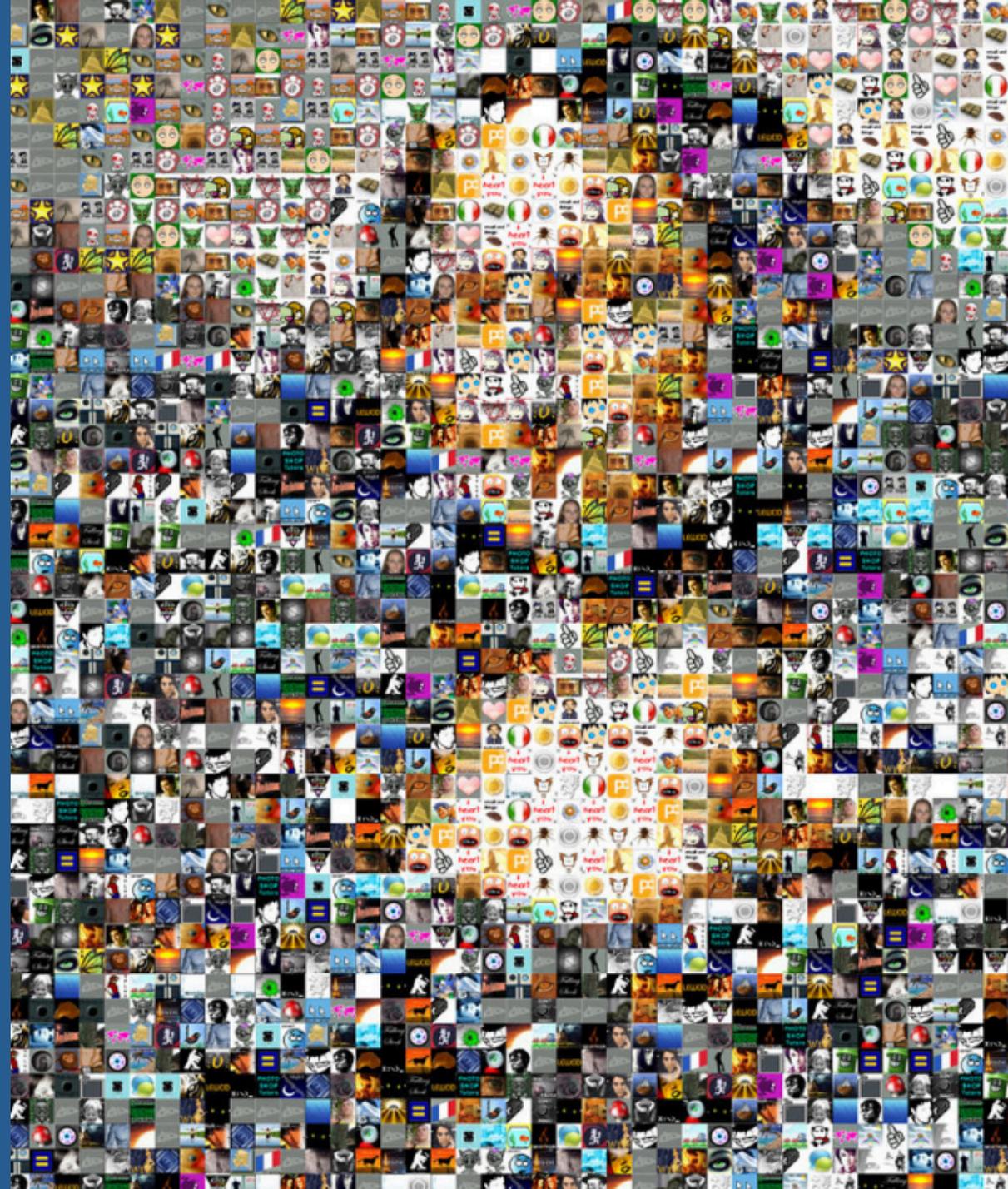
Pentagonal:



6. Patterns and sequence are underrated. There are only 10 numerals. The alphabet only has 26 letters.

“There’s all these books out there and they all have the same 26 letters. \$15 or \$20 and all I get are the same 26 letters over and over. I’m getting ripped off!” Richard Bandler

...But sequencing
the letters the right
way creates the
right words and
sequencing the right
words creates a
masterpiece.



**7. We all have a
different model of
the world in our
minds.**



... but when we
respect each
person's model of
the world we
connect.





8. We stereotype people, cultures and generations by the behaviors they produce.

...but people are more than the behaviors they produce. People have the ability to change at any time.

What you DO and what you ARE are two different things.





9. Our behaviors sometimes do not match our situations.

A person may start shaking with fear and sweating when they need to make a presentation. That fear may be appropriate just not in that situation. Maybe if a person held him up at gunpoint it would be natural to have fear. Fear is good in a certain context.

...but every
behavior has utility
and usefulness in
some context. All
behavior functions
from positive
intentions.





10. Even if we don't say a word, our internal thought processes effect our body in such a way that our message gets out .

...so we cannot NOT
communicate. Not
matter how we try.

This is how lie detectors know
we are lying.





11. When we say the same thing, in different tonalities, voice tempos, tones and it will mean something different.

...The way we
communicate affects
perception and
reception.

Change the way you stand, change
the focus of your eyes, and change
your posture all change the way your
are seen, heard, understood.





12. We often do not
get the response we
want from our
communication.

...so the only way to understand meaning of your communication lies in the response you get back.

We have to keep shifting and changing the way we communicate until we get the response we want.





13. Without framing context, we cannot control the message and the response.

“The sun has a beautiful red color to it as it’s setting tonight. (frame) Let’s take a walk on the beach”

Or

“It’s going to be too dark when we get there (new frame-
Dark is not good)”

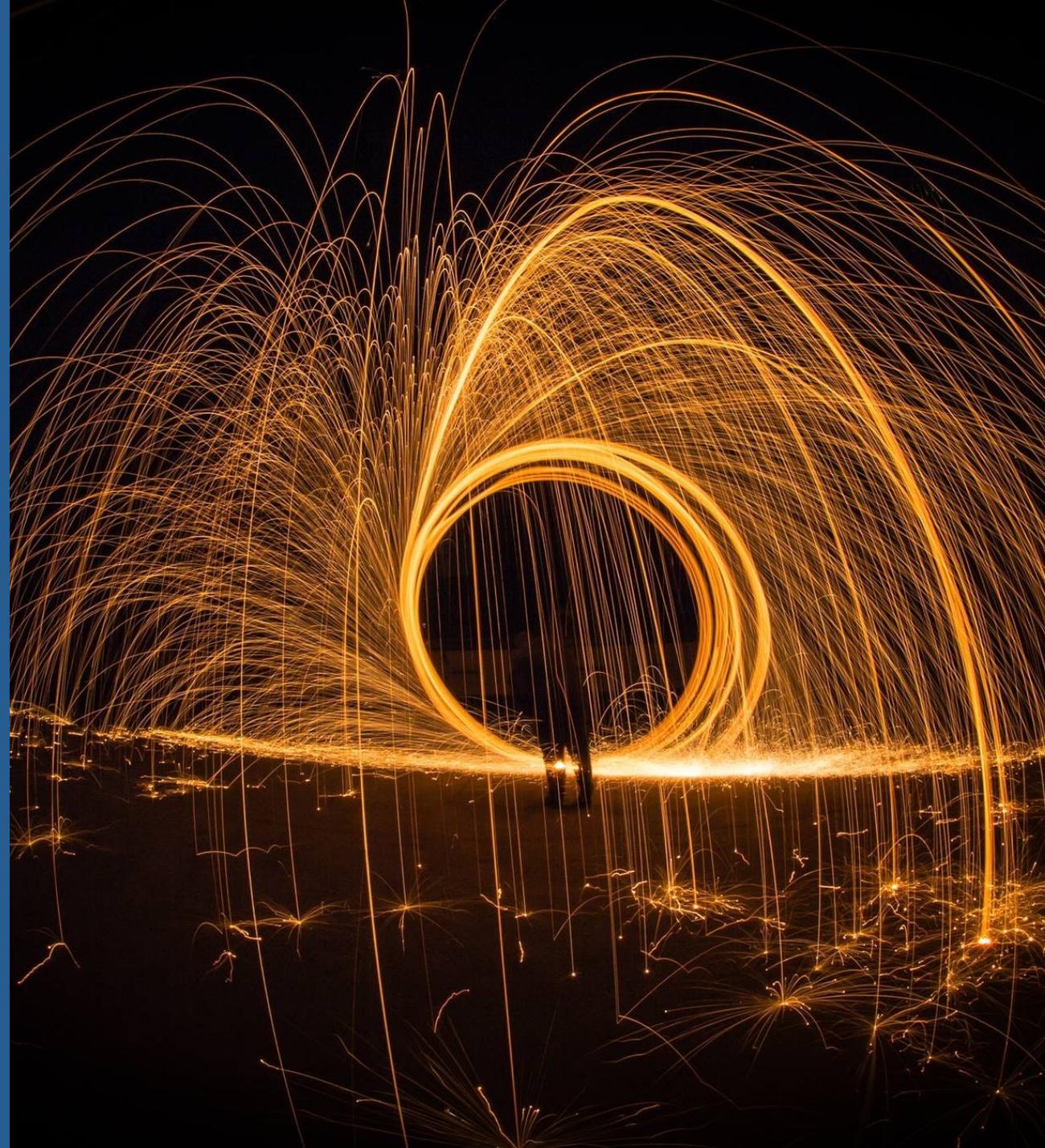
Seductive voice

“Well that will be nice. That way no one can see what I’m going to do to you once we get there” (reframe-
Dark is good)



14. A failure to communicate can happen if you put a time limit on when you end the communication.

**...but if you
continually alter
your behavior until
you get the result
you want, you
cannot fail.**





15. If you are inflexible in the way you communicate, or you are not able to alter your style or approach, you will lose influence. You lose your audience. You will fail.

...but if you are the one with the most flexibility, you will exercise more choices and therefore have more ability to influence. You will succeed.

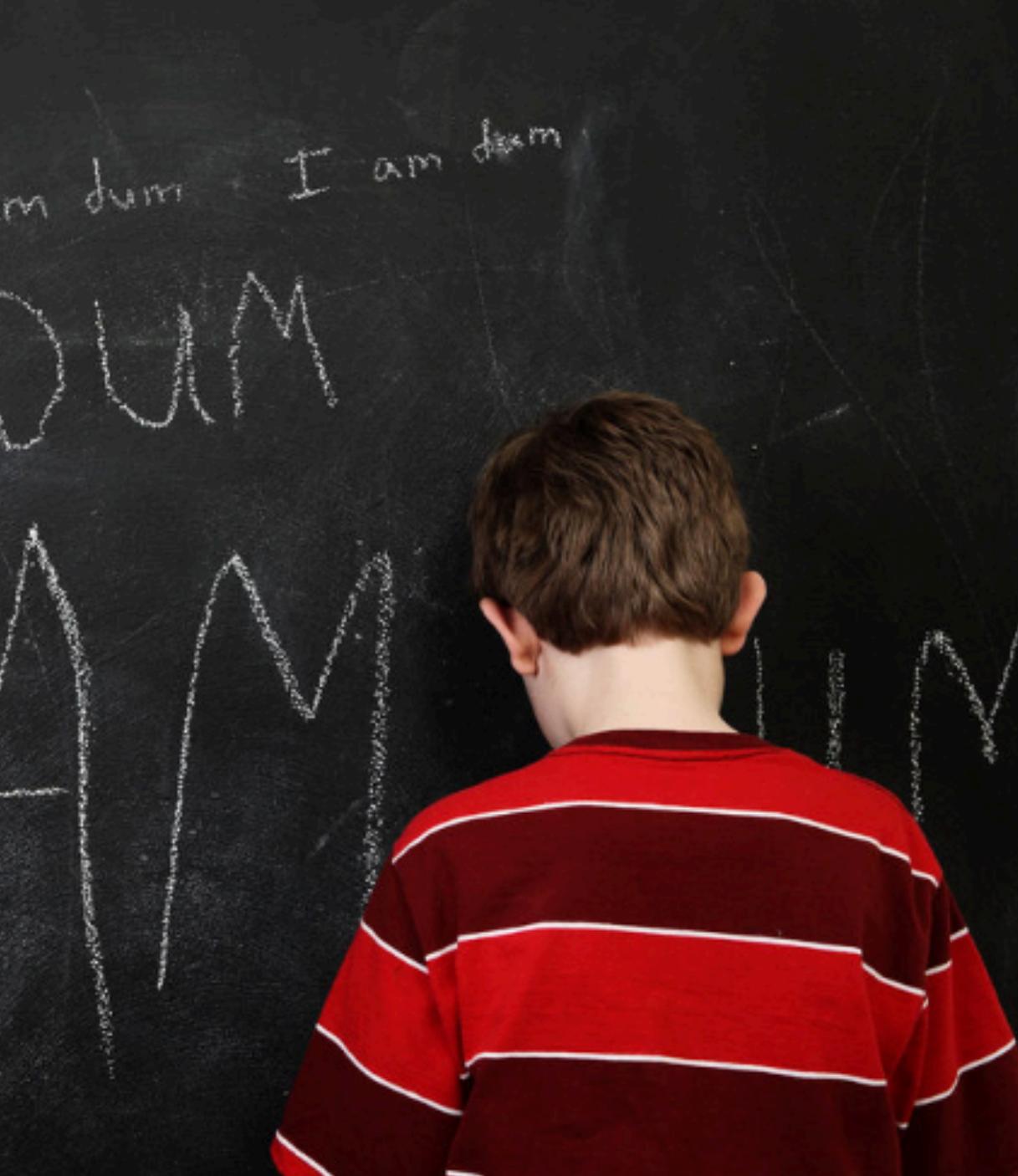




16. Resistance indicates a lack of rapport. Resistance can be verbal or non verbal. To influence is step one. To gain a commitment you need rapport.

...but with the
proper amount of
rapport you can
convince someone
to do almost
anything.





17. People often feel they cannot. They feel they lack something. They feel helpless.

...but actually people have all
the internal resources they need
to succeed.

All people have the same set of antennae and the same
nervous system to interpret signals. We have everything
we need to deal effectively in the world.



**18. Many people
feel learning skills
take time and effort.**



...but in fact
humans can learn
anything, instantly,
through association
if in the right state of
mind.





19. Not everyone makes the same choice. And not every choice is the right choice from every person.

...but everyone
makes the best
choices they can
from their current
map or model of the
world.





**20. Poor
communication
drives toward less
choice.**

**..but all communication
should increase choice not
decrease choice.**

**The action should result in a choice. Nobody
wants to be sold anything. But everyone
wants to BUY.**



the secret

Understand that face to face communication is all about how you put Neural Linguistic Programming in to action.