Using NLP to create change on purpose
Why think about change?

• Change without motivation is hard to achieve

• Time lag between building motivation and getting results

• It is all a lot easier if you have a purpose
What would you like to change?
The Change Curve

Current State

- **State: Status Quo**
  - Reaction: Shock/Denial
  - Response: Communicate

- **State: Chaos**
  - Reaction: Depression/Anger/Resistance
  - Response: Listen

- **State: Exploration**
  - Reaction: Hope/Acceptance
  - Response: Engage

- **State: Rebuilding**
  - Reaction: Commitment
  - Response: Celebrate

Hang-In Point

Persevere

Internally focused

Externally Focused

Achieve Your Aim

Vision
William Bridges Transition Model

Ending,
Losing,
Letting Go

The Neutral Zone

The New Beginning
Neurological Levels of Change

- Spirit
- Identity
- Beliefs
- Capabilities
- Behaviours
- Environment
The ‘Musts’ of Change

• Be willing to change

• Be able to change

• Not be prevented from changing
How, then?
State matters...

Focus

Fizzy
D.A.N.C.E model

• Desired outcome
• Action
• Notice results
• Change if necessary
• Evaluate

Then back to the beginning...
Motivation to change

• Think of a time when you were motivated to do something...
• Now think of a time when you were unmotivated to do something
• Compare the differences
Using NLP to create change on purpose

- Find what drives you
- Understand the reason you want to make the change
- Do something each day, however small towards that goal
- What can you do today on your way home even?