



My Communication Is the Response I Get

First of all - I want to own the response I got to my last newsletter! Let me say that the title of my last newsletter, "Coaches Help Reduce Stress," was a little tongue in cheek. The last point was that laughter and the ability to laugh at yourself was a simple, yet great, stress reducer. If you missed the link, you missed sharing a laugh with me, which hopefully would have reduced your stress - thus the title of the newsletter. My e-mail marketing service said that not nearly enough of you clicked through on the link (only about one in eight) - so I included it again here. Once there, scroll down to 'Click here for instant stress relief.' It's only about 30 seconds - be sure to watch until the end. Enjoy!

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Back to the title of this newsletter - **'My Communication is the Response I Get.'**

It is one of the presuppositions or premises of Neuro-Linguistic Programming (NLP.) I shared with you a couple of months ago that I am obtaining my NLP Practitioner Certification. It is such good stuff I thought I would share some more with you.

'My Communication is the Response I Get.' Imagine the ownership and responsibility that statement has. That sounds a little onerous doesn't it. Better

yet, imagine understanding that you are empowered to choose the result of your communications.

It's true.

You can be even more influential in your communications right now!

Have you ever had a conversation with someone and thought, 'What just happened? That didn't go the way I wanted. Where were they coming from?' That is because we each have our own experience of reality and our own map of reality. We respond to our map and other people respond to their map. Because our mind can only process about 1% of the information we are presented with at any point in time, it serves to reason that what each of us collects over our lifetime is quite different. This also means that what we process and how we process it is different as well. Our behaviors (thoughts, words and actions) are direct manifestations of our unconscious perceptions.

Here are a few of the other presuppositions of NLP. Although NLP has all sorts of techniques to use that I have not gone into here, try playing with these presuppositions and see how your responses to your communication changes.

Honor the other person's model of the world.

People do not respond to reality; they respond to their map of reality.

There are no resistant people - only inflexible communicators.

The most flexible person in any interaction is the influencing factor.

Resistance in someone is a sign of a lack of rapport.

There is no failure - only feedback!

You can try asking questions to get more specific to gain clarity or asking questions to gain agreement at a big picture level. Give yourself permission to be flexible. Get creative. Try new approaches. The more rapport you have the greater ability you will have to experiment. Play with ways to achieve greater rapport in every conversation. Most importantly remember, there is no failure - only feedback.

Remember, you can be even more influential in your communications right now!

Go Play and Have fun!