



September 2004

New Life Programming



JIM ROHN



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**Presents:** [NLP News & Learning E-Zine Issue 6](#)

**“I have discovered this truth the hard way, time is infinitely more valuable than money. You can always earn more money, but you can never get more time than anyone else, use your time wisely. - - Tony Nutley**

**Hello** again, and a big welcome to the September issue. Apologies for no e-zine in August, holidays and various other projects were top on the things to do list. However this issue is rather large. Unfortunately there is a lot of information about this years courses to plough through, so by way of compensation the Learning Zone is extra large. If you have any questions about this years NLP Practitioner please visit the [website](#) and click on the banner **2004 NLP Practitioner Program** on the home page or simply [contact me](#) directly.

**There is a FREE NLP Taster seminar available on Friday 24<sup>th</sup> of September, Contact Back on Track for details. Tel: 01793 600156**

## News & Developments

**“To get your ideas across use small words, big ideas and short sentences. - - John Henry Patterson**

The revamp of the [website](#) is almost complete, the Learning Zone now has much more downloadable content **including three complete e-books for free download.** “As A Man Thinketh” by *James Allen*, “Think & Grow Rich” by *Napoleon Hill* and “The Science Of Getting Rich” by *Wallace D. Wattles*. These books are extremely good reading for anyone interested in personal development. **The free downloads will be available until the end of September only.**

This years NLP Practitioner is set to one of the best ever, if you have considered enrolling for the program but have some questions about the program or why this course is for you visit the [website](#) or [Click Here To Download Information About This Course & A Letter From Tony](#) and [Click Here To Download An Interesting Article On Why NLP](#) for an interesting overview and Q&A. Call Back on Track and mention my name to receive a discount on your investment.

**If you are concerned about the cost of the course you may like to know that a small number of bursaries are available, Contact Back on Track for details.**

The [Kick Start™](#) coaching program is almost ready to begin, the interest that this program has generated is amazing, if you have ever thought about having a Life or Personal Coach then this program is for you. [The Kick-Start™](#) coaching program has been developed to do just what it says on the tin! It gives you a kick-start and it will get you moving. There are only a few places still available, if you are interested in this ground breaking course then call ASAP. Starts 20/09/04 Call **0800 731 2250** and book course code **PCC01N**.



The NLP Foundation & Module Two are now more less booked up, we will be running them again in the New Year.

Restoration™ is a two-day personal development program; if you are interested in exploring your identity and mission in life then this program may be for you. To enrol on this program you must have had some NLP and or hypnosis training. Get in touch if you have any questions, program commences on Saturday 13/11/04 and concludes the following Saturday, call **0800731 2250** and ask to register for course code **PCN11N**.

The other programs sponsored by Swindon College are, So You Want To be in Sales™ and Stand Up And Speak™, more information on these and other personal development opportunities can be found on the [website](#).

*There are a lot of links to connect to the website and to directly download documents contained in this e-zine, if you have any difficulty accessing any of this information [contact me](#) directly and let me know what you are looking for and I will respond personally.*

## Learning Zone

**“If you would persuade, you must appeal to interest rather than intellect. - - Benjamin Franklin**

### Leadership & The Power Of “We”

A great leader is able to rally their people and give them hope and a sense of ownership. If there is a common goal and a shared vision throughout your team, there is a greater chance that your goal will be attained. This does not apply to business leaders only. Think about your friends? A school meeting? If you're able to identify with your peers and your friends they'll transform into followers and will rally behind you. The key is to voice their dreams and do what you can to make the dream a reality.

This may seem difficult for some, it's for some would be leaders not to be direct and get what they want instantly. But rather than telling others what you want, tell others what they want. Encourage those you lead in voicing their dreams, hopes, and beliefs. Build value in their mission and passion and explore how your outcome and theirs can be symbiotic and build win-win relationships.

There's no use in telling your people something they don't care about. There is little value in voicing how you feel about a situation if your team could care less. Identify with them and their dream, and then you will be better placed to be an effect leader.

When you can identify with your audience (whomever that may be), you build rapport, and you build a level of common understanding that allows your followers to be inspired, motivated, and ready to attain the unattainable. To achieve success when all was doomed to fail.

Its difficult to step out of your own shoes (and ego), and allow others to help you grow, succeed or achieve. After all, we all love to take credit for something that we had a part in, even with a limited role. For example, look at movie credits. You see how many people are listed even the guy who swept the floor behind the scenes gets his few seconds of fame in the credits!

Oftentimes when speaking, we focus on the singular: "I", "Me", and "My". That is: "I completed this job" or "I want it my way" or "Me! Me! Me!" But it doesn't work that way! Not if you want to successfully persuade your people towards your side.

**Development Opportunity:** For the next few weeks try this, when speaking to others, work colleagues or friends and family make a conscious effort to use words like "we" and "us" or "the team" rather than your usual conversational style. It helps identify with others, builds rapport and makes them feel as though they are an integral part of a team. This will be quickly noticed, in fact if you may discover many more smiling faces looking back at you on a regular basis.

A great leader focuses their efforts on praising their team and always uses words like "We", "Us" and "the Team". Not only does it inspire the others to achieve further success with you, but it also continues to build respect, trust and lasting rapport and they will want to work with you again.

Remember, it is so powerful when you say "We." Its much more intimidating to say "We confronted, we conquered." It will sound like you have a big following behind you, and with the right persuasive communication techniques, and rapport building skills you soon will.

**"If each of us can be helped by science to live a hundred years, what will it profit us if our hates and fears, our loneliness and our remorse will not permit us to enjoy them?" - - David Neiswanger**

## Learning Zone Extra

### Six Behaviours that Increase Self-Esteem

This article presents six specific behaviours that will increase self-esteem, enhance your self-confidence, and encourage you to be more motivated. You may recognize some of them as things you naturally do in your interactions with other people. But if you don't, I suggest you motivate yourself to take on some of these behaviours and notice the difference.

**First**, greet others with a smile and look them directly in the eye. A smile and direct eye contact convey confidence born of self-respect. In the same way, answer the phone pleasantly in the office and at home, and when placing a call, give your name before asking to speak to the party you want to reach. Leading with your name underscores that a person with self-respect is making the call.

**Second**, always show real appreciation for a gift or complement. Don't downplay or sidestep expressions of affection or honour from others. The ability to accept or receive praise or complements is a universal mark of an individual with solid self-esteem.

**Third**, don't brag. It's almost a paradox that genuine modesty is actually part of the capacity to gracefully receive compliments. People who brag about their own exploits or demand special attention are simply trying to build themselves up in the eyes of others - and that's because they don't perceive themselves as already worthy of respect.

**Fourth**, don't make your problems the centrepiece of your conversation. Talk positively about your life and the progress you're trying to make. Be aware of any negative thinking, and take notice of how often you complain. When you hear yourself criticize someone, and this includes self-criticism, find a way to be helpful and constructive instead of critical.

**Fifth**, respond to difficult times or depressing moments by increasing your level of productive activity. When your self-esteem is being challenged, don't sit around and fall victim to "paralysis by analysis." The late Malcolm Forbes said, "Vehicles in motion use their generators to charge their own batteries. Unless you happen to be a golf cart, you can't recharge your battery when you're parked in the garage!"

**Sixth**, choose to see mistakes and rejections as opportunities to learn. View a failure as the conclusion of one performance, not the end of your entire career. Own up to your shortcomings, but refuse to see yourself as a failure. A failure may be something you have done - and it may even be something you'll have to do again on the way to success - but a failure is definitely not something you are.

Even if you're at a point where you're feeling very negatively about yourself, be aware that you're now ideally positioned to make rapid and dramatic improvement. A negative self-evaluation, if it's honest and insightful, takes much more courage and character than the self-delusions that underlie arrogance and conceit. I've seen the truth of this proven many times in my work with athletes. After an extremely poor performance, a team or an individual athlete often does much better the next time out, especially when the poor performance was so bad that there was simply no way to shirk responsibility for it. Disappointment, defeat, and even apparent failure are in no way permanent conditions unless we choose to make them so. On the contrary, these undeniably painful experiences can be the solid foundation on which to build future success and life long happiness.

(This article is based on the ideas of Denis Waitley)

**“Obstacles are those frightful things you see when you take your eyes off your goal.” - - *Hannah More***

## Some Words Of Inspiration

### It's How You View Things

Two men, both seriously ill, occupied the same hospital room. One man was allowed to sit up in his bed for an hour each afternoon to help drain the fluid from his lungs. His bed was next to the room's only window. The other man had to spend all his time flat on his back. The men talked for hours on end. They spoke of their wives and families, their homes, their jobs, their involvement in the military service, where they had been on vacation.

Every afternoon when the man in the bed by the window could sit up, he would pass the time by describing to his roommate all the things he could see outside the window.

The man in the other bed began to live for those one-hour periods where his world would be broadened and enlivened by all the activity and colour of the world outside.

The window overlooked a park with a lovely lake. Ducks and swans played on the water while children sailed their model boats. Young lovers walked arm in arm amidst flowers of every colour and a fine view of the city skyline could be seen in the distance.

As the man by the window described all this in exquisite detail, the man on the other side of the room would close his eyes and imagine the picturesque scene.

One warm afternoon the man by the window described a parade passing by. Although the other man couldn't hear the band - he could see it. In his mind's eye as the gentleman by the window portrayed it with descriptive words.

Days and weeks passed.

One morning, the day nurse arrived to bring water for their baths only to find the lifeless body of the man by the window, who had died peacefully in his sleep. She was saddened and called the hospital attendants to take the body away.

As soon as it seemed appropriate, the other man asked if he could be moved next to the window. The nurse was happy to make the switch, and after making sure he was comfortable, she left him alone.

Slowly, painfully, he propped himself up on one elbow to take his first look at the real world outside. He strained to slowly turn to look out the window beside the bed.

It faced a blank wall. The man asked the nurse what could have compelled his deceased roommate who had described such wonderful things outside this window.

The nurse responded that the man was blind and could not even see the wall. She said,

"Perhaps he just wanted to encourage you."

Epilogue:

There is tremendous happiness in making others happy, despite our own situations. Shared grief is half the sorrow, but happiness when shared, is doubled. If you want to feel rich, just count all the things you have that money can't buy.

Today is a gift, that's why it is called the present.

More next time....

**“Man is so made that whenever anything fires his soul, impossibilities vanish.”** - -  
*Jean de la Fontaine*

I wish you happiness and ongoing success.

Kind regards

Tony Nutley MANLP MTLTAp GQHP  
**Trainer & Life Coach**

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