



October 2004

## *New Life Programming*

Presents: NLP E-Zine Issue 7

### **Last Call For This Years NLP Practitioner Program**

**There are still one or two places left on the 2004/5 Practitioner program. If you have been thinking of a personal development program with real pedigree (5 years of success), that gives you the tools for personal success and with a money back guarantee then this program is for you. Call Back on Track on 01793 600156 ASAP to book your place.**

**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.**



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**“The secret of success in life is for a man to be ready for his opportunity when it comes.” - - Benjamin Disraeli**

**Hello again**, well I am looking forward to this years NLP Practitioner program, it promises to be the best ever. We have drafted in additional trainers to bring very specific new emphases such as coaching and using language in therapeutic settings. If you have been thinking about joining us on this journey then [get in touch](#) ASAP.

**This month we are trying out a new e-mailing system, if you receive this e-mail in error or duplicate copies I am sorry, simply let me know and I will rectify it ASAP.**

## News & Developments

**"Lack of direction, not lack of time, is the problem. We all have twenty-four hours a day." - - Zig Ziglar**

This years set of courses that are sponsored by Swindon College have proved to be extremely successful, I plan to continue building on this success and develop additional opportunities for personal development courses and seminars. If you have any suggestions feel free [to let me have your thoughts](#).

## Learning Zone

**"Success is goals and goal setting, and everything else is wishing and idle chat." - - Tony Nutley**

## **The Law of Clarity**

Clarity accounts for probably 80% of success and happiness. Lack of clarity is probably more responsible for frustration and underachievement than any other single factor. That's why I say that "Success is goals and goal setting, and everything else is wishing and idle chat." - - *Tony Nutley*

People with clear, written goals, accomplish far more in a shorter period of time than those without them could ever imagine. This is a tried and tested strategy that has been tested under all sorts of circumstances.

### **The Three Keys to High Achievement**

You could even say that the three keys to high achievement are, "Clarity, Clarity, Clarity," with regard to your goals. Your success in life really is determined by how clear you are about what it is you really, really want.

### **Write and Rewrite Your Goals**

The more you write and rewrite your goals and the more you think about them, the clearer you will become about them. The clearer you are about what you want, the more likely you are to do more and more of the things that are consistent with achieving them. Meanwhile, you will do fewer and fewer of the things that don't help to get the things you really want.

### **The Seven Step Process for Achieving Goals**

Here, is a simple, seven-step process that you can use to achieve your goals faster and easier than ever before.

1. Decide exactly what you want in each area of your life. Be very specific!
2. Write it down, clearly and in detail.
3. Set a specific deadline. If it is a large goal, break it down into smaller outcomes and write them down in on order that act as encouraging evidence that you are moving closer to your larger outcome.
4. Make a list of everything you can think of that you are going to have to do to achieve your goal. As you think of new items, add them to your list.
5. Organize the items on your list into a plan by placing them in the proper sequence and priority.

6. Take action immediately on the most important thing you can do on your plan. This is very important!
7. Do something every day that moves you toward the attainment of one or more of your important goals. Maintain your momentum!

### **Want To Be In The Top 3%**

Fewer than three percent of adults have written goals and plans that they work on every single day. When you sit down and write out your goals, you move yourself into the top 3% of people in our society. And you will soon start to get the same results that they do.

### **Review Your Goals Regularly**

Study and review your goals regularly to be sure they are still your most important goals. You will find yourself adding goals to your list as time passes. You will also find yourself deleting goals that are no longer as important as you once thought. Whatever your goals are, plan them out thoroughly, on paper, and work on them every single day if that's what it takes. This is the key to peak performance and maximum achievement. Maintain your momentum and focus!

### **Reading Into Action**

Here is how you can apply this law immediately:

1. Make a list of ten goals that you would like to achieve in the coming year. Write them down in the present tense, as though a year has passed and you have already accomplished them.
2. From your list of ten goals, ask yourself, "What one goal, if I were to accomplish it, would have the greatest positive impact on my life?" Whatever it is, put a circle around this goal and move it to a separate sheet of paper.
3. Now, practice the seven-step method described above on this goal. Set a deadline, make a plan, and put it into action and work on it every day. Make this goal your major definite purpose for the weeks and months ahead. Get ready for some amazing changes in your life.

*Based on an idea from Brian Tracy*

**"If you always do what you have always done,  
you will always get what you have always had." - - Key NLP Presupposition**

## Some Words Of Inspiration

### Winners Verses Losers

A winner is always part of the answer.

A loser is always part of the problem.

A winner always has a plan.

A loser always has an excuse.

A winner says: "Let me do it for you."

A loser says: "That is not my job."

A winner sees an answer for any problem.

A loser sees a problem for any answer.

A winner sees a green near every sandtrap.

A loser sees two sandtraps near every green.

A winner says: "It may be difficult but it's possible."

A loser says: "It may be possible but it's too difficult."

*Author Unknown*

More next time . . . .

**"Let others lead small lives, let others argue over small things, let others cry over small hurts, let others leave their future in someone else's hands, but you, you take the wheel, with a clear vision of your chosen goal drive on with determination and confidence in you future and in your abilities." - - Tony Nutley**

I wish you happiness and ongoing success.

Kind regards

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

If you know someone that may enjoy this information please feel free to forward this on. If you have been given this and would like to receive your own copy please send a message to [info@new-life-programming.com](mailto:info@new-life-programming.com) and say, “please add me” in the body text.

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