



PRINCIPLES FOR SUCCESS

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1. Know your outcome.

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1. Know your outcome.

- What is the outcome you wish to achieve?

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1. Know your outcome.

- What is the outcome you wish to achieve?
- Why do you want it?

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1. Know your outcome.

- What is the outcome you wish to achieve?
- Why do you want it?
- What will it give you access to?

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**2. Have excellent sensory acuity/
awareness.**

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2. Have excellent sensory acuity/ awareness.

- Are you moving towards your outcome?
- Or are you moving away from your outcome?

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3. Have behavioural flexibility.

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3. Have behavioural flexibility.

- If what you are doing isn't working..... do something else.

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3. Have behavioural flexibility.

- If what you are doing isn't working..... do something else.
- If you hit an obstacle be willing to adapt your behaviour/
approach.

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4. Build rapport.

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- **Rapport is building trust and understanding, it is not necessarily about being liked.**

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- Rapport is building trust and understanding, it is not necessarily about being liked.
- The NLP term for rapport is 'unconscious responsiveness' which means building a connection at an unconscious level.

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4. Ways to build rapport.

- **Mirroring, matching/cross over matching physiology and tonality.**
- **Eye contact.**
- **Sharing common experience.**

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4. Build rapport.

- Build rapport with **YOURSELF**.

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- Be aware how you speak to yourself. Is what you're saying helping or not helpful?

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4. Build rapport.

- **Build rapport with YOURSELF.**
- **Be aware how you speak to yourself. Is what you're saying helping or not helpful?**
- **Speak to yourself with the respect you would treat others.**

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4. Build rapport.

- **Build rapport with YOURSELF.**
- **Be aware how you speak to yourself. Is what you're saying helping or not helpful?**
- **Speak to yourself with the respect you would treat others.**
- **Advise yourself in the way you would others.**

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5. Operate from a physiology and psychology of excellence.

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5. Operate from a physiology and psychology of excellence.

- Physiology meaning body language.
- Psychology meaning mindset or the attitude in which you approach things.

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5. Operate from a physiology and psychology of excellence.

- Your mind and body are a linked system. You cannot have a change in one without affecting the other.

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5. Operate from a physiology and psychology of excellence.

- Choose your state.
- What is the most appropriate state and mindset for the task at hand?

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6. TAKE ACTION!

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6. TAKE ACTION!

- Your knowledge base means nothing if you are not willing and able to take action.

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6. TAKE ACTION!

- Do something.....

even a baby step is very powerful if it's in the right direction.