

20 MINUTES TO MASTER

NLP

CAROL HARRIS



**THE ONLY INTRODUCTION
YOU'LL EVER NEED**

Carol Harris

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NLP, or Neuro-Linguistic Programming, is an approach to communication, personal development and psychotherapy, allowing you to reach your full potential and achieve your life goals. This book guides you through the core ideas and processes of NLP in an accessible and clear way – and shows you how to master them in just 20 minutes. If you want a simple but structured way to achieve your goals, flourish in everything you do and enhance your life, NLP is the discipline you're looking for. NLP encompasses a wide variety of processes and techniques, which enable people to become successful in a field or area of their choice. This guide focuses on the following key points:

- The origins and development of NLP
- How to apply NLP in social relationships and for personal growth
- How to use NLP to achieve your goals in business situations

Previously published as *NLP Made Easy*, this book brings together the classic text, written by an expert in the field, with a new chapter that condenses all the ideas and practices into a simple, digestible 20-minute read. This is part of the 20 Minutes to Master series, ten indispensable guides that can show you how to transform your life in simple and effective ways. Other titles in the series include *20 Minutes to Master Past Life Therapy*, *20 Minutes to Master Feng Shui*, *20 Minutes to Master Yoga* and *20 Minutes to Master Pilates*.

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20 MINUTES TO MASTER

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IN THE SAME SERIES

- 20 Minutes to Master Buddhism
- 20 Minutes to Master Feng Shui
- 20 Minutes to Master Meditation
- 20 Minutes to Master Past Life Therapy
- 20 Minutes to Master Pilates
- 20 Minutes to Master Stress Management
- 20 Minutes to Master Wicca
- 20 Minutes to Master Yoga
- 20 Minutes to Master Your Psychic Potential

ABOUT THE AUTHOR

Carol Harris is a business mentor, trainer and author. She helps people set up home-based businesses and also works with companies and individuals to help them develop personal and business skills. Carol is a Sociology graduate, a Fellow of the Chartered Institute of Personnel and Development and a Fellow (and past Council member) of the Chartered Institute of Management Consultants. She is a Master Practitioner of NLP and was, for four years, Chair of the UK Association for Neuro-Linguistic Programming and was also editor of the Association's quarterly magazine *Rapport*.

Carol's other books include *Networking for Success*, *Consult Yourself*, *Think Yourself Slim*, *How to Produce Successful Magazines and Newsletters*, *A Guide to Traditional Pig Keeping*, *The Trainer's Cookbook*, *The Earning Curve* and a children's book on ecology, *Adventures of the Chickalloon*. She has also produced the *Success in Mind* series of audios on personal effectiveness, which include the titles *Super Self*, *Handling Social Situations*, *Active Job Seeking*, *Creating a Good Impression* and *Super Slimming*. She was publisher and editor of *Effective Consulting* magazine.

ABOUT THIS BOOK

This book is split into two parts. The first part, *NLP Made Easy*, is an original, previously published work from an expert in the field. It's a comprehensive and insightful introduction to the subject, explaining the ideas and techniques that will allow you to develop a true understanding and practise it every day.

The second part is *20 Minutes to Master NLP*, which you'll find [here](#). This is a short and lucid look at the ideas and techniques covered in the first section, which will only take you 20 minutes to read. It's a powerful and invaluable resource that you'll return to again and again.

If you want to know how NLP can help you – in both the short term and the long term – look no further. The answers are here.

NLP

MADE EASY

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ACKNOWLEDGEMENTS

This book is dedicated to David Gordon. On the final Practitioner course run by UKTC, David suggested that participants take on the role of ‘experiential explorers’, part of our brief being to think of what could possibly prevent us from continuing our interest and activity in NLP. My response was to say that what could put me off would be if I were unable to find new ways in which to explore the subject. I think it is fair to say that I have found new things to do with NLP ever since.

I would also like to thank the following people, whose assistance in producing this book has been invaluable: Paul Harris, for much of the research and support, Martin Roberts, for being a mine of information on NLP’s chequered history, and Katrina Patterson, for her ongoing encouragement and assistance.

My thanks also go to my two NLP ‘role models’: Roy Johnson, who ran the very first NLP course I ever attended, and Douglas Pride, whose unique blend of humour, concern and entertainment is a real inspiration.

Note: Throughout this book I have credited sources wherever possible; if anyone has been left out this was entirely unintentional and any additional sources received will be noted for future editions.

PREFACE

My first encounter with NLP was reading the book which many other people had also acquired as their primer – *Frogs into Princes*. This book was both fascinating and confusing; it left many questions unanswered, as it was as a transcript of training rather than a stand-alone publication. However, for me, it was the impetus to further study and led to my professional life having a major focus on NLP.

If this book adds to the store of available knowledge on the subject of NLP, I hope it does so utilizing two concepts which have been important to me personally: structure and simplicity. I have aimed to make the book as straightforward as is possible; I have also aimed to use a structure which is easy to follow and where specific items can be pursued without having to wade through irrelevancies and jargon.

I would like to suggest a key in reading this book – and that is curiosity. Curiosity has long been a cornerstone of NLP. Attitudes of curiosity and exploration have led to the major developments which established NLP as a field in its own right and it is those same attitudes which continue to inform its progress. I would encourage you to approach each section of the book with these attitudes. Once you have read the book, it would be excellent if you could take the attitudes of curiosity and exploration forward into your life, extending your own personal search for knowledge, experience and creativity.

FINDING YOUR WAY AROUND THIS BOOK

Welcome to *NLP Made Easy*. There are many books on NLP, but what I have aimed at here is to provide a structured guide to the various elements of the topic. For the first time, there is a history of NLP in the UK; most published material has been based on the early origins of NLP in the United States, but it has a sound base in the UK, which deserves to be recorded. For this part of the book I am indebted to the writers who have submitted articles to *Rapport* (the magazine of the Association for Neuro-Linguistic Programming, of which I was the editor), giving their thoughts on the early days of NLP in the UK. I have also aimed to give a rather more detailed explanation of some of the NLP terms than is generally found in book glossaries. NLP can be very jargon-filled, which is perhaps understandable, given its history, but it can easily be practised without the use of complex terminology. However, given that that terminology is part of the inheritance of NLP, in the last section of the book I have provided some simple examples which I hope flesh out the basic terms in an understandable way.

The book is in three main parts:

Section One is about the origins and development of NLP and contains information on its history, notable people involved in its early development, and models, frameworks and techniques associated with it.

Section Two is about how you can apply NLP in your own life. This section includes three broad areas: personal growth, social relationships and business situations.

The appendices outline practical steps you can take if you wish to find out more about NLP, make use of the services of NLP-trained practitioners or pursue professional training in NLP yourself.

Each section has a brief introduction, outlining what is included and giving an overview of the topics covered. A more detailed explanation then follows.

The book can be read in a variety of ways, as each part has been designed to stand alone as well as to integrate with the rest of the book. You can choose to read it from start to finish, or you can select those sections which interest you most. If you prefer, you can look at the applications chapters first and then go back to read about the origins. A few topics are mentioned in more than one part of the book; this is intended to make the various sections as self-contained as possible.

NLP is very grounded in experience and I recommend that you take the time to do some of the exercises and activities. This will make the subject more real for you and give you a feel for how NLP actually works in practice. You might find it helpful to work through some of the exercises with another person and might also like to create a personal action plan, which will help you bring what you learn into everyday use.

I hope you enjoy finding out about this fascinating subject which has made a tremendous impact on so many people's lives.

SECTION I

This part of the book is about the history and development of NLP. Chapter 1 begins with some definitions of NLP and then goes on to put NLP in the broader context of developmental techniques. Chapter 2 covers the history of NLP and the contribution made by some of the notable figures in the NLP world. Chapter 3 introduces some of the best-known NLP frameworks, models and techniques.

Because NLP is continuously growing and developing, this section gives only a snapshot taken at the present time; five or ten years from now there will, no doubt, be further changes and innovations. If you are seriously interested in NLP, it is worth keeping up with its development and the appendices give you some ideas on how you can do that.

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