

The WIBF Ireland March Business over Breakfast event was an Introduction to Neuro Linguistic Programming ('NLP') hosted by Brian Colbert from the Irish Institute of NLP and author of The Best Selling Book 'The Happiness Habit' at the Clarion Hotel IFSC Dublin on 22 March. Brian introduced some tips for those of us finding it difficult to stay positive during these challenging times and said the easiest place to start is to ask a few simple questions such as:

- Where are you now?
- What improvements do you want to make?
- What has to happen for that to happen?

However any endeavour is down to three things:

- How you see things inside your mind
- How you talk to yourself and others
- How you feel about what you are doing.

Brian explained that people often handicap themselves by the very language that they use and the manner in which they talk to themselves and so we must try and recognise the power of language and its effect on our levels of motivation and the results we get in life.

For example, if you have ever found yourself saying stuff to yourself like 'Never again' or 'I am not going to allow myself to be so stressed today' or 'I hope I don't mess this relationship up like I did the last one'. The unconscious part of your brain or the habit forming part cannot process a negative and so reads those very statements much differently and so 'Never again' without the negative becomes 'again'. Therefore you must tell your brain what you want not what you don't want!

This is because certain words create certain feelings inside of you and the way you feel determines whether or not certain things get done.

Now again everyone is different...so try this little exercise and think of something you want to do but just can't find the motivation to do it.

Say to yourself:

I want to.... (Insert your goal here) and notice whether this gives you a positive or negative feeling with it.

Now say the following and for each sentence, insert the same goal and check out your responses

I need ...

I must...

I could...

I can...

I will...

I have ...

I can...

I am...

I am going to...

You will notice some words feel good, some bad, some urgent, some have no impact.

If just one word can make a difference to your feelings, think how many words can have such an impact?

Once you have found a word that feels good and makes you do what you wanted to do, keep using that word as it is a word that motivates you.

If you want to learn more about this fascinating technology visit www.nlp.ie