

HOW TO:
BELIEVE & CREATE
USING
NEURO LINGUISTIC
PROGRAMMING

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MODULE 7: SUB MODALITIES

How do you communicate with others?

How do you communicate to yourself?

When you communicate with self, do you allow yourself the permission to explore, be curious, letting your imagination soar?

Become aware of the words that you say to yourself!

Are they empowering? Eg., "I am a success", "I am beautiful", "I love life"

Or

Are they disempowering?

"I am boring"

"I fail at everything".

A very common pattern I notice in me, "I fail the first time, and succeed and excel when I do it second time".

I have tried to break that thought. Not sure that I have succeeded. I think my unconscious believes that.

I am trying to shift it by saying "I succeed when I do it".

I am trying not to introduce the word 'first' because then my mind will readjust when it hears that.

This is something that I am trying. 😊 I will surely let you know if it is successful.

How would you feel if you knew that just as it is easy to say the disempowering ones, it is easy to say the empowering ones?

There are resources within us that can help us in being what we want. Earl Nightingale talks about this in his 'Strangest Secret'. I am just sharing an excerpt to place the context:

"The human mind is the last great unexplored continent on earth. It contains riches beyond our wildest dreams.

It will return anything we want to plant.

So you may say, if that is true, why don't people use their minds more? Well I think they've figured out an answer to that one too.

The problem is that our mind comes as standard equipment at birth. It's free. And things that are given to us for nothing, we place little value on.

Things that we pay money for, we value.

The paradox is that exactly the reverse is true.

Everything that's really worthwhile in life came to us free:

our minds, our souls, our bodies, our hopes, our dreams, our ambitions, our intelligence, our love of family and children and friends and country.

All these priceless possessions are free."

I just love listening to this audio. And it is true, isn't it?

We do have the resources within us. We have just not explored it.

I love the Submodalities tool in NLP for just this reason. We learn to enrich our useful mental pictures and dull the not so useful ones.

Basically, what we are doing here is changing the Internal Representations (VAKOG). We can change **what** we want and **how** we want to represent something.

Our primary filters of perception or representational systems are the modalities. Submodalities are the smaller specific and adjustable aspects of these modalities. By manipulating the submodalities, we can quickly and easily change the way we think, feel, and do things."

"Through submodalities we can change the experience of that memory. We are not changing the content of the memory , just that we are changing how we see, hear and feel when we recall that memory.

All of us have past experiences, memories that are not useful and does not allow us to look towards the future.

By using submodalities, we can take charge of our own minds and begin to represent things in a way that empowers us rather than limit us.

Think of how different the same movie appears when you see it on a large movie screen instead of on your TV at home. Form changes meaning.

Can you think of a scary story that you have seen as a movie or heard?

It is the visuals, the sounds and even the silence that makes it scary.

If you watch the same movie in mute, you would find it funny or may not have the same fear.

The powerful thing about submodalities is you can use it externally and internally.

How can you use it externally?

- Using lighting and sound to increase or decrease in the room
- Changing your tone, pitch, volume to capture attention of the listener
- Use words (rich, compelling words) that create mental images (eg., dark, bright, juicy, fragrant)
- Even using the room (bright, airy rooms to do brainstorming, we go out for hot coffee, or tea when we go to meet new people (warmth would be the submodality here) , go to ice cream parlours, drinks to chat with friends (chilling out)). Please also remember

these things are not written in stone. It could vary with cultures, places etc.,

Internal Submodalities:

- Make pleasant memories more enriching
- Make your goals compelling
- Making a bad memory less disturbing
- Lower the volume of your inner critic and increase the volume of your positive self talk
- Can use it to reduce the intensity of headaches, pain control
- Can use it shift the likes or dislikes of foods, experiences

Exercises: (Use the checklist at the end of the module to elicit the submodalities)

Resolve an unpleasant memory:

Elicit the submodalities of an unpleasant memory and then make changes in the submodalities. Notice the difference.

2. Enrich a pleasant memory:

Elicit the submodalities of a happy memory and enrich it using submodalities. Notice the difference.

SUBMODALITY DISTINCTIONS

INTERNAL REPRESENTATION		
VISUAL	Existing	Shift
Color or black and White		
Near or far		
Bright or dim		
Location		
Small or big		
Associated or Dissociated		
Focused or Defocused		
Moving or Still		
Framed or Panoramic		
AUDITORY	Existing	Shift
Loud or soft		
Fast or slow		
Location-Near or far		
Direction		
Internal or external		
High or low		
Tonality		
KINESTHETIC	Existing	Shift
Location		

Size		
Shape		
Intensity		
Movement		
Weight		
Texture		
Temperature		