

# NLP E-Resource Booklet

Hi! In this booklet, you'll find some useful NLP resources to get to know yourself better. Have fun learning more about who you are and who you can become!

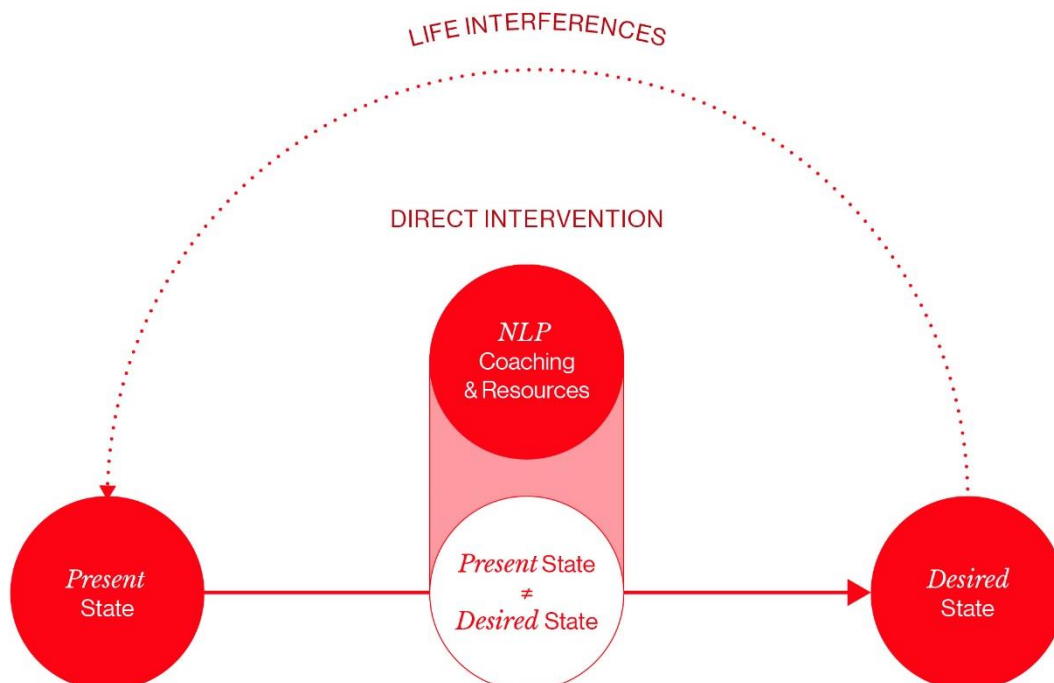
**Resource 1: Article** – Overcoming Adversity

**Resource 2: Rep Quiz** – Find out your primary representational system: are you a visual, auditory, kinaesthetic, or an internal dialogue kind of person?

**Resource 3: Values Elicitation** – What are your key values in life?

**Resource 4: Chronic Patterns Elucidation** - Some information on why people get stuck

**WARNING:** NLP Resources can move you from your present state to your desired state!! How excited are you for this?



# Overcoming Adversity

## 5 Ways to Build Inner Resilience through Neurolinguistic Programming

Try standing really close to a wall. Facing the wall, move just a little closer, such that your toes are just touching the wall. Perhaps you'll start to find it difficult to turn your head to the left or to the right, and your vision is naturally narrowed. You may start to tune out the sounds around because of the looming wall in front of you. This might be a familiar feeling for you at this point in time. No options ahead. No possibilities. No choices. You're stuck.

Being stuck can be a familiar and dreadful feeling that you cannot really explain. It can turn into a kind of helplessness when you realise that you have no other choice but to accept what is thrust upon you. I remember playing the old school Digimon and Pokemon games when I was young(er), and how people got really excited with new discoveries in the game. There were secret codes you could use while battling? There were secret gardens available? We could clone our Pokemons? Those possibilities were so fascinating because they changed the boundaries of the game. They changed how we played the game. They changed what the game was about.

We are always looking for new pathways and new routes to take. No child plays the basic game of catch without modifications because that is way too boring. No child fails to imagine. Given some randomly-placed pieces of furniture in the living room, the floor turns into lava and a new game begins. And here's the thing: we stop playing games as we grow older. We stop having fun. We stop exploring, because we have stopped being curious. And when we stop being curious, we cease to move forward. We cease to live abundantly. And we end up feeling stuck. Nothing's changed for a long time. It's stale.

So let's change the game. Let's change the ways things are. Let's change the rules. Let's change the way we look at adversities. Let's look at the possibilities through the lens of neurolinguistic programming. The Chinese characters for 'adversity' are read "wei ji". And here's the thing. When you loosely translate that, it becomes *really* interesting. What we have is a combination of *danger* and *opportunity*. From the NLP world, here are five NEW ways of thinking that can change *your* game and turn *your* attention towards the opportunities within your adversities:

## 1) Discard the ‘Blame’ frame and pick up the ‘Outcome’ frame.

In challenging times, it's easy to be caught up with the question, "Who is responsible for this?" Somehow, we temporarily feel more appeased when we can assign the blame to something or to someone. I used to work under a boss who did just that. There was an incident when she had made a blunder, albeit out of good intentions! Nevertheless, instead of looking past that apparent mistake, she dwelled upon it and even attempted to assign the blame to things or to other people. Of course, that ended up blowing the matter out of its original proportions. In that 'Blame' frame, we may start living in misery or anxiety, and a way through which one can start moving out of such misery is to gently ask yourself, "What do I want out of this? What am I trying to achieve?" These questions will shift your attention towards what you can do from this point to get to where you want to be.

## 2) Discard the ‘Sameness’ frame and pick up the ‘Contrast’ frame.

It may be difficult to shift your attention at first and what we can do is to first make this little tweak to the way we see this world: from "Sameness" to "Contrast". Looking at your situation with the "Sameness" frame would sound like this, "It's always like this. Things are just like that. It's always the same thing." With such a frame, we lose control over our lives. It's good to follow the rules at certain times because rules provide some kinds of structure and stability. And when we want to change the game, it's about transcending those rules. I notice a really interesting phenomenon in Singapore. On the Kallang-Paya Lebar Expressway (KPE) on which the speed limit is 80 km/h, many (if not all) vehicles tend to travel at a slightly higher speed instead, and they slow down periodically *when they are passing by a speed camera*. Imagine trying to follow the rules strictly. You'll be hogging the road! Of course, even as we transcend rules, we keep ecology in mind as well – I'll cover this in point 4. For now, it's good to ask ourselves, "What can we do to transcend the 'rules' in our lives to change the game? How can we be in control of our journeys in life? How can we make the choices we want to get to where we want to be?"

## 3) Discard the ‘Helpless’ frame and pick up the ‘As If’ frame.

No one likes to be helpless. And when we *think* that we don't have choices, we end up feeling helpless? What would happen if I tell you that there's always a choice? The thing about our experiences in life is this: when we change the way we look at them, the things we look at change. That's an adaptation of a quote by late Dr Wayne Dyer and it reveals the choices and decisions that we can make to change our reality and experiences, so as to move forward in our lives. When you look at things through the "Helpless" frame, it sounds like, "I cannot do anything about it. I don't understand." How can we shift

in our thinking to ask a more productive question instead, “What would it be like if I...?” For a moment now, pause and ask yourself these questions:

“If I could be anything I would like to be, what would I see myself doing?”

“What would I see around me?”

“What would I hear people saying? What would I say to myself?”

“How would I feel?”

Let your imagination run wild. Be that child again who is always looking for new pathways and new routes to take. Change the game right now in the way you think, and the game you play will slowly change.

#### **4) Discard the ‘Me’ frame and pick up the ‘Ecology’ frame.**

And when you start to realise the control that you have in your life, it’s also time to keep the big picture in mind. Picking up the “Ecology” frame implies that you are concerned about how your change can affect the larger systems and networks of relationships in your life. Instead of looking out only for yourself, it’s time to zoom out, isn’t it? Ask questions like, “How will this be in the long run? Who else is affected by my choices and decisions? How can I use the power that I have in my choices to make this world a better place?” When you begin to have the bigger picture in mind, you’ll also start to see the role you play in the larger systems and circles that you live in, and the consequent power you have to influence others and to make a change. When we look outwards, we channel our resources to the greater good for this world, and that’s when your empowerment becomes visible and tangible. That’s when you know you are an agent of change.

#### **5) Find out what’s important to you and set a clear goal for yourself.**

Finally, as an agent of change in this world, when you have transcended the rules set by others, it’s time to create your own game. It’s time to set your own rules. It’s time to move forward with confidence and gusto, simply because you are destined for greatness. Ask yourself what you really value, what’s really important to you, and what you really want. Act and think according to what’s important to you. And make clear and specific goals for yourself – goals that are aligned with who you are deep down inside. In this way, you can lead a life of certainty and congruence, you can hear the weight of your words when you speak, and you can see yourself acting with gravitas despite the circumstances around you: despite any form of adversity that you may face.

Make a choice to step away from the wall that inhibits your growth. And your vision will broaden. You'll start to be aware of the sounds around you and you'll see ways of getting around things with the options and possibilities in front of you.

How far do you want to go?

# Representational Quiz

Below is a series of 12 scenarios followed by 4 possible endings to each statement. For each letter (a, b, c, & d) of each scenario you will:

Give 4 points to the closest description of YOU

Give 3 points to the next closest description of YOU

Give 2 points to the next closest description of YOU

Give 1 point for the least close description of YOU

Using the scorecard sheet on page 4, place the points awarded to each letter in the corresponding row to each numbered statement.

For example, in scenario #1, if you choose “A” as the statement that most closely describes you in that scenario, then you would place “4” (points) in row 1, column A. And if you select “B” as the statement that least describes you, then you would place “1” (point) in row 1, column B. You need to continue until each letter has been answered and has a corresponding “point” awarded to it. Record your findings on page 3. Each row will have a 1, 2, 3 & 4.

1. I make important decisions based on:

- a. Gut level feelings
- b. What sounds best
- c. What looks best to me
- d. Precise review & study of the issues

2. During an argument, I am most likely to be influenced by:

- a. Whether or not I am in touch with the person’s understanding of the situation
- b. The other person’s tone of voice
- c. Whether or not I can see the other person’s perspective
- d. The logic of the other person’s argument

3. I most easily communicate what is going on with me by:
- a. The feelings I share
  - b. The tone of my voice
  - c. The way I dress and look
  - d. The words I choose
4. The first thing I would do when moving into a new home is:
- a. Get comfortable
  - b. Switch on some music
  - c. Make it look good to me
  - d. Make sure everything is put in its proper place
5. I know that:
- a. I am very sensitive to other people's feelings
  - b. I am very aware of the sounds in my environment
  - c. I easily notice change in the way things look
  - d. I am adept at making sense of new facts and data
6. In order to know if someone is doing a good job I need to:
- a. Get some hands-on experience with the person
  - b. Listen to how they are doing their work
  - c. See them do the work
  - d. Have them produce facts and figures about their work
7. I find that in a class or workshop presentation, I take most notice of the information that:
- a. I can learn by doing an activity or exercise
  - b. I can hear from the presenter
  - c. I can see from the visual aids
  - d. Is presented in terms of facts and numbers

8. When meeting a person for the first time, I initially:

- a. Get a positive/negative vibe about the person
- b. Notice their words
- c. Notice their appearances
- d. Assess the person

9. I notice other peoples' changing moods by:

- a. A shift in their energy
- b. A shift in their tone of voice
- c. A change in their body language
- d. A comparison of how they were before

10. I admire most in others their:

- a. Ability to be in touch with their feelings
- b. Ability to speak eloquently
- c. Ability to present themselves
- d. Ability to articulate their thoughts

11. I know it's time to relax when:

- a. My body is tired or stressed out
- b. I start sounding annoyed or irritated
- c. I notice how much I've done
- d. I know everything is done

12. I perform best when:

- a. I am under pressure
- b. Someone tells me what to do
- c. I see my results come to fruition
- d. I understand the exact specificities of the task



	A	B	C	D
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
Total				
	K	A	V	Id

Total up your score for each column (A, B, C, & D) and rank your rep scores from the highest scoring system to the lowest scoring system. I'm a VKIdA – with Visual as the highest scoring system and Auditory as the lowest scoring system.

What's your rep type? We usually take the two highest rep systems into account when going about our daily lives. Of course, if we want to, there are ways through which we can increase our rep score for a particular system. It's all about PRACTICE!

# Values Elicitation Exercise

This is a simple values elicitation exercise. You can choose to do it on your own or hire a coach to help you go through it.

- 1) Look at the list below and highlight 20 that most resonate with you.

Abundance	Attentiveness	Community	Decorum	Empathy
Acceptance	Attractiveness	Compassion	Deference	Endurance
Accessibility	Beauty	Competence	Delight	Energy
Accomplishment	Being the best	Completion	Dependability	Enjoyment
Accountability	Belonging	Composure	Depth	Entertainment
Accuracy	Benevolence	Concentration	Desire	Enthusiasm
Achievement	Bliss	Confidence	Determination	Encouragement
Acknowledgement	Boldness	Conformity	Devotion	Environmentalism
Activeness	Bravery	Congruency	Devoutness	Ethics
Adaptability	Brilliance	Connection	Dexterity	Euphoria
Adoration	Buoyancy	Conscientious	Dignity	Excellence
Adroitness	Calmness	Conservation	Diligence	Excitement
Advancement	Camaraderie	Consistency	Direction	Exhilaration
Adventure	Candour	Contentment	Directness	Expectancy
Affection	Capability	Continuity	Discipline	Expediency
Affluence	Care	Contribution	Discovery	Experience
Aggressiveness	Carefulness	Control	Discretion	Expertise
Agility	Celebrity	Conviction	Diversity	Exploration
Alertness	Certainty	Conviviality	Dominance	Expressiveness
Altruism	Challenge	Coolness	Dreaming	Extravagance
Amazement	Change	Cooperation	Drive	Extroversion
Ambition	Charity	Cordiality	Duty	Exuberance
Amusement	Charm	Correctness	Dynamism	Fairness
Anticipation	Chastity	Courage	Eagerness	Faith
Appreciation	Cheerfulness	Courtesy	Ease	Fame
Approachability	Clarity	Craftiness	Economy	Family
Approval	Cleanliness	Creativity	Ecstasy	Fascination
Art	Clear-mindedness	Credibility	Education	Fashion
Articulacy	Cleverness	Cunning	Effectiveness	Fearlessness
Artistry	Closeness	Curiosity	Efficiency	Ferocity
Assertiveness	Comfort	Daring	Elation	Fidelity
Assurance	Commitment	Decisiveness	Elegance	Fierceness

Financial Independence	Hopefulness	Keeness	Openness	Presence
Firmness	Hospitality	Kindness	Optimism	Pride
Fitness	Humility	Knowledge	Order	Privacy
Flexibility	Humour	Leadership	Organization	Proactivity
Flow	Hygiene	Learning	Originality	Professionalism
Fluency	Imagination	Loyalty	Outdoors	Prosperity
Focus	Impact	Liberation	Outlandishness	Prudence
Fortitude	Impartiality	Liberty	Outrageousness	Punctuality
Frankness	Independence	Lightness	Partnership	Purity
Freedom	Individuality	Liveliness	Patience	Rationality
Friendliness	Industry	Logic	Passion	Realism
Friendship	Influence	Longevity	Peace	Reason
Frugality	Ingenuity	Love	Perceptiveness	Reasonableness
Fun	Inquisitiveness	Majesty	Perfection	Recognition
Gallantry	Insightfulness	Making a difference	Perkiness	Recreation
Generosity	Inspiration	Marriage	Perseverance	Refinement
Gentility	Integrity	Mastery	Persistence	Reflection
Giving	Intellect	Maturity	Persuasiveness	Relaxation
Grace	Intelligence	Meaning	Philanthropy	Reliability
Gratitude	Intensity	Meekness	Piety	Relief
Gregariousness	Intimacy	Mellowness	Playfulness	Religiousness
Growth	Intrepidity	Meticulousness	Pleasantness	Reputation
Guidance	Introspection	Mindfulness	Pleasure	Resilience
Happiness	Introversion	Modesty	Poise	Resolution
Harmony	Intuition	Motivation	Polish	Resolve
Health	Intuitiveness	Mysteriousness	Popularity	Resourcefulness
Heart	Inventiveness	Nature	Potency	Respect
Helpfulness	Investing	Neatness	Power	Responsibility
Heroism	Involvement	Nerve	Practicality	Rest
Holiness	Joy	Nonconformity	Pragmatism	Restraint
Honesty	Judiciousness	Obedience	Precision	Reverence
Honour	Justice	Open-mindedness	Preparedness	Richness

Rigor	Spirituality	Uniqueness
Sacredness	Spontaneity	Unity
Sacrifice	Spunk	Usefulness
Sagacity	Stability	Utility
Saintliness	Status	Victory
Sanguinity	Stealth	Vigour
Satisfaction	Stillness	Virtue
Science	Strength	Vision
Security	Structure	Vitality
Self-control	Success	Vivacity
Selflessness	Support	Volunteering
Self-reliance	Supremacy	Warmheartedness
Self-respect	Surprise	Warmth
Sensitivity	Sympathy	Watchfulness
Sensuality	Synergy	Wealth
Serenity	Teaching	Wilfulness
Service	Teamwork	Willingness
Sexiness	Temperance	Winning
Sexuality	Thankfulness	Wisdom
Sharing	Thoroughness	Wittiness
Shrewdness	Thoughtfulness	Wonder
Significance	Thrift	Worthiness
Silence	Tidiness	Youthfulness
Silliness	Timeliness	Zeal
Simplicity	Traditionalism	
Sincerity	Tranquillity	
Skilfulness	Transcendence	
Solidarity	Trust	
Solitude	Trustworthiness	
Sophistication	Truth	
Speed	Understanding	
Spirit	Unflappability	

2) List the twenty values that you have chosen:


3) Choose an area of your life to focus on for the next part of the exercise:

- a. Physical Environment
- b. Career
- c. Family and Friends
- d. Significant Other/Romance
- e. Fun & Recreation
- f. Health
- g. Finance
- h. Personal Growth

4) Out of the twenty values that you have chosen in (2), choose ten of them that are most important for your chosen area in (3).


- 5) Examine the ten values in (4) and rank them from the most important to the least important. Compare each value with the other nine to determine its position on your top ten list.

- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_
- e. \_\_\_\_\_
- f. \_\_\_\_\_
- g. \_\_\_\_\_
- h. \_\_\_\_\_
- i. \_\_\_\_\_
- j. \_\_\_\_\_

- 6) Now that you have your top ten values, look at the first three and ask yourself these questions:

What does \_\_\_\_\_ mean to you?

Why is \_\_\_\_\_ important to you?

## 7) Value audit:

This is a fun one, because you'll get to transform your value into beliefs, and you'll form a value statement at the end of it all. Focus on your **top** value for this exercise. You can always work on the value statements for your top three values by going through this exercise three times.

a) Fill in the blanks below based on the prompts in brackets:

\_\_\_\_\_ is important and desirable. [Put your top value in this blank.]

**Because** I \_\_\_\_\_ [Give a reason or two.]

**Therefore** I \_\_\_\_\_ [Describe how you would behave.]

**Whenever** I \_\_\_\_\_ [Describe a key situation or condition when this value shows itself.]

**So that** I \_\_\_\_\_ [Why do you hold this value dearly to you?]

**Although** I \_\_\_\_\_ [Describe a situation or condition when this value may not work for you.]

**If** I \_\_\_\_\_ [Describe what you will get from holding dear to this value.]

**In the same way that** I \_\_\_\_\_  
[Describe another similar value.]

b) Now, you will craft your value statement by **ONLY REMOVING THE WORDS IN RED**. Write out your value statement in a single paragraph, and read it out loud.

# YOU MATTER

How do we sabotage ourselves?

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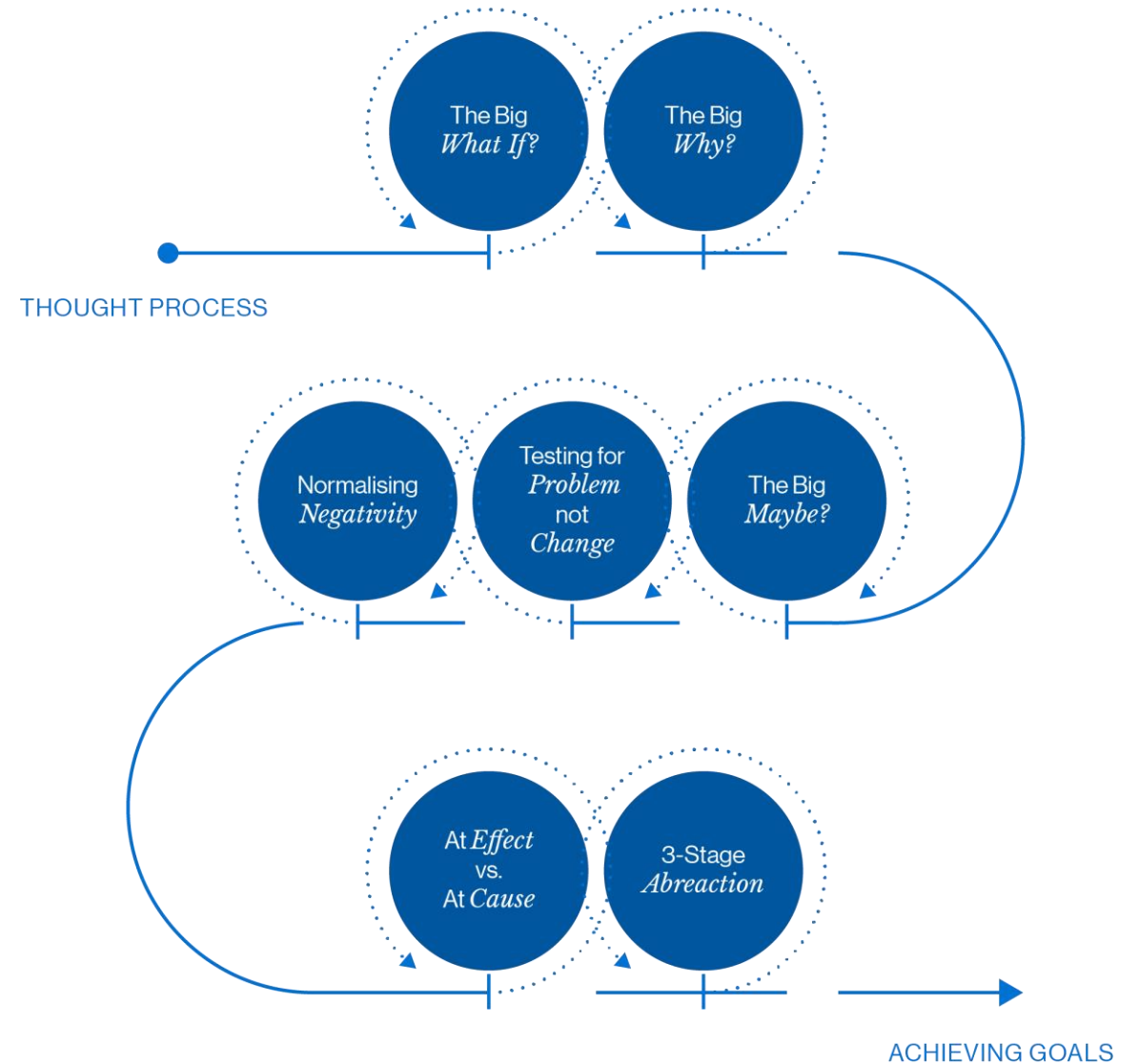


# Chronic Patterns

- These chronic patterns **prevent** us from achieving our goals.
- They cause us to feel ‘stuck’ because we ponder about the **same thing** over and over again without any attempt to
  - Move forward or
  - Change

Are you feeling “stuck in a loop”?

- We will look at each of these patterns to find out more about how we **sabotage ourselves!**



# The Big *What If?*

- For any possible solution that comes by, you may be saying “Yes, but what if...” followed by some impossible-to-manage scenario.
- “What if I fail?”
- By being fixated on a future impossibility, the person feels **stuck** and may begin to feel anxious.



# The Big “Why?”

- It sounds like this, “Why did this happen?”
- The person is trying to find reason to justify a past traumatic event.
- There is no good answer to that most of the time. And so the person feels **stuck**. If there was one, it wouldn't have caused the person trauma.



# The Big *Maybe*

- This is **always** their answer to the question, “Is this good enough for you?” or “Does this work for you?”
- After going through a series of failures, the person feels afraid to be committed to success, so he or she will not say that a solution is working or has worked.
- Without commitment to success, the person feels **trapped in a loop**. They will *always* only be *maybe* okay?





# Testing for Problem; not Change.

- Simply put, the person sees the small little blemish on a huge blank whiteboard.
- They are always looking for the 0.01% that is unchanged and using that small 'problem' to convince themselves that *change is impossible*.
- For this reason, they are never convinced that they can change their lives. And consequently, they **trap** themselves into such a pattern of thinking.



# The Helpless Frames

## Normalising Negativity

- The person looks at their situation and says that “I have a problem.”
- They are **stuck** because they believe that this problem will never go away, and that it is normal for them to have such a problem in their lives.
- They are **trapped** because they have no concrete steps to take to fix the overwhelming *thing* that is *the problem*.

## Being ‘at effect’ rather than being ‘at cause’

- “It makes me ....”; “Person A causes me to...”
- The person believes that they are not in control of their situation.
- They believe that something else or someone else is responsible for their situation.
- As a result, they are fixated on the many external factors that they cannot change and they feel overwhelmed and **stuck**.



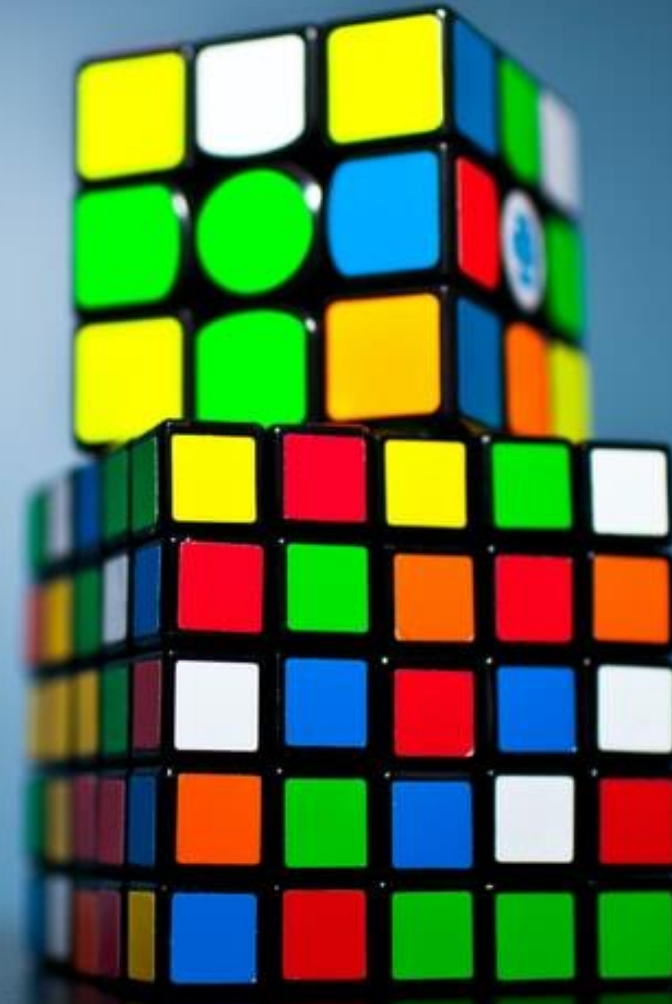
# 3-Stage Abreaction Process

- These people are **stuck** because they get angry with everybody and will often use threat to get their way.
- Stage 1: Implied Threat
  - The person feels uncomfortable and it means that **someone else has to change their behaviour** for them.
- Stage 2: Increased Amplitude
  - The discomfort get more apparent and the person is visibly agitated. They believe that **it is because of someone else** that has **made them feel worse**.
- Stage 3: Abreaction
  - The person feels out of control and starts to **manipulate others into changing for them**.
- The person feels **stuck** because they expect others to change so that they can feel better.



# Some Solutions

- Set goals for yourself.
- Do some reframing.
- Set some anchors.
- Build relationships with the people around you.
- Check for alignment – are you congruent with who you really are inside? Why or why not?
  - Here's a video for you at only 99cents:
    - [Your Identity, Your Goal, Your Communication](#)
    - Find this title under our past webinars on that page!
- You can research on the solutions above, or book a 30-minute call with Darryl for a chat!
  - [Book a Chat](#)





# YOU MATTER

How will you be moving forward today?

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