

IV

The birth of excellence: Belief

It's not the events of our lives that shape us, but our beliefs as to what those events mean
- Anthony Robbins -

What is a belief?

Basically: a belief is an idea to which one adheres, an idea to which one said 'YES! That's mine!'

Let me give a story that illustrates the word 'meaning' and how it is correlated to belief.

Two children played by the beach in Hawaii. Like all children, they took pleasure in constructing sand castles, pouring water on each other or squabbling between themselves. All of a sudden, a huge wave engulfed them. One of them ran to his mother, screaming that he did not want to come back to this place anymore. The other child stood up, began to laugh and ran towards the ocean with his small arms open as if to kiss the superb nature, exclaiming to himself: "Again!"

From that story I would withdraw a basic teaching: To the events, you give a meaning. From this meaning, you give birth to a belief, belief in yourself, in others and in the world that surrounds you. The meaning passes through filters and through distortion, generalizations and

omission phenomena. All of this builds a conviction that can help you to realize extraordinary things or stop you in the search of excellence.

Your belief determines your action and your action determines your results, but first you have to believe.

- Mark Victor Hanson -

Here, I will give some examples of beliefs that one can have:

- My mom used to tell me horrible stories about airplane crashes and I saw some on television. Now, I believe that traveling in airplanes is dangerous and I have a phobia of airplane travel.

- My dad had a hard time at work and he was always telling me that you couldn't trust anybody. Now, I have a hard time too with my wife and I'm sure that someday, she will deceive me.

- My daughter never talks to me. I suffer because I believe that she doesn't love me.

- When I was a child and then a teenager, my dad repeatedly called me a jerk. Now, I'm 30, and of course, I could never have this job because I'm a jerk.

- I've always had this bad habit, and I know I will not change. I'm just like that.

- My dad used to play with me a lot, even when I was a teen. He was always telling me that he was proud of me. I have confidence now in myself and I know that I can do anything.

- I always saw my family happy, in their personal and professional lives. I now believe that life has worth, and happiness is a dream that anyone can live.

- I always had friends that encouraged me to do the right things. I know that I can always rely on them.

- I grew up in a beautiful country, with mountains and lakes. I believe that this world is wonderful.

This is a little list of what a belief can be. The beliefs, or convictions live deep within us and they all have common traits:

Strong emotion, good or bad, is always linked to strong beliefs: the language of the unconscious mind is emotion. One gives a particular meaning to an event.

There is always generalizations, distortions or omissions that give birth to a belief. Most of the time, it's one or several generalizations

There are 3 types of beliefs. Beliefs on oneself, on others and on the world in which one lives.

Beliefs become reality, "our" reality. NLP studies the structure of the subjectivity of man. All of our reality is subjective. Everyone goes through being a child, a teenager and an adult. Everyone has different experiences, even twins.

During these different phases of life, beliefs and values appear and the character is built. These beliefs change during our lives; they change because of the new meanings that we give to new experiences. It is up to us to master these meanings to give life to beliefs that will develop us and that will support us in reaching our vision.

Life is a huge collection of experiences. From that, character is built. It is up to us to make our character magnificent by creating beliefs that reach for excellence.

**They can because they think they can
- Virgil -**

Beliefs of Excellence

Whether it is in health or in any area of your life, beliefs are the keys to reach excellence. You need to develop your belief system so that it serves you.

I would like to share with you some of the presuppositions of NLP. These can be tools you can use to enhance the quality of your life. They will serve you every day in every way

There is no failure only feedback

How can I learn from what is happening?

As Brian Tracy stated "Men and women who accomplish extraordinary things are just ordinary people who developed themselves mentally to the point where they were able to overcome the obstacles that stood in their way, and they kept on keeping on until the goal was attained"

The map is not the territory; the meal is not the menu.

How can I respect the other person's view of the world? How is people's perception true for them?

This is the first principle to true respect. Perceptions and points of view are as many as the numbers of the sand of the sea. Acknowledging differences and showing respect for others allows us to love others, the most profitable of human emotions. Love gives power to the talk and lifts us up to the mountains of success.

Behind every behavior is a positive intention

What can I learn from that situation?

Robert Dilts explained "Another way to say it is that all behavior serves (or at one time served) a 'positive purpose'. For example, the positive purpose behind the objection, "I do not desire to be successful," may be to 'protect' the speaker from over saturation or failure. The positive intention behind a statement such as, "It is not possible to change" might be to prevent 'false hope' or to avoid unearned effort for a person.

The mind and body are one system

What is my body telling me? What are the messages of a disease? To NLP, disease is a form of communication between the mind and the body. The purpose of that is for you to know that something is out of balance. The body leaves a message, gives a signal (physical symptoms) and you are in charge of finding it. By healing the mind, you can heal the body. By healing the body, you can heal the mind. Acknowledging the signal is often the starting point of the recovery.

People have all the resources they need to succeed

Which resource do I need to achieve my desired outcome? As a guide, a coach, a mentor or a 'sponsor', you don't give or have the solution that will resolve the problem of the person in front of you. You only help the person find the solution that is already within him.

Limiting beliefs

What we can do or cannot do, what we consider possible or impossible, is rarely a function of our true capability. It is more likely a function of our beliefs about who we are.

- Anthony Robbins. -

Do you remember the list of beliefs that I mentioned above? Some actually help us to move forward and become whole and fully happy. On the other hand, some beliefs are holding us back. They prevent us from realizing our potential.

"I always had this bad habit, and I know I will not change. That's just the way it is" is an example of beliefs that will limit you in the realizing of your goals or dreams.

- 'My dad used to play with me a lot, even when I was a teen. He was always telling me that he was proud of me. I have confidence now in

myself and I know that I could do anything' is an example of a belief that will empower you to fulfill whatever you want.

In essence, neither of these two beliefs are true or false. It is only the way you look at things that will determine how you feel, and therefore, how you act.

What beliefs might you have that are holding you back right now? Think about them. Remember, most of our self-limiting beliefs have no basis whatsoever. In fact, they are based on information and ideas that we have accepted as true, sometimes in early childhood, and to the degree to which we accept them as true, they become true for us."

Beliefs have the power to create and the power to destroy. Human beings have the awesome ability to take any experience of their lives and create a meaning that disempowers them or one that can literally save their lives.

- Anthony Robbins -

I would like to talk a little bit about the strength of beliefs that produce miracles. As we saw it, all behavior is induced by an emotion. The term emotion itself comes from the Latin verb "motere", meaning "to move" and from the prefix "e" indicating a movement towards the outside. An emotion is what makes us move. Internal emotions and external behavior influences each other.

Now, remember an experience in your life when you were totally confident? Picture this in your mind. What do you see exactly? Take a moment, close your eyes if you desire and remember this experience. What do you feel? Do you feel strengthened, ready to overcome all the barriers? What are the actions you wish to take associated to these emotions? Note here the emotions and the associated behavior:

Emotion

BEHAVIOR

Now, think about a moment when you felt totally incompetent and picture it in your mind. What are the feelings, the emotion associated with this experience. Note here the emotions and the associated behavior:

Emotion

BEHAVIOR

I think you will see, thanks to these two experiences, what the difference is. The emotion is associated with a precise behavior. That is interesting: the beliefs in yourself and in your capacities are the keys that will give you feelings of power or feelings of weakness. The man has the strength to create or to destroy.

The Bible says: "Faith precedes the miracle". Faith is a belief. Man has the ability to create beliefs that will allow him to live his dreams. He also has the ability to create beliefs that will limit him; beliefs with which he will do nothing but remain in his dreams.

The beliefs regarding yourselves and your capacities play a key role in the accomplishment of your vision. If the beliefs that you have are not in harmony with the dream you want to realize, make efforts to change. This is not so difficult. You've already heard the sentence "I am as I am, I can do nothing"? There is nothing more false. I am going to teach you two methods that will allow you to change your beliefs and you can do this almost instantly.

The Big Cleaning

This process has been described by Richard Bandler in his book 'Time for a Change'. When I first read the book, I was surprised with the power and the simplicity of this protocol. I decided to put it to a test. It took me about 20 minutes to identify the behaviors and beliefs I didn't want any more. I listed about 15 of them and began to apply exactly what Richard suggested in his book. Thirty minutes later, the protocol was finished but nothing apparent appeared until the next day.

Indeed, when I went to work the day after, I realized that I didn't behave like before. From the outside, I was the same person but from the inside, I knew something had changed. I thought differently about myself and about people. I had a more positive way of thinking. I was also happy. I was free and I had more choices: I didn't feel 'dumb', 'indifferent', 'inferior to others' or 'defensive' like before but was more confident, happy and felt equal to others. I was so happy not to have this negative talk in my head all the time.

Sub-modalities: the difference that makes the difference

Before I explain the protocol, I would like you to feel the importance of sub-modalities.

We represent our experiences with our 5 senses; these I will call our sensory canals or modalities: sight, hearing, touch, smell and taste. A sub-modality is a finer distinction inside the same sensory canal. Thus, shininess is a visual sub-modality, volume is an auditory sub-modality and pressure is a tactile or kinesthetic sub-modality.

Now, think about a pleasant moment of your life (I'm sure you've had one). What is the picture that you have in front of you like? Is it situated to the right, to the left, on top, or down below? Is it big or small? Is it fuzzy or clear? Is it far from you or just in front of you? Is it 1 meter or 10 meters away?

Let's go now on to the auditory part. Do you hear something? If yes, what kind of voice do you hear? Is it a distant voice, almost inaudible, or a clear voice? Is it chaos? Now that you have precisely located this moment, enlarge it until it is of maximum sight, hearing, touch, smell and taste. Has your feeling changed? Is it more beautiful, purer? Adjust your picture, the volume, the clarity and obtain a more excessive feeling of joy.

If you can't do this, imagine the picture and the sound in a TV in front of you, then regulate the luminosity, the volume and the clarity with the small buttons that are next to the screen! Isn't it wonderful that your feeling changed?

Can you think now of a situation when you were frustrated, or irritated? We will modify the representations of that situation so that the associated feeling to the experience itself inverses or cancels. Examine the sub-modalities like before (position - where is it -, volume - what sound do you hear - sensations - what do you feel -). Darken the picture, move it away, so far that you are not able to see it any more. Shut down abruptly the chaos or lower the volume, the sounds. Maybe you would like to imagine a garbage can in which you would imprison your picture.

Associate with this imprisonment a noise that entertains you for example. Now, cover the garbage can with your favorite coat, the one that keeps you warm during the winter, or simply make the picture disappear. What is your feeling now? Is it neutralized? You also could have jumbled the picture or put Mickey Mouse ears on it. Actually, all this shows one thing:

Change your thoughts and you will instantly change your emotions.

Here is the basis of the powerful change that you will experience with the technique of the "Big Cleaning". Understanding and putting into practice this tool will only take 15 to 20 minutes and will be very beneficial to you: you will feel more secure, stronger and more in control. Most importantly, you will feel more confident. You will say: "I

know now that I can realize my dreams, I promise myself to never abandon them".

The Big Cleaning pattern

First of all, establish 2 lists: first, a list of behaviors and beliefs that you would like to change. Is there any belief about yourself or about others that disappoint you or limit you? Wouldn't you like to have some of your bad behaviors disappear from your life as if by magic? Take some time; you will be rewarded. Now, the second list consists in answering a question: "What do I want in its place?" This question may be simple but I noticed that people have difficulty in answering this question. First of all, I did not say: "What do you not want anymore?" I said, "What do you want in its place? What do you really want?" I want a positive affirmation.

I'm always surprised when a person says to me: "I want to stop getting angry " or "I want to stop smoking". Then I ask, "Ok, you want to stop doing "X", but what do you want in its place?" "I don't know, I just want to stop". Maybe the person never asked himself this question before.

They were so concentrating on the problem that they could not envision a solution. Now, answer the following three simple questions and find what you really want:

1 - What is the positive intention when you do 'X'?" An NLP presupposition states that every behavior, every belief that you have has an intention, and this intention is always positive. This truth is the key for most resolution of conflicts, whether they are external (family, business) or internal (limiting beliefs, disease, anger...).

2 - What is the goal that you're trying to reach while wanting to satisfy this positive intention? The response to this question helps you focus on the solution instead of the problem. We all have a part of the desired state of the person: "What do I really want?"

3 - The last question has to do with the creative part of the person. Its objective is to find what you want in its place: "Can you find another behavior that will satisfy your objective? "Yes, I can. . . ." This new

behavior must be very precise. You must see, hear and feel what it would be if you had this behavior. The more the information is precise, and clear in your mind, the more your brain will look for new ways so that it can perform the new behavior.

Remember the law of attraction and vibration? Everything in the universe vibrates and when two elements vibrate at the same speed, they attract each other. This is a great principle for success. If in your mind, you have a very specific picture of your success, the brain will look for ways to find it. Success attracts Success. Light attracts Light. Intelligence attracts intelligence. A good counsel is to have the best possible thoughts so that you will have a much better life.

Let's come back now to our list: "What do I want in its place?" Once you have written a replacement solution for every problem, the little game can begin.

Can you think about a situation, in which one of your main qualities is revealed, an experience where you can say to yourself: "This is me now". Being of a generous character, I have chosen a situation where I helped lower a very heavy suitcase of an elderly man off the train. It is something like this that I want you to think of. Note the sub-modalities: clarity, luminosity, location of the picture, volume, purity of the sound, if any, and note the present sensations and emotions.

Now, think about a situation where this is not you anymore. For example, I did a lot of mountain biking when I was young, and now it's finished. You may have played with dolls or toys and this is finished. You may have wrapped the cars of your professors with toilet paper and this is finished! Briefly, anything you want, but it must be a situation where it was you and now is not you anymore. Study the sub-modalities as previously mentioned and be sure to include them.

Study the submodalities, the localization, the distance and the size of the two pictures. Note the origin, the distance, and the volume of the sounds. Watch especially for Associated/Dissociated differences in each representational system:

Associated Visual: you see with your eye.

Dissociated Visual: you see yourself in the picture.

Associated Auditory: you hear as in the scene.

Dissociated Auditory: you speak about the scene.

Associated Kinesthetic: you have sensations in your body.

Dissociated Kinesthetic: no sensations, it is like it wasn't you.

Note and underline the differences between the two pictures, only the differences; that will be our framework. For example, a picture on the left for the "it's me" situation and a picture on the right for the "it's not me anymore" situation.

Now, take the first undesirable behavior or a limiting belief and put it in the place where "it's not you anymore". Let the picture be white and then dark, turn off the sounds and put it in the trash can, behind you. Hear the metallic sound when the old behavior touches the bottom. Put the lid on the trash can.

When that is done, take a behavior or belief that you really want, that you really need and put it where "it is really me". Adjust the submodalities. The more precise it is, the more efficient it will be. Make it appear with strength. Amplify them. Remember when you throw out something, you must replace it with something else.

When you feel that it is done, take the next undesirable behavior or limiting belief and begin again. Put it in the "It's not me anymore" situation and put the wanted belief in the "it's really me" situation. You can have 5 or 30 bad habits to change; it's always the same process. Remember that when you identify submodalities, you identify how your brain codes the experience.

When a bad habit is in the place of "it's not me anymore", the brain will code the habit (for him, it is not good or bad, it's just a habit) as "it's not him anymore, and it is finished!!". Can you see the power of the submodalities?

I would like to share with you my own experience. I have here the lists of the bad habits and the limiting beliefs.

Habits and beliefs I don't want anymore	Habits and beliefs of replacement
Thinking that the person to whom I'm talking is judging me.	Speaking freely as I speak to my wife and thinking "I will listen to you with attention"
Being afraid to speak to certain people.	Realizing others are like me.
Saying to myself that I don't know much about life in comparison to others	Remembering everyone has his strengths and being proud of what I've done.
Thinking that I'm going to be confused when answering the phone.	Being spontaneous and clear on the phone when answering
Thinking that I'm stupid if ask too many questions	Really listening and remembering that I really want to learn.
Being afraid of people who have authority	Thinking "I'm smart! I want to communicate better! Reminding myself that others are not smarter than me!"
Saying to myself that I don't know how to express myself	Being confident that I know how to express myself.
Putting myself down with negative self-talk	Remembering that I have the choice, so I choose to have positive self-talk.

This is me NOW!
Generosity

Picture

Big
 At my left
 clear
 Associated

Sound

Clear
 Associated

Kinesthetic

Associated

This is not me ANYMORE!
I did a lot of mountain bike.

Picture

Little
 at the bottom, at left
 between clear and fuzzy
 dissociated

No sound

Kinesthetic

Dissociated

I then wrote down the differences between the submodalities.

What I really am

Big picture at left
 Visual associated

Clear sounds
 Kinesthetic associated

What I'm not anymore

Little picture at the bottom at right
 Visual dissociated

No sound
 Kinesthetic dissociated

It took me about 15 minutes to get to that point. That was the hardest. Now I began the Big Cleaning process. Take the bad behavior, put it in the place of what "It's not me anymore", adjust the submodalities. Darken the content and put it in the trash can. Now put the desirable habit, put it in the place of what "It's really me", adjust the submodalities. Say "From now on it's me"

And I began again with the others habits. As I said, I saw so many differences in my behaviors after that. It really works! Have a try!!
 Oops, excuse me: Do it now!!

The meta-yes/no pattern

This is one of the fastest ways to change beliefs. Dr Michael Hall stated: "What an incredible application of this meta-stating pattern! The simplest and briefest Belief Change Pattern by far." The science of meta-states has been discovered and developed by Michael Hall. According to him, we don't only think, but we constantly think about our thoughts and produce states about our different states of mind. It's called meta-states and its discovery has "advanced NLP further than any other addition has since the discovery of submodalities." said Bobby G. Bodenhamer, D.Min.

Anchors

Let me introduce a new powerful model, or a tool. As the submodalities are the base of the Big Cleaning Pattern, you will see that anchors are the base to the Meta Yes/no pattern. Basically, an anchor is an association of two things. Pavlov, a Russian psychologist, conducted one of the most famous of all psychological experiments in 1927 when he showed that by pairing a conditioned stimulus (a bell) with an unconditioned stimulus (food), a dog would begin to salivate (response) when the bell was rung without presenting the food.

In the same way, an anchor in NLP is an association of a gesture or a word that will produce a desired state, the bell being the gesture or the word and the act of salivation being the desired state. It is a powerful tool that can be used everywhere in every circumstances. It is used in therapy, during a presentation, or in any communication process. Establishing an anchor is easy and will allow you to change any unwanted feeling (eg: fear) to a resourceful feeling (eg: confidence) in a matter of moments.

1. Identify the emotional state you want e.g. confidence, calmness, enthusiasm.

2. Identify a particular time in your life when you experienced that feeling. The stronger the feeling, the better. The context is unimportant. What you want is to feel the emotion whenever you want, so the degree of the feeling is important. Choose a powerful example.
3. Fully relive that experience as if it is happening in this moment. Notice what you see, hear what you were hearing, feel what you were feeling at the moment. Allow it to be as if it has happening again now.
4. Establish the anchor: make a special gesture with your hands (eg: press your little finger) while you fully experience the situation and when you are fully aware of the feeling you are experiencing. You can say a word or a phrase also.
5. Begin the experience again, 3 or 4 times in order to be sure that the anchor is well set.
6. Now that the anchor is set, make the little gesture or say the phrase. You should feel the desired emotion. If not, begin the process again.

You can reinforce periodically your anchor to keep it strong since the intensity may fade over time. Using anchors can make a massive difference in your ability to deal with people. Instead of hoping you will feel capable when you next need to express yourself, you can just activate your anchor and in a moment you can feel the way you want to feel.

Maybe you want to feel relaxed in that crucial job interview, fire your relaxation anchor and you have it in an instant.

Now that the anchor model is explained, we can continue and perform the Meta Yes/no pattern. Remember that anchors have to be understood and experienced to fully complete that process. Now, enjoy, and change your limiting beliefs in less than 10 minutes!

The Pattern

1) Get a strong representation of saying "No!" to something. You will want to make sure that the No looks, sounds, and feels congruent Anchor the resource experience of firmly, and definitively saying No! to something.

2) Get a strong representation of saying "Yes!" to something. Choose a true and powerful example and Yes! Anchor with a touch the way you say Yes! I personally chose the unique experience of my own marriage. Yes! I do!

Now, your Yes! and your No! are identified, let's clarify the limiting belief...

3) Identify the limiting belief that you no longer want. I can't trust people... or I don't deserve to be rich... or I'll never make it...

4) Fully describe an empowering belief that you want. What specifically will you think and say when you have the new belief. Write out the language of it. Make it precise and compelling.

Now, you have clarified your 2 beliefs (limiting and empowering), there are two more steps...

5) Say No! to the limiting belief. Re-access the limiting belief and once you have it, say No! while activating your anchor. Do it powerfully, intensely, and repeatedly. Keep on saying No! to that limiting belief until you begin to feel that it is no longer you anymore.

6) Say Yes! to the enhancing belief. Fully re-access the enhancing belief and then keep shouting, strongly and powerfully, Yes! A great big Yes! Repeat it with intensity and congruency.

I tried that pattern for 3 limiting beliefs that I really wanted to change. It was noon. I had my sandwich, went to a quiet place in the country

side near my work and worked on them. It took me ten minutes and I'm still quite amazed about the efficiency of this method. It works!

With The Big Cleaning pattern, we are working with sub-modalities. With the meta yes/no pattern, we are working with higher frames of mind. Bob Bodenhamer studied beliefs and meta-states and said: "I discovered that "beliefs" do indeed exist and operate at a higher logical level than do "thoughts," and that beliefs do not always change by mere sub modality shifting, but by shifting the frame of reference at a higher logical level."

The values of self-actualization or self fulfilment.

Maslow was a psychologist who tried to determine what was common among people who got things done. Maslow took a group of people that he considered to be self-actualizing personalities and studied their lives, their writings and their achievements. From this study, he came up with certain traits that may identify such personalities. In this group, he included people like Abraham Lincoln, Thomas Jefferson, Mahatma Gandhi, Albert Einstein, William James, Eleanor Roosevelt, Martin Luther King and others. To Maslow, these self-actualizing people had much in common.

Characteristics and traits of extraordinary people.

Perceive reality efficiently.

Tolerate uncertainty.

Accept themselves and others.

Spontaneous in thought and behavior.

Problem-centered rather than self-centered.

Possess a good sense of humor.

Highly creative.

Concerned for the welfare of humanity.

Capable of deep appreciation for the basic experiences in life.

Establishes a few deep, satisfying inter-personal relationships.

Look at life from an objective viewpoint.

I encourage you to model what you can call your "heroes". They can be your friends, your relatives. Model the best in your field. Learn from the people who will allow you to have a set of beliefs and values that will help your dream come true.

I would like to share with you a story told by Brian Tracy :

"It doesn't matter if you're tall or short, young or old, educated or uneducated or a new American or someone who came over with the Mayflower, if you do the things that other successful people do, you'll get the same results.

Now some years ago I met a man, Kaufmeyer, who had spent his entire life of 54 years studying success; he's dead now.

He wrote four books, each of which has 250 principles of Success-a thousand principles in all his life's work. The books in totality have sold more than 20 million copies all over the world in every language. And I asked him, please, of all these thousand principles that you've discovered in your lifetime, what's the most important principle of success?

And as you can imagine he had been asked this question more than once. And he replied without batting an eye:

"The most important principle of success is to learn from the experts."

He said: "Brian, you'll never live long enough to figure it all out for yourself. You must learn from others who have already learned. You must piggy back on the knowledge of others, which is exactly the principle of cause and effect, to find out what others have done and do the same thing."

Summary

A belief is an idea to which one adheres, an idea to which one said 'YES! That's mine!' There are 3 types of beliefs: beliefs on oneself, on others and on the world in which one lives; they are all linked with strong emotions. Most of your beliefs were formed throughout your childhood and your teen age. They became your reality.

Beliefs are the keys to reach excellence. Like most of the people, you have strong beliefs that can lead you to do extraordinary things and you also have some beliefs that limit you and prevent you from moving forward. Most of the time, limiting beliefs are false. They have no basis.

They are a stumbling block in the road to excellence.

Fortunately, you can change your limiting beliefs and build a strong belief system that will empower you. The Big Cleaning and the Meta Yes/No patterns will help you gain self esteem or confidence. These processes, based on anchors and submodalities, will change your thinking, your attitudes and the meaning you attach to events. When you develop the values of the successful and you get rid of those limiting beliefs, you feel differently and you begin to see that success is only a matter of belief.