

## To Approach...Life



*Security is mostly a superstition. It does not exist in nature, nor do the children of men as a whole experience it. Avoiding danger is no safer in the long run than outright exposure. Life is either a daring adventure, or nothing.*

- *Helen Keller*

NLP Master Practitioner Modeling Project

By Raghavender Matam

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## **Painting My Thoughts, grey to Rainbow**

Here I am writing summary of my life for the first time. What leads me here to do this is an experience of a life time. And you are going to like it.

I have been mostly a person who would do things which I think are 'doable' by me. I always ponder upon the thing to be done evaluate myself, re-evaluate and then do. Always prepared always in control and be authoritative on what I am going to do. Have to say I lost many fun moments in my life doing this. I always look for being 'safe' and 'good at' what ever I am doing.

As I have grown up with guidance that gets a career or do things which are safe. Rose in the safety of house and with no social life. Do things which 'we' can do and avoid everything else which we conceive as out of the safe zone. From not going out to dance on streets with the annual festival processions because the guys are drunk and it's dangerous. To not studying what I wanted to study as there were not enough opportunities in that field.

After a very enlightening phase in my life, now I recognise that I have not lived my life to its fullest. My journey after NLP has been a revelation on what I can do. Through this Model I would say now I know How to do it!!

When I was thinking of what should I model for my project I was thinking of Sauv , Charisma and being charming? As guided by Colin Spencer and Ramesh Prasad that I need to chunk down. It took me several months later what I wanted to know exactly.

*Actions are more important than beliefs, intentions and thoughts*

To chunk down I was thinking, thinking (still my old habit)....then realised that it was actions that are more important than thinking. To act to be Sauv  or charismatic or building rapport instantly what is the action protocol and found that I need a person before me or can I be alone doing it?

Able to approach a person was my biggest first step towards my goal. I found my modeling project. I am a person who is very shy and very rustic in my approach towards people. Be it my acquaintances or my peers. And even more so with strangers.

My aspect of modeling from the below exemplars in my view is not that they have achieved great things or their work has been renowned. My focus has been on people in my world who can make a stranger, a friend or a family member feel good. And can make the interaction even more enjoyable.

## **My Models of excellence**

### 1. *Uma Chowdhury, NLP Practitioner and HR at a reputed MNC*

Uma has an ability to interact with anyone, any time and have a great conversation. The best part is she can approach any one with the same sheer beautiful smile as with any best buddy.

Evidence: - I have seen her work along with me for past 6 months in getting clients. She has worked very hard and always the "go getter". Be it in approaching the top management or any stranger to bring about the sessions. Has always been a believer in things will happen.

Environment: -

- ⤴ Where she sees an opportunity to help in workplace, family and friends.
- ⤴ Usually an introduction of her value addition and asking for their needs.

Behaviour:-

- ⤴ Shows a lot of interest by being active leaning forward, being more audible while speaking out.
- ⤴ A genuine smile and a lot of open hand gestures.
- ⤴ No self- talk but always open to hear others out. A lot of head nods in sync with others points.

Mental Strategy:-

- ⤴ Look out for who is the decision making position in an organization?
- ⤴ What are the questions they might ask. Self talk about how should I put it in small time as these individuals have less time.
- ⤴ How can I present the point as new to them.

Beliefs:-

- ⤴ I feel that what I am going to introduce to others would make their lives better.
- ⤴ It's not a waste of time for me or others if this interaction can get some value to others.

- ⤴ As these are time tested tools that have brought change in many lives it can so bring to the person I am chatting with.

Identity: - A person who can help and change others for betterment.

Values/Mission: - Love to help people improve their state of being involve in things that will help large number of people.

## 2. *Aakriti Khandelwal, A close friend*

One of the few individuals I have met in my life that are always on a high, every minute every moment of life. As Richard Bandler says – drugs which make humans hallucinate or be on high are naturally secreted in brain. She is always happy, or say can't be in a depressed state for a long time.

It was a surprise for me to find out that she was once an introvert and was always silent. Also, was not invited by her friends for gatherings. Now one must stitch her mouth to make her silent. I have never known a person who can stop thinking. Or not think before speak!!

Evidence – I have known her for past 8 months. I have seen her make friends instantly and always strike a conversation. I have noticed that in a common group if I introduce my friend Aakriti would be more in conversation with my friend than me.

Environment :- Mostly in friends and family groups

Behavior :-

- ⤴ Always with a smile.
- ⤴ Lot of excitement about talking something.
- ⤴ Anything and everything excites. She can get excited about silly things and would like to know. Curious to know anything and give a patient hearing.

Mental Strategy :-

- ⤴ No strategy is the best strategy.
- ⤴ Nothing comes into my mind. I go blank, I stop thinking.
- ⤴ In the moment totally engrossed in the topic at hand.

Has no self talk. To make the other person feel good.

Beliefs :-

- ⤴ Everyone is nice and good.
- ⤴ All have good intentions.
- ⤴ I have a clear intention, be frank about what I think of them.

Identity :- I am a honest, clear hearted and frank person. I have no agenda in my mind.

3. *Pramod Sahgal, A friend and participant in my session*

I have known Pramod for some time during my visits to Kolkata. I found very interesting hobby with him, talking to strangers. From the moment I heard it I wanted to know more about the person. Over few months we spoke rarely on phone. But for this interview we met in person. He is a really warm person who can keep the conversation going.

Evidence: The mall we met he had friends who work at the shops like Barista coffee shop or Subway. He is given the best deals running at that time. We too got a free hot coffee.

Environment : Where ever he goes for to spend time like , Coffee shops, eating joints, or any place where he has to spend time.

Behaviour :

- ⤴ He greets with a smile.
- ⤴ He leans forward and sits up attentively.
- ⤴ Always gives time for other person to talk. Never interrupts a conversation.
- ⤴ Always a continuous eye contact never goes in to thinking counter-point.
- ⤴ Always chat up with the topic that others like to talk
- ⤴ Starts up the chat with a generic topic. Slowly finds out the topics on which the other person is showing interest to answer.
- ⤴ I speak their interests and always respect others values and traditions. Never counter saying oh that does/doesn't happen this way in my culture.

- ⤴ Curious to know more about others interests.

Mental Strategy :

- ⤴ Go to the places where its mostly not crowded eg; on Monday mornings.
- ⤴ Check the waters by being a little interested in their daily work, business flow.

Beliefs :

- ⤴ Everyone likes to chat and have a good conversation
- ⤴ If you keep your own ideas out of the conversation the conversations are always pleasant.
- ⤴ Making friends at these places where you spend time and move out is better than make friends who become parasites.

Identity : A friendly person who can make a pleasant conversation for short period of time and then move on with work.

### **The Structure of the Model**

1. Consider to imagine a situation where you would like to apply the model. [ $V^i$ ]
2. See what the surroundings are, what are the details of what one is wearing and what are the objects in the scenario. [ $V^e$ ]
3. What are your inner dialogues about what you would like to say and hear in this situation. [ $A^{id}$ ]
4. What are the other person's ideas and other things that you can hear, like any fan or AC running or any particular sounds. [ $A^e$ ]
5. How do you feel during the interaction as you are responding to the challenges being posed during your conversing? [ $K^i$ ]
6. Here is the strategy of approaching a situation where you would like to have a sense of direction and control even before you actually start.

$$\underline{V^i > V^e > A^{id} > A^e > K^i}$$

### **Applying the Model :**

To know how the model is working with you in achieving the goals is to be aware of the inner structure that translates into the behaviour that one expects applying this model. The cause of a certain behaviour would be ingrained in our sub-modalities. Here I would like to share my experience while applying my model.

**Visual** - Being more acute in seeing things which are minute but which are important for others. For a good conversation to start talking about things which are less visible but can make other person feel good or important once I notice it. To do this I must be curious and attentive in noticing a person.

Noticing a scar on a friends elbow would start off a conversation about his daring feat on bicycle. Or a small rose key chain of a stranger which can take down memory lane of her first romance. A genuine complement about some ones jacket which can let him know that you appreciate his taste.

**Auditory** - This is the most difficult task !! Yes, indeed as while listening to a person talk there is always ME inside talking against his points or thinking some thing similar experience of myself. Its always a BUZZ inside.

Here is a point from Visual attention is my eyes start to wander once I am listening to myself and creating or remembering my experiences or thoughts pouring in. This shows the other person that I have already withdrawn from listening to him/her.

I thought replying back in a jiffy , ready with a point even before other person has finished question is intellectually superior. Now, I take a pause , have confidence in holding the pause and then coming up with an answer. Al came to know that during the pause it works for both as it gives me total attention while listening so I get all the info and make the opposite person a moment of pleasure that I have understood the point.

**Kinesthetics** - Its not about the diamonds, money and words that persuade some one its about how these make the other person feel. For me it was about words and intellect that were tools for persuasion. Now, its about how I make use of these not to elicit intellect but feelings.

As change starts from self so does happiness. To influence or give a good time for others its about me. Am I enough influenced by myself and having good time before I radiate this outside. Hence the feeling of what I want to give out must flow in first. To sell to others I have to sell myself.

I found that I need not open my mouth nor open eyes. If I feel happy inside thats enough to make every one around me happy.

### **How I learned the Model:**

As I was preparing to write up the modelling project I knew these individuals whom I have mentioned for some time. I always saw them in action and wanted to do it myself. I am writing this after I did it on myself.

I used to be a very 'tight' and in myself. A critic at the core, easy to find what 'doesn't' work. This whole new experience has taught me that it doesn't matter to know what doesn't work as long as I realise what works. I have seen and met people who are 'easy' going, fun to be with. A real gem whom I could not get time to model is Arul Subramaniam who is a person with no holds bar.

I made a point that every day in my life any person be it a stranger or a friend will initiate a small talk. They were auto rickshaw drivers, vegetable vendors, and sales men at shops. Going about the model keeping my prejudices away and focussing on them gave me a lot of insights about how people react to attention. Some did appreciate my gesture while some did not. It is a learning curve about how well I can incorporate the model.

There are few funny stories which happened like made a couple of friends over my train journeys. Learnt lot of stuff about different areas of work like what veterinary doctors study and work to businessmen starting their own businesses. Suddenly the world changed to a friendly and warm place, creating and destroying maps every time a new stranger is met.

Here I am completing my write up believing this is just a start in modelling excellence and would go on for a lifetime.

*The highest technique is to have no technique. My technique is a result of your technique; my movement is a result of your movement. – Bruce Lee*