

Connecting Heartfully



NLP MASTER PRACTITIONER

MODELLING PROJECT

By

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So many years of education, yet were you taught to love yourself? – Sue Knight

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Introduction

As a young adult I was very lively and comfortable talking to people and connecting with people naturally, without realizing the impact I made on them. And the first time I felt the evidence of this was when the Director of a Technical College that I worked with in Dubai, introduced me to a senior staff member saying, “Look at this girl, she is always smiling. I don’t know what she has got.”

And then as life progressed, work progressed, there was materialistic success, and in the process that smiling for no reason became selective and purposeful and lost its charm. This continued for a big part of my life and more so, because I was working in the IT industry and became very machine-oriented at work and in my personal life with self and with relationships.

I started to live a very mechanical life where I would follow strict schedules for my diet, my workouts, my household work in terms of what I would do and what I would not do, and at workplace. Though, there was a constant reflection that kept saying that I was living an artificial life, I was not sure how it would be to live in the real world.

Somewhere, the universe listened to my internal urge and wanted me to return to my ways of being and so NLP just appeared in my life while doing a random google search.

This search changed my life for good, as it helped me to realize my true love for self and others. By living in ways of NLP and by observing my mentors living their lives NLP ways, I started accepting life, people and situations as they are by saying “And, That’s fine.”

This brought a big shift in my life in the ways I now look at situations, people and myself.



Life isn't a list of bullet points, you have to connect the dots. – Michelle Sandlin

My IT

The realization that I was finding it difficult to interact with people, to connect with people in ways where I could make a difference in their lives in various ways brought in the urge for modelling people who excel in connecting with people heartfully in ways that people remember them and feel good about knowing them.

One thing that I have been after is, is to be able to connect with everyone uniformly and heartfully, so that I leave an impact of being approachable, dependable and available.

My work as a Trainer requires me to connect with several different people on a day-to-day basis and one of the measures of effectiveness of my training or facilitation depends on how well I connect with people from different backgrounds without being biased and judgmental. Also, if this connection can go beyond a formal level to a heartfelt connection where people feel comfortable being themselves and have the confidence that they can express themselves freely and there is someone to listen to them unbiased in any way, then I feel that would be the evidence that I have been successful in imbibing the model that I feel is essential to my life in meaningful ways.

I am lucky to find this quality in two of my mentors and NLP Trainers, Ramesh and Tulsi and I chose them as two of my exemplars for modeling this effect as I feel they connect with people in their unique ways leaving a beautiful impact that people remember them for a long time, as it brings a smile on their face for feeling special in their company.

So, this is how I decided my 'IT' and that is 'Connecting Heartfully'

What would it be like if you choose this model?

- Connecting heartfully is creating a congruence with self.
- Connecting heartfully means creating that everlasting connection that rings a bell whenever they meet you again.
- Connecting heartfully means respecting humanity.
- Connecting heartfully means being fair and doing justice.
- And, connecting heartfully means loving yourself and others and caring for everyone as you would care for yourself and thereby creating a beautiful harmony around in your environment that makes the world a beautiful place to live.
- This way of connecting with people also takes you closer to your goals and success in every aspect of life, be it having successful relationships, be it having financial success and be it making a difference in the society you live.
- For me, connecting heartfully, connects me to my soul purpose in life, reminds me the purpose of who and what I am.

My Models of Excellence

My first exemplar

R. Ramesh Prasad

His Excellence:

Ramesh is my NLP Trainer and Mentor. He connects with people with love and respect in a way that they feel comfortable and he feels it's his responsibility that when someone meets him, he has a memorable experience.

The Effect:

People feel comfortable and share with him things that they feel they are looking solutions for and trust that with his guidance they are able to find their solutions.

His Identity:

His identity is self, and what emerges from that is Love and Care, giving importance to others in a way that they lead and take decisions and hence feel self-confident. This feeling of importance stays with them always and it rings that bell in mind and gives them a smile every time they meet Ramesh.

His Beliefs:

- **People feel happy when they are given importance and always remember you for giving them that feeling.**
- Behind every behavior is an unconscious positive intention.
- The meaning of the communication is the effect.
- We have within us all the resources we ever need.
- The person with the most flexibility in thinking and behavior has the greatest influence.
- What we recognize in others mirrors the structures we hold within ourselves.

Ramesh's Strategy:

- He allows people to lead and make decisions in a way that they feel comfortable. (Aid, Ki)
- He is able see and hear people in a way that they feel important. (Vic, Aic)
- He feels that people are able to share with him the aspects of their lives as they feel comfortable talking to him. (Ki)
- He feels good when he sees the smile on people's faces that his ways of talking to them brings and that smile lasts in the form of a lasting impression. (K, Ve, Vir)

His Capabilities

- Starts conversations in a way that allows people to talk about their interests and what is important to them.
- Facilitates for people to find their own learnings.
- Ensures that the outcomes/purpose of any doing is clear.

His Behavior

- Is firm and empathetic at the same time.
- Has clarity and focuses on outcomes.
- Leads towards solution thinking.

His Environment

Ramesh chooses naturally beautiful locations like beaches, beach resorts and similar learning spaces for his trainings and meetings which play a big role in the ways he imparts NLP as a way of life. He also exhibits in his ways of being in his personal life as well. As he truly says that, "If you are able to manage relationships in your personal life, it is likely that you will be able to manage them outside as well."

My Second Exemplar

Tulsi Ramesh

Tulsi is my NLP Trainer and a very dear friend who inspired me in the very first meeting with her humility and smile and I felt connected with her almost instantly.

The Effect

People feel an instant connection with Tulsi when they meet her in a way that they feel she is somehow related to them and hence are able to talk to her without any hesitations or limitations.

Her Identity

Tulsi reflects a spiritual purpose as she seeks excellence in others and appreciates them by greeting them with a smile that also reflects through her eyes. Her appreciations are taken genuinely as they come from her heart and she connects with people with love, care and respect for what they are.

Her Beliefs

- **To respect humanity is the way to find excellence in every individual.**
- Each person is unique / the map is not the territory.
- There is no failure only feedback.
- There is a solution to every problem.
- Mind and body are part of the same system.
- If someone can do it, anyone can do it.

Tulsi's Strategy:

- Tulsi likes to look at people with respect and smile. (Ve)
- Tulsi loves to see excellence in the form of beauty admiring them in different ways for example, appreciating people for their hair, their dress, their smile, some lovely work they have done, the way they speak, they joke, or how they present themselves, as she believes everyone has some excellence and should be appreciated. (Ki, Ve, Aic)
- Tulsi always places her hand on her heart in gratitude and this makes people feel loved and cared. (K)

Her Capabilities

- Allows people to express themselves and their interest freely.
- Asks them if they are comfortable / prepared to receive honest feedback.
- Gives honest feedback and tells them why she feels that way and helps them to find how they can present themselves in a way that is beneficial for them.

Her Behavior

- Always smiles and greets people.
- Is always willing to listen.
- Gives feedback only if asked.
- Shows gratitude to people for sharing.
- Appreciates the good in everyone.

Her Environment

Tulsi has a beautiful optimism about her in all situations and wherever she is, at home, at the beach, in a classroom, at an event, in a restaurant, in a shop. etc. Wherever she is she sees people with a smile and appreciation in her eyes.

My Third Exemplar

G. Gautama

Gautama is the director of the newest of J. Krishnamurti's school called Pathashaala in Kancheepuram district. The one belief he reiterates and lives by all the time is "letting go off the past". He says it is unfair to hold on to an experience or behavior of someone and then interact with the person with that image. He believes in looking at the person fresh every time he interacts with them and is thereby able to connect heartfully and he also feels that this allows for open and meaningful conversations

His identity

Gautama has a sense of self and he feels that it is important for him to learn from past experiences and keep himself free from it, so he can meet with people and relate with them with fresh and curious outlook every time. This gives him a sense of being fair and just.

His Beliefs

- **It is only fair to look at people with a fresh lens every time we meet them.**
- Everyone makes the best choice available to them at the time they make it.
- Behind every behavior is an unconscious positive intension.
- The meaning of the communication is the effect.
- There is a solution to every problem.
- The person with most flexibility in thinking and behavior has the greatest influence.
- Knowledge, thought, memory and imagination are the result of sequences and combination of ways of filtering and storing information.

Gautama's strategy:

- Gautama meets people with a fresh look every time. (Vic)
- Gautama feels it is always important for him to do justice and be fair to people. (Ki)
- Gautama likes to have honest conversations with instant feedbacks so there are no carryforwards for the next time. (Aic, Ki)

His Capabilities

- Gautama always begins a conversation with a thought-provoking question which allows people to think about things they are looking answers for / wanting to learn.
- Gautama encourages and appreciates people's viewpoints and wisdom and also ponders them to think about the relevance of their viewpoints in various contexts thereby empowering them to validate their thinking in respect to the environment they belong to.

His Behavior

- Looks at people with fresh outlook every time.
- Is always open for meaningful conversations.
- Encourages open dialogue and respects diverse viewpoints.
- Likes to see himself and others independent of their labels.

His Environment

Gautama likes to live in open environments where there is true co-existence of all living beings in nature. He likes to have conversations under trees in open grasslands so that the natural breeze and the environment helps lateral thinking.

Modelling: the process and learnings

The most significant learning during my modelling process and interviewing my exemplars was to know their deeper values and purpose they hold towards a larger system. My first exemplar actually helped and coached me with the use of clean questions so that I could get the essence of the excellence I was after. This helped me to use clean questions with my second and third exemplars and the learnings that I got were far more deeper in the sense that I learnt:

Creating a heartfelt connection actually helps when you meet the person next time as it rings a bell in their minds and reminds them of the beautiful experience, they had connecting with you and thereby gives them a reason to feel important and smile.

Creating a heartfelt connection makes beautiful relationships with people we meet for the first time when we appreciate them and make them feel good about themselves.

Creating a heartfelt connection gives the space for conversations and discussions that are open and non-judgmental.

The exemplar's experience of the project

The most valuable and humbling feedback I received from Tulsi was that she said, "Dhanwanti, now you are speaking my language."

Ramesh said, "Dhanwanti, you have a way by which you create an environment of Love and Care around you." This is an abundance of the nurturing I have received from Ramesh throughout this journey and I know it's an ongoing journey and the validation in his words is an assurance of my contribution to the larger system around me.

My Model

My IT

Connecting Heartfully to me means being true to myself, and not being selective about who and why I connect with someone. And, by being so, I am able to see that everyone has an excellence and I can learn something from everyone. I am also experiencing a joy of being received as someone who is loving and caring and willing to be part of a community and one among everyone, and this is truly a feeling of strength, of oneness and joy.

Environment

- People I meet at workplace, in trainings, in meetings / conferences
- People in my relations, my house help, my regular shopping places.

Behavior

- Smile
- Appreciate the good in others
- Respect people
- Be curious
- Listen completely
- Acknowledge and express gratitude for what others do for you.
- Learn from everyone
- Be honest, and express with clarity

Capabilities

- Bringing a smile on someone's face in a way that they feel valued.
- Ensuring that someone is comfortable being in your company.
- Empowering people to take decisions.
- Creating a connection that they will remember you for a long time and the bell with ring reminding them the happy moment they experienced with you.
- People can trust that their interactions won't be judged based on any previous images and can share openly.

Beliefs

- People trust to share their feelings with someone they feel will respect them for it.
- Everyone likes to be appreciated.
- Humility and Grace are the most valuable ornaments one can wear.
- Letting go of the past opens new doors for curiosity.
- The meaning of the communication is the effect.
- Behind every behavior is an unconscious positive intention.

Identity

- The relationship of the self and the larger community.

Purpose

- Coexistence, harmony and oneness.

Belief to be held through the process

- What we recognize in others mirrors the structures we hold within ourselves.

The Model

- Stand in a circle, hold each other's hands and close your eyes.
- Take a deep breath, and feel your feet on the ground. The common ground on which everyone's feet are resting. The ground that is giving us space to stand tall with humility and grace.
- Take another deep breath and notice that you are breathing the air that everyone else is breathing and as you slowly release your breath, realize that you are giving out the unwanted air to the atmosphere. The atmosphere which continues to give you the freshest possible air again for your next breath.
- With this realization inhale again with gratitude to the atmosphere for every breath you take and with deepest gratitude to the mother earth for supporting you on every step you take.
- As you are doing this, feel the feeling of both your hands holding the hands of your friends, and allow yourself to feel the warmth or the cold feeling of their hands. When you feel that either your hand or the other person's hand is ready to release itself, gently let go of the hands and open your eyes and sit in your chair comfortably.
- Now, observe your feelings, if you are feeling connected to the nature and to your fellow beings.
- Once you observe the feeling of connection, I am going to take you all on a journey, a journey of love, a journey of respect, a journey of valuing, a journey of neutrality and a journey of not knowing.
- During this journey one can choose to keep one's eyes open or close. Closing eyes would be a good idea.
- Please let me know by raising your hand when you are ready to embark on this journey with me.
- Let us say we are all living on an island and belong to a tribe called Bhavas. This island is an island of no language, an island where the only communication happens is by the way of smiling or crying, just like a small baby, who knows how to express everything without speaking.
- The other beautiful thing about this tribe is that we all look alike. The only difference though is that we have different capabilities and talents and so we do the work we are capable of and share the results with everyone.
- So, those who know to cook, they cook, those who know to cut wood they cut wood, and those who are good at cleaning, clean and so on... And, at the end of the day everyone shares everything and eats and enjoys.
- One day, as you are helping your fellow Bhavas in cooking someone accidentally dropped a small piece of burning wood on your foot and you got burnt. And, when you look up with tears of pain in your eyes, you see all the faces looking at you sadly as they are feeling bad that you are hurt, and few of them are applying some herbs on your foot for it to heal.
- Also, when you wake up the next morning you have everyone around you wanting to know how you are feeling. This gives you a huge sense of being loved and cared for, and this is how every Bhava is treated.
- And, now you can open your eyes and see around you all your fellow Bhavas and how beautifully you are connected with all of them with Love.

How have I integrated my IT

For a few months I was making a conscious effort of interacting with people, greeting and appreciating them with a smile. It took me some time to interact with people from different cultures and backgrounds. Slowly, I started applying the strategies I learnt from my exemplars and I found it was very easy to connect with people specially when I started to give them importance and respect as human beings instead of people from different walks of life. This approach has transformed my outlook completely and I am happy to interact with everyone and am genuinely interested in finding excellence in everyone.

How others recognize that I have the model

I have had significant comments from people who have told me:

“You have a way of engaging with people in a way that they feel cared for” - Ramesh

“Now, you carry a smile that says, you are happy being with people around you” – Tulsi

“You are a good human being” – Sumitra (Mrs. Gautama)

I feel these are very humbling and validating comments showing how others feel I have imbibed the model in my life.

How I know when I have imparted the models to others

When I shared this model in my presentation, most people felt the oneness and connection with their peers on the basis that we are all humans and live with differences, that are the excellences we hold and can share with each other.

The results of others having the model

I have shared this model with a few of my colleagues and they said it helped them to move away from biases and differences and connect with their fellow beings heartfully.

Conclusion

I realize that connection is about creating a harmony with self and accepting others as they are.

Connecting heartfully therefore is about being at peace with oneself and appreciating others and celebrating the excellence in everyone that comes your way.

Connecting also means letting go of your biases and past images and embracing and being in the present.

And, finally connecting is about feeling the oneness of the supreme being where one is all and all is one.



Life is very much easier and so much richer than most of us make it. Simply all we need to do is to learn to love and to show it.

– Sue Knight