

NLP Discovery Bulletin

January 2007

Welcome to the NLP Discovery Bulletin – a regular bulletin of information, tips, ideas and anecdotes from the NLP Discovery team.

1. New Year's Resolutions

This is the time of year when many of us set New Year's resolutions or goals for the coming year. But what are our expectations about achieving them? Do we expect to achieve them or do we begin the year wondering whether our resolutions will last only weeks or even days?

So why do New Year's resolutions fail for many people? How is it that some people are able to achieve their goals and move ahead making and achieving even more?

For some people their goals and resolutions focus on giving pleasurable things up, avoiding vices and succumbing to pressure from family, friends and colleagues who think they would be better off with certain new ways of living.

It's interesting how many resolutions are about us moving 'away from' things and so we think about the chocolate we can't allow ourselves to indulge in, the cigarettes that we are not going to smoke any more, the deadlines that we won't miss. It's also interesting that as we think about the things we can't have any more, there is a tendency to dwell on these things and to become preoccupied with what we can't have, rather than with what we actually want.

For some people the secret of maintaining a New Year's resolution is to set a goal that they really want to achieve and to focus on the positive outcomes of achieving this goal. Thus, the more they think about what they do want, the more this can become a reality for them. After all, isn't it preferable to think about what we do want as opposed to what we don't want.

2. Tips for Setting Goals

Here are some simple steps to help you to set New Year's resolutions and goals that you *can* achieve:

1. Decide on a goal that you *do* want.
2. State your goal in the positive and write it down.
3. Check it's a goal for you and not a goal that someone else thinks is what you want or that you should achieve.
4. Make sure your goal is consistent with your own values and what you want from life.
5. Imagine achieving your goal and check that this is something that feels, looks and sounds great to you – if you are not fully sure, you might want to revisit your goal and check it's the right one for you.
6. Plan how you are going to achieve your goal and consider splitting your goal into small steps.
7. Remain flexible and recognize that as life changes, so you may need to be flexible in the goals you set yourself

NLP provides you with a set of tools that enable you to set well-formed outcomes for yourself, in both a personal and professional context, ensuring that you are clear about what you do want from life and how you can achieve it.

3. Tip of the Month

Setting goals is about being clear about what is important to you in your life. Valuing the goals we set ourselves and the part those goals play in our life, both personal and professional, helps us to achieve the goals we set ourselves. Plan each day, so you can focus on moving towards achieving your goals as well as keeping the bigger picture of your life in mind.

4. Thought provoking quotations

“The great successful men of the world have used their imagination...they think ahead and create their mental picture in all its details, filling in here, adding a little there, altering this a bit and that a bit, but steadily building – steadily building.” Robert Collier

“Desire is the key to motivation, but it’s the determination and commitment to an unrelenting pursuit of your goal- a commitment to excellence that will enable you to attain the success you seek.”

Mario Andretti (racing car driver)

“Many of life’s failures are people who did not realise how close they were to success when they gave up.”

Thomas Edison

“Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude.”

Thomas Jefferson

“If you don’t know where you are going, you’ll probably end up somewhere else.”

Lewis Carroll