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## **NLP Discovery Bulletin**

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### **A personal message from Tim & Sue**

With the NLP conference drawing closer, we look forward to seeing and meeting many of you at this event. If you haven't yet booked, check out the conference website: [www.nlpconference.co.uk](http://www.nlpconference.co.uk).

### **Featured Article**

#### **Stepping into possibility**

A friend of mine was on a team building day at an outdoor pursuits centre which meant engaging in a number of challenging individual and team activities.

She described her experience to me as follows:

*I had heard about the telegraph pole activity – four of you climb onto a tiny piece of metal on top of a telegraph pole, hold hands and lean out whilst remaining in control on top of a very tall pole. Yeah.....right! I looked up at the telegraph pole and knew for an absolute certainty that I would not be doing that activity (my choice!) as for me, it was an impossibility.*

*...and yet....there were eight of us – two teams of four and I heard someone saying "yes, I'll go up second"...then I realised that someone was me!*

*The climb to the top was OK, but I never imagined I would be able to get on top of the platform...John was at the top already and somehow, with his help and by hauling myself up his legs I finally made it to a standing position – an amazing sense of achievement as I had always told myself, since first hearing about this activity that for me, it was impossible.*

To cut a long story short, my friend achieved the goal with her team of four and they leaned out, holding hands and then controlled their jump from the pole (with the help of safety ropes!).

## Identifying the turning points

We talked about her experiences and there were several interesting stages in the process:

- (i) Her belief that this was an impossible activity that she could not and would not undertake or achieve
- (ii) The turning point whereby she found herself involved in the activity. She described this as the urge to be part of a team and support others in achieving a team goal as over-riding her individual belief about the activity
- (iii) Her fear, whilst supporting the team members to join her on top of the pole, that she would let the team down which strengthened her resolve to focus, support and encourage herself and her team
- (iv) Their determination to work together to achieve a challenging goal
- (v) The shared triumph in achieving a team goal and personally achieving the impossible (or so her mind had led her to believe)
- (vi) Realising that believing "you can't" means "you can't until you believe you can"

So how can we learn from her experience and look for ways to integrate this learning in our own experience?

### Tip of the month

#### **Making the impossible possible**

Have you ever looked at something or thought about something and known for an absolute fact (in your own mind!), that it was absolutely impossible?

How do we do that? How can we be so certain that something is impossible for us to achieve?

What will it take to change our thinking and shatter our firm perceptions/misperceptions?

Think of something in your own experience that you consider to be impossible for you. Remind yourself of all the reasons why this is so impossible.

Now take some time to think about how it would be, how you would feel, what it would be like once you had achieved this.

What would it take to make this possible...after all, if someone can do it, it is possible for anyone to do and that includes you. Perhaps it takes an additional skill, modelling someone who can achieve what you want to do, or maybe the need to overcome a phobia. Perhaps working as a team might be a way forward. NLP offers lots of tools and techniques to enable to achieve more than you believed you could achieve.

In 1964, Roger Banister ran the mile in less than 4 minutes. Before he accomplished this feat, it was believed impossible for any human to do so. Yet once he had achieved this feat, other athletes immediately realised the belief that it was possible for them to do it, too. Within months of the new record,

high school students were running the mile in less than 4 minutes! Roger Banister's most important accomplishment was not breaking the previous speed record. His most important accomplishment was that he made it possible for others to run faster, because he broke the "belief barrier."

### **Quotations to reflect on**

*Things are impossible until they're not.*

Jean-Luc Picard: Startrek: The Next Generation

*It's kind of fun to do the impossible.*

Walt Disney

*Some of the world's greatest feats were accomplished by people not smart enough to know they were impossible.*

Doug Larson

*Nearly every man who develops an idea works at it up to the point where it looks impossible, and then gets discouraged. That's not the place to become discouraged.*

Thomas Edison

### **Do you want to discover more ...**

Would you like to see more articles and newsletters... check out our website: [www.nlpdiscovery.com](http://www.nlpdiscovery.com)

### **Come and join us in action:**

Sue is leading a session at the NLP Conference in November entitled "Drumming up a Storm"...check out the website [www.nlpconference.com](http://www.nlpconference.com)

**Until next time,**



**Tim Maude & Sue Beckett**

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