

Richard Bandler – NLP Life Talks

Exclusive Interview

NLP LIFE | talk

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Exclusive Interview

Richard Bandler talks to Bernardo Moya

Video 1

1. Think Instead of Remembering

Well most people just don't know the difference between thinking and remembering and that's what gets them in trouble. People go I think I can't do something and actually they're remembering they can't do it. It has nothing to do with whether they can or not. If they are taught how to think about something then it becomes easy. A young person could go I think I can't spell and then you go, what, how do you know that? Because I got bad grades in spelling and I misspell words. And I go well no, that's what you remember. But if you teach them to make pictures of word, take a little word on the paper and make a big picture of it and check the letters to make sure that they're the right ones - and build a solid feeling about it then in the future you will be able to make the big picture and copy it down. See problem solving is about thinking differently when you come up against a problem and continue to think about it the same way. You're not really thinking you're just remembering something you thought before and if it didn't work before it probably won't work now. Einstein's definition of insanity was trying the same thing and expecting a different result and me - I don't know if it's insanity but it's monotonous and it's time consuming. So I try to teach people to think in a new way so that they make a distinction so when they come up against a way of thinking that doesn't work whether it's doing art, playing music, solving business problem relationship problems. If you don't change the way you think about it You're gonna get the same result. And if you keep getting the same result you're just taking the moments of your life and throwing them on the floor instead of changing the way you think that will change the way you feel and therefore changes what you can do.

Video 2

2. Get Smarter

It's a 15 day plan to get smarter. I was listening to people on talk shows a two-week diet to lose weight again and a two week diet for this and keytone diet and the Atkins diet and it's always always everything has to be done in two weeks or you know or 30 days or 60 days and I thought wouldn't it be nice if we just had something that you could read and do something for 15-20 minutes every day and it got you to be smarter about how you spend your time because the currency of life is how you spend the moments of your day and if you spend your moments remembering some horrible thing that happened five minutes here two minutes there three minutes there it adds. 30 minutes an hour a day an hour a day is 365 hours a year and 10 years it's 3,600 and in 40 years we're talking north of 10,000 12,000



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hours you're planning to think about this bad memory. I talked to people about it all the time and wouldn't it be nice if you could get that time back the time you spend repetitively thinking so we give people very short things they can do I wrote the book with Owen Fitzpatrick and with Dr. Glenda Bradstock and Dr. Glenda Bradstock knows lots about what how the brain works and which things will help you in terms of food. You know that if you just eat the wrong food you know I mean obviously if you lived on sugar your brain isn't operating at maximum capacity and if you don't have the right nutrients and you don't have you know at least a reasonable diet. So one of the chapters is about changing you know how you think about fuelling the brain and an Owen and I wrote chapters that are about changing the way you think so that you can problem-solve better. Because if you get back more of these moments you're wasting the number one have a lot more time number two feel a lot better and become more of an optimistic manifesting person on the planet and it's most of my techniques are not that difficult there are things then we have little exercises for people to practice so that you do a little bit every day and if you do it for two weeks and then repeat it again and then maybe begin to explore some of those subjects more you can get yourself headed in the right direction because I really believe you're either getting smarter or you're getting dumber I don't think people stay the same now it may say on your IQ test that you're a genius but if you're miserable all day long then you know you're intelligently doing stupid things. According to - me and my I've had everybody from people in MENSA and people with genius IQs and people that were supposed to be really stupid and the whole spectrum and it doesn't mean you're not wasting your time we can all learn to think better .

Video 3

3. Get Over Your Phobias

years ago when I wrote Frogs Into Princes, most of my first couple of books were pretty academic. Uh you know one of them was my dissertation actually the first four chapters of the book came from my dissertation so they were they were a little complicated to read and I landed at the airport and there was a line of like a hundred taxi cabs and the guy was just kind of sitting there and I walked up and he was reading a book and he put his book down and goes where do you want to go and I said that. That's I said you know this is a long line do you really wait in this line every day and he said five six seven times he said but I read it look I read at least a book today right and I said what kind of things you read and he said things that are not complicated. So when I wrote Frogs Into Princes I decided to make, that instead of aiming it at psychologists or at hypnotherapists or people like that that I would aim the book so that the end user so I'd skip over a person who was going to fix them and make it so that somebody could read it and get over a feeder and I'm revisiting that idea but but in in I think in I think number one I'm a lot more skilled than I was then I have a lot better techniques to offer. But the idea that that you don't have to go and get fixed. That you know all you have to do is get smarter and then you don't need to be fixed most of the ways and the things in people's lives that seem broken aren't really because something went wrong. I mean if you fell in water and you're terrified of water 30 years later it's not just falling in the water that's the problem. The problem is that you haven't thought your way out of it. So that you know you realize that almost drowning at four shouldn't make you feel that way every day of your life. You just have to think about it differently and I've been getting people over fears and phobias for my entire career for almost 45 years. I've had doctors send me people with a fear of heights and fear of escalator and I'd fear Bee's fear of gum-chewing, social phobias you know them I mean every kind of fear you can think of. I also worked with the military and designed a training program because you know there are a lot of things those guys are asked to do that are pretty scary so that they could change the way they thought in



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a minute and so that they could do the things they needed to do and it most of the techniques in this to take 15-20 minutes if you read a chapter a day for two weeks try the things that are in it and it's kind of just a handbook to start getting smarter and getting back those moments of your life so that you could spend them the way you want to. It's only for people that want to be happier more productive and enjoy their life more other than that that you know the rest of the people can stay away from this book

Video 4

4. Teach Children How To Learn

Well teaching excellence was originally designed primarily for teachers because I I there's a lot of books about what to teach but very few about how to do it. And teachers now are in the terrible position because in every country that I've been to and people come from other countries. Teachers are expected to do more and more stuff other than teach. Administrative stuff you know it's all the government laying more work on them that you know that instead of spending every moment teaching kids. They're spending moments making lesson plans and filling out documents and you know taking attendance to get funding. I mean that list of things they have to do they're a disciplinarian and they're everything under the Sun and now they have to be a psychologist I mean it's a you know there's all this nonsense going on and most of the training they received might have told them things about how to make a lesson plan and some of the stuff they get or taught or tell them what to put in the lesson plan. For example they get phonetics readers and you can't spell phonetics phonetically so that's a bad plan and they you know they're not taught how people actually do arithmetic cognitively. They're even art teachers aren't taught how artists think and if you if you are able to think like an artist in fact they should teach you to think like five or ten different artists, then you can learn to do things. When I took art they just handed us paper and said draw a lot and when I met somebody knowing what I know I can find out that you know people who draw things precisely that they see actually imagine their hand next to the object tracing at them and see a wire from their hand their hand and trace the object and if we teach young kids to do that they're not gonna they're not going to be mixing up see we it. Teachers are now he was saying well what do you do with the kid with low self-esteem and my answer is teach them to achieve better and the self-esteem will take care of themselves. Because it's not that kids are stupid or learning disabled it's that we haven't taught them how to think in a way that makes the task easier. Especially with math and science and these things it's you know they're it's a different way of mentally cognatising information and we went through and Kate Benson and I and Kate's worked with the school systems for years and designed training programs and went through and started asking ourselves the question what could we give teachers so that they could get back more of their time. So that they can take the kids that are falling through the cracks which is the 90% and below you know everybody who's not getting an A is falling below the cracks what could we teach teachers so they can pull all these kids up with without having to use more time and actually use less time that they could teach kids this this and that and then the kids will pull themselves up. How to read how to multiply how to do math and the book is literally full and also lots of stuff about how to deal with problems situations that come up for teachers a lot. We wanted to make teachers lives better inadvertently as I've been giving the book out parents are reading this and it helps them because their kids are falling through the crack to be able to teach their kid to be able to go into the normal school system and instead of get pigeonholed as being learning disabled suddenly they can teach their kid to spell or do math. So that as as the information is presented to them they performance goes up there was a research project that they did where they they did one day of in-service training at a school



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and measured the result and literally all the kids scores lower high all went up about 30 percent and and and Kate uses this as a way of convincing schools they should try some of these techniques and it's being used in Colombia there's a whole school devoted to it.

They're starting to use it even in the backward United States which has got a very structured educational system they want every kid to look at exactly the same thing in every classroom in every part of the country at exactly the same time and you know that would be like taking the fastest runner and tying a brick to him and taking the slowest runner and putting them on you know a motorcycle trying to even everything out. It just work that way we have to give people the thinking tools and then find out how fast they can go and if they're not going fast enough to satisfy the government then we need to give them better tools and instead of diagnosing children cause a lot of people that read the book come to me and they go well do you think this is going to help my kid my kid is learning disabled oh my god no this is what's making him learning disabled you teach him how to multiply a tad how to do geometry how these things work then as the problems are presented to them they can find the solutions. See the whole thing to me started because I was at somebody's house and this kid came home and he looked very unhappy and its mother said to him what's wrong and he looked at his mother and went but there's a paper down with an F on it he went my teacher failed me and the mother heard a different thing than I did. I heard all the teacher failed we need to give the teachers the tools so they don't fail with these kids and we and we don't need to blame teachers we don't need to blame the school system. We need to provide the same tools I mean when I went to work for a baseball team all they cared about was taking a guy who didn't bat well and making him bat better. They didn't want to know what the cause of his bad batting average was they didn't want to have they didn't care about his self-esteem they cared about his performance and the end user in school is is the kids because it's going to determine the quality of their life that you know as they get up the academic thing they'll make more money and no matter what they do if they if they realize by changing the way they think they go from being learned disabled to being smart then when they get jobs even if they are learning to be a plumber if they're having trouble they're gonna they're gonna change the way they think and therefore there will be a better plumber and if there you have to remember things we need to teach kids how memory is done not just what to remember we can't just give them lists and then measure which kids have a memory strategy we need to get the strategies from the good kids and give it to the others so they can all remember things and this is not that hard and the books been well-received so far and actually I was surprised how fast the first edition sold out we did you know I was told by almost every publisher that I deal with they didn't want this book because that you know teachers and you know and books about learning don't sell well and they said there wouldn't be much interested in this and that has not been my experience. Any parent who wants is good to do better is going to want to read this and any teacher who wants their life to be easier it's going to want to read this and hopefully it will leak into the school systems NLP has been leaking into the school systems for some forty years but very slowly I'm hoping this jump starts it.

Video 5

5. Memory and Fears

well that's the thing about having your memory is that you remember stuff and good stuff happens to you and bad stuff happens and in fact the intensity of the memory you know that particularly bad stuff is somewhat easier to remember and particularly good things and it has to do with the size of the image that we make the impact it has upon us viscerally. That part of how we think is through the antenna novice system all the connections between the



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hollow and solid organs and your intestines and psychologists like to call that feelings and but it is part of how we think and so therefore if you look at big bad pictures from the past they will make you feel bad and like I said if somebody thinks about it two minutes here in three minutes there and four minutes there. What amazes me is when I asked an audience like the class that we had downstairs how much time they spend doing it you know in this class somebody said eight hours a day. I mean that adds up to an enormous amount of time in the next 10 years. I mean an hour a day you know we're talking in 3,600 but if you multiply that by eight we're talking north of 20,000 hours you know in a year that they're spending just thinking about the same thing and it's not that they're doing it voluntarily they're doing it habitually and it's very easy to there are techniques in NLP by which you just make it. I spend what three minutes with somebody talking to them and then suddenly they're having trouble seeing these images and I always say to them Michael try and remember it now and they don't know because it was so easy and what amazes me is that it's so original they sit there and try. They go well I can kind of get it back and I go back yeah but it used to be easy now because the most important thing is what they put because that's a lot of time what are you gonna put in its place. That's really the big question that's why we need for people to get smarter that's why I wrote thinking on purpose so if you get back wasted time you put in things that are productive that are about the future that's thing about the past that's that it's over you know going through it again you know was kind of a foundational thing with psychology. They believed if you understood how you got your problems they would sort of magically disappear and the the concept of insight began with Sigmund Freud and even though it was carried out different ways in different psychotherapies it became a thing where when people would go in and they would have them relive problems to try to get rid of the pain but it really only reinforces it. The cortical pathways that are that we grow millions and billions of these every night and they're the foundation of the learning and children when they're young do billions of these to learn to move and walk and talk and be it ever so microscopic they know which one to go to next by size and when we use these techniques it flattens them out so they don't do it automatically anymore and when people learn to do that we have to build new things on top of it so they can have shinier lives and get stuff done. Because living in the past is going backwards and you can't go back in time so far as physicists we know that and I know Einstein said possibly there'd be a way to time travel but I believe it's mostly forward and going backwards how would that really help you just you know you know you're not going to go back and be five years old and start over again that's not going to happen tomorrow is coming and you should make it shinier and happier.

Video 6

6. Overcoming Low Self Worth

that somebody that goes on you know I'm I'm not worth while person right. Is again remembering what they've done so far and thinking that you know and thinking it wasn't good enough they're busy comparing themselves with either an idealized self or somebody else. People do it with me they come up and they go I'm not as good at NLP as you are and I go I made it up how could you be you know. If you've got good at it I could just change it and I'd still be better at it than you know you know it's it's it's not real it's made up. It's a way of changing how you think but that's not the real issue the issue is are you better than you were yesterday? So you're headed in the right direction but when I said to that person I said well what you really need to do is stop and think. That you know here here we've been since the beginning of time paying the Big Bang everything came into being at once spread across the universe and formed in different ways. Built galaxies and our galaxies among them you



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know here we are out in the edge of the universe on a galaxy on the edge of the galaxy on a planet third Rock from the Sun and I said. You were made on this rock spinning around after you know millions and millions and millions of years of genetic history all of this stuff that's happened for thirteen and a half billion years was here so that you could be here at this moment in time that you're right exactly where you should be and that makes you as important as everything else in the universe because you're not really in the universe you're not really on the planet your universing and if if you look at your problems from that perspective then you know. The universe has been changing since the moment it began changes the rule not the exception. The universe started out bang and everything flew everywhere and formed into everything literally not figuratively it's not a metaphor including you and you know it's all very organized and galaxies and the place where galaxies are born. You know it's you can look through the Hubble telescope and see these men beautiful places where galaxies are being born and spit out and among those is us. Here we are in the Milky Way on a planet right. Are we just somebody who jumped on for the ride for fifty a hundred years? No we're made out of the same stuff as the universe. We're universing along and it's time that you felt that special. So that you spent the moments that you're conscious of being here as if they were important because when you think that your moments are important you make better decisions. You change the way you're thinking about things the fact that they haven't is because they're looking backwards while they're going forwards and if you drove that way you know what would happen. Right I mean you know it's like that all the note-takers in my class wildly trying I keep telling them don't take notes pay attention. This is something you do like driving would you take notes while you were learning to drive no you hold onto the steering wheel and look out of the car. I want people to pay attention to how this is done and to do it not to know about it. NLP is not an academic field although many people treat it that way it's just not it's something that you do it's more like driving riding a motorcycle all those things that you know you have to know where you're going and how to get there and if I can show that person which I did how to go somewhere that you know if you do if you don't like who you are then you pick where are you going brain needs a target if it doesn't have a place to go you keep thinking I don't want to be here your brain does some processing occasion it just goes that's where you want to go you want to feel bad I can't really make it bad. No problem we've done it for years we'll just repeat what we've done.

Video 7

7. How to Judge Your Progress

I think about manifesting I'm not thinking about what's gonna happen when I'm gone cuz I'm not gonna be here I don't worry about that. I think about what I'm gonna do and what I'm gonna do next and I think about what I'm gonna do when I go downstairs and I think about where I want to go and how I can do it better and so that the next time I do it you know I can get better results. And I if I keep doing that I believe that my legacy will come out through the people that I've taught. I have a note in my pocket that I'm gonna read to the class somebody that found out about me 13 years ago and when I read that because they were in terrible place and in fact when I was shocked at but the whole first page is how screwed up they were and how everything I mean they had a list of things that you know everything from you know being a meth head and you know all of this stuff. When they started listening to me they switched their Road in 13 years later all of the things that were wrong with them are gone and all these wonderful things are happening and you know it's a thing you know and but they're really thinking the wrong person. Listening to me got them to go in the right direction but they're the ones that did the work to get there and that's how you know if he's if



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he's in his note is looking at what he used to do and looking to see how much better he is. That should open up the question about where he can go and if there's anything I want to leave behind it's to get people in the habit of doing that. So that you look at the past you know not that and you look at where you want to go and you go that and you look at how much better you've done today than you did yesterday because it'll tell your unconscious go that way.



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