



# **7 NLP MIND HACKS**

**SECRETS TO HACK YOUR UNCONSCIOUS  
TO INFLUENCE YOURSELF AND OTHERS!**

**John James Santangelo PhD**

# WELCOME

## MEET YOUR NLP TRAINER

Nationally acclaimed speaker, author, communications skills expert, and results coach. He's a guiding force in empowering individuals and businesses to achieve peak performance. An authority in behavioral change, as an NLP trainer and clinical hypnotherapist. He founded Los Angeles Premier NLP Training Center; a personal and professional training company dedicated to helping people to be able to unleash their natural capability, clarify their goals, overcome roadblocks and produce outstanding results.

Working with CEOs, athletes, celebrities and companies such as The Learning Annex, Los Angeles Sheriffs Dept., Mary Kay Inc, Multiple-Sclerosis Society, Make-A-Wish Foundation, Well-Point, Xerox, RE/MAX Realtors, the Teamsters Union, and post 9/11 as head trainer teaching lie-detection skills to the US Army counter-intelligence team.



*John James Santangelo PhD*





# 7-STEP NLP MIND HACKS

**1** NLP... IS ALL ABOUT  
INFLUENCING  
YOURSELF FIRST

**YOUR FOCUS  
PRECEDES SUCCESS**

**2**

**3** GET WHAT YOU WANT EASIER,  
FASTER AND EVERY TIME

**BODY LANGUAGE - COVERT  
& SEDUCTIVE  
UNDERSTANDING**

**4**

**5** UNCOVER THE REAL  
MEANING IN WHAT  
OTHERS ARE SAYING

**DISCOVERING THE DEEPER  
STRUCTURE OF LANGUAGE  
AND MEANING**

**6**

**7** CONTROLLING  
EMOTIONALLY  
EMPOWERING STATES  
WITH EASE

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# YOUR 3-POINT QUICK-START GUIDE

Zig Ziglar has said: "You can get everything in life you want if you will just help enough other people get what they want." If you believe this to be a fact of life, then in-order to successfully help others YOU MUST BE ABLE TO INFLUENCE YOURSELF FIRST! That is why this introduction to NLP is so important. It is the owner's manual to the mind! If you begin to master these simple interpersonal communication skills, you too can have everything you want in this life... Yes? If so, lets begin your journey...

## GO FROM ONE LESSON TO THE NEXT!

- 1 - Save to your Desktop or Phone (make a copy)
- 2 - Confirm all your 42 pages of this document
- 3 - Listen to the MP3 while following along with each lesson
- 4 - Wait one day in-between each lesson to hone your new skill
- 6 - Do lessons in order. They are all meant to work together
- 6 - Be creative, enjoy the journey & have FUN!
- 7 - Email me and ask any questions: [info@LANLP.com](mailto:info@LANLP.com)

## READ EACH LESSON TWICE!

Before you really begin to practice these powerful skills, please read through each lesson twice before you begin to truly understand the direction and scope of what you're going to learn. Knowledge is NOT power, its only potential power. KNOW what you are doing and you will become an UNSTOPPABLE force in your life as well as others.

## PRACTICE, PRACTICE, PRACTICE!

Does practice really make perfect? In fact, the answer is YES! A landmark 1993 study suggested that practice accounted for about 80% of the difference between elite and amateur performance. Mentally practicing each lesson before you practice in the real world will save you countless hours of frustration and rejection. As I say: *"practice when it's not important so you'll be really when it is!"*





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**MASTER  
YOUR  
EMOTIONS,  
MASTER  
YOUR  
LIFE!**

**JOHN JAMES SANTANGELO PHD**

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# CLIENT STORY

## YOLANDA MARIE

*"As a Personal stylist coach, let me ask you a question: "are you looking to transform your life and or business?"*

*I was struggling in starting my business AND moving my life forward for many years. I finally got sick and tired of being sick and tired, YOU? I took action and made a decision to train with John and do whatever it takes to succeed..."*



***This was the best investment I made for myself. This is one decision you wont regret making. Decide and make a commitment in getting this NLP course today!"***

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LESSON #1

**NLP... IS ALL  
ABOUT INFLUENCING  
YOURSELF FIRST!**



# NLP... IS ALL ABOUT INFLUENCING YOURSELF FIRST!

**I'd like to welcome you to your 7-part NLP Mini-course.** I KNOW, if you follow along with all the lessons, you're going to learn some invaluable skills that will help you communicate and influence yourself AND others. Once you learn how to control your emotions and decisions, life becomes a lot more enjoyable and abundant... you just need the skills.

We don't know each other YET, so let's build some rapport... What enticed you to look into NLP in more detail? What results would you like to produce using NLP?  
Would you consider getting certified as an NLP Practitioner?

Practice each new exercise in-between each lesson so you'll learn to master the material before you move on to the next powerful example.

**Word POWER:** Here's the first transformational impact you can make! Change using the word "But" and replace it with "And." Utilize the word "And" instead of the word "But." The word "But" negates everything that came before it. Example: "Honey, I really would like to spend time with you tonight because I love you BUT..."

It doesn't even matter what's said after this. Your unconscious mind only hears and FEELS the negation of the word BUT! The word "And" presupposes a combination with, or in conjunction with. Use the word "And" and notice the change in how others respond rather than react to your communicating.

**CAUTION:** these are POWERFUL influential skills and need to be managed with care AND integrity! The most powerful lesson you will learn is the power to influence yourself first! Because each lesson will contain the very best technology of communication, influence and persuasion skills, so be a person of integrity and character before you go out and conquer the world.

**(Remember: WE ONLY USE OUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**



# LESSON #1 CONT...

**Lesson #1** – The ability to influence someone else takes the ability to influence yourself FIRST! The first step is to become aware of what you SAY to yourself on a daily basis. If you don't believe in yourself why would anyone else?

What you say inside has a direct reflection to what shows up outside. Listening to your internal dialogue and WHAT you say to yourself is our first step in becoming artful and powerful when influencing someone else.

**Exercise: Day 1** – I would like you to begin to listen to YOUR internal dialogue. What do you say to yourself when you talk to yourself through-out your day? Is it positive or negative? For this first lesson, just notice the words you choose to talk to yourself. We'll build on this in the next lesson.

And if you're really committed in driving your results even faster, write down your thoughts you say to yourself all day long. Keep track of HOW and WHAT you talk to yourself about. Notice the words you choose to describe your actions. Awareness is the first step to change.

**To Your Success, John James Santangelo PhD**

**PS** - You're gonna love what you're going to learn and I know you'll want more. So when you decide this is something you'd like to master, visit our website - [www.LANLP.com](http://www.LANLP.com) or email me directly – [info@LANLP.com](mailto:info@LANLP.com) to register for the next NLP training course. Decide now to empower yourself today!

**PPS** – Don't just TAKE MY WORD for it. Go visit Google and type in my name: John James Santangelo. Do your homework. See what I've accomplished and what others are saying about NLP. Become an NLP practitioner and skyrocket your skills!

## LESSON # 1

# LESSON TASK

You'll receive a basic task AND an advanced task with every NLP lesson that parallels the text and guides you along with this NLP subject matter. Each task is fun and is flexible to build your confidence and knowledge.

**Basic Task Here:** I would like you to begin to listen to YOUR internal dialogue. What do you say to yourself when you talk to yourself through-out your day? Is it positive or negative? For this first lesson, just notice the words you choose to talk to yourself. We'll build on this in the next lesson.

**Advanced Task Here:** And if you're really committed in driving your results even faster, write down your thoughts you say to yourself all day long. Keep track of HOW and WHAT you talk to yourself about. Notice the words you choose to describe your actions. Awareness is the first step to change.

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### CHECKLIST

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- ☐ **PREP:** practice new skill
- ☐ **WRITE:** my results

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LESSON #2

**YOUR FOCUS  
PRECEDES  
SUCCESS!**



# YOUR FOCUS PRECEDES SUCCESS!

**Thanks again for subscribing to my 7-part NLP mini-course.**

I hope you liked the first lesson and you're ready to move on to another powerful exercise. What did you learn about HOW you talk to yourself daily? Was it more positive or negative?

Remember, HOW you speak to yourself internally will show up externally with others when you speak AND how you influence them.

**Word POWER:** Replace the word "Problem" with the word "Challenge." Then notice HOW it feels different inside when saying 'Challenge' instead of speaking about a 'Problem' Things you speak of now seem possible.

**In this lesson we'll focus on 'MEANING'**

We place a meaning upon everything we say to ourselves. The meaning we place upon events and experiences in our lives determine what we filter/look for in the external world. Do you normally place negative or positive meanings on events?

Think about this... you get a phone call from a very frantic friend. After a brief ten seconds or so, the phone goes dead. What meaning did you place upon this scenario? Was it positive or negative? Knowing that friend, what could have it meant to you? Maybe they just out found they got fired, or they were frantic because they just won the lottery.

So, what meanings do you ascribe to events in your life?  
Do they serve you OR disempower you? Become aware!

**(Remember: USE YOUR POWER FOR THE GOOD OF YOURSELF AND OTHERS!)**



# LESSON #2 CONT...

**Lesson #2** – Our external world, is comprised primarily of our internal world. What we're seeing, saying and feeling inside determines WHAT we look for in our external world. And because we're governed by and behave according to the pain/pleasure principle, our unconscious mind's primary intention is to avoid pain, rather than to achieve pleasure.

We've been conditioned over the course of our lives to become aware of what doesn't work so we can avoid the pain of having to deal with disappointment, rejection or failure it might bring, so we can avoid the same mistakes in the future. We tend to remain focused on the mistakes of the past or what we "should" be doing in the future. So our awareness is "normally" focused entirely upon looking at the future to avoid the pain of the past.

So my question for you is; when something YOU interpret as negative happens to you, what MEANING do you place upon it? What do you filter for, what IS working or what IS NOT working? This type of filtering largely determines your results. Remember, what you look for in your world SHOWS UP! And vice-versa, if something happens you deem is positive, what meaning(s) do you place upon it?

You can immediately begin to produce better results in your life simply by changing the meaning you place upon your experiences. Seriously... the meaning you place upon the experiences in your life literally shapes your behavior.

**Exercise: Day 2** - So building upon the last lesson, notice WHAT you focus on today! Notice the meaning you place upon events, experiences and results today, because it determines the actions you take. If your actions or behaviors are not working for you, look at the meaning you place upon what you're focusing on at the time of making decisions. Your focus and meaning will determine the actions you take.

**To Your Success, John James Santangelo PhD**

**PS** – You like this so far, don't you? And if you do, I'll bet you want more, so think about getting the entire training in MP3 format, because it'll truly impact your life socially, romantically and financially! [Click Here to find out about our products!](#)

## LESSON # 2

# LESSON TASK

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**Basic Task Here:** So building upon the last lesson, notice WHAT you focus on today! Notice the meaning you place upon events, experiences and results today, because it determines the actions you take. If your actions or behaviors are not working for you, look at the meaning you place upon what you're focusing on at the time of making decisions. Your focus and meaning will determine the actions you take.

**Advanced Task Here:** Sometimes focus isn't enough, you must comprehend the Meaning you place upon experiences. So, for this advanced task when you notice a specific meaning you place upon an event and it's negative, I want you to reframe it to a more powerful meaning. EX: you may say something as simple as: They don't like me!" Reframe it to: "They would if they knew me a lot better!" Do this for 3 reframes today!

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LESSON #3

**GET WHAT YOU WANT  
EASIER, FASTER AND  
EVERY TIME!**



# GET WHAT YOU WANT EASIER, FASTER AND EVERY TIME!

Welcome again to your third lesson. Thank you for staying committed to this powerful program AND for investing your precious time in yourself. Subscribing to this NLP mini-course will bring you much reward WHEN you use it on a daily basis.

Many people want the rewards life has to offer but few are willing to stay the course and DO WHATEVER IT TAKES! I congratulate you and recognize that YOU are a high achiever.

**Word POWER:** Replace the word "Try" with the word "I Will, or I Won't."  
There is no trying. "Trying is excusing failure in-advance." Henry Ford, the great automotive engineer once said, "If you think you can do a thing or think you can't do a thing, you're right!"

WHY do you think most people never achieve what they truly want in their life?

- 1 - they don't clearly know WHAT they want.
- 2 - they don't ever develop the necessary skills to achieve them.
- 3 - they never learn to get out of their OWN way.

The ONLY way to achieve anything is to KNOW WHAT YOU WANT, FOLLOW THOUGH on it and BELIEVE in yourself! That's the process you learn in my new book: Setting Goals.

## **This lesson we'll be focusing on GOAL SETTING!**

Yes I know, not another goal setting worksheet. Trust me on this one though, if you don't know where you're going... then anywhere will do. And that's where most people end up, somewhere other than where they want to be.

I cannot express to you how important it is to have a well-defined goal clearly written down. Note that word 'clearly.' It's the driving force behind the unconscious mind working on your goal daily. What we continually focus on shows up! Ready?  
Let's go!

**(Remember: USE YOUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**



# LESSON #3 CONT...

**Lesson #3** – If I was your travel agent, what would be the first question I'd ask you? Where are you going? No different than if I was your results coach. We need a destination before we start any journey. Achieving any kind of goal in your life is no different. For example; WHAT do you want to get from this series? Yes, you should even have a goal in mind for going through this mini-course.

**Exercise: Day 3** – Ready to get your goals on? Take 15 'quiet' minutes today and write out the three most important goals you want this year. Then ask this...

- HOW will you know when you've achieved it?
- What will you see, hear or feel? Really, write down what you'll SEE, HEAR and FEEL once you've achieved them?

So many people over-look the evidence they need to accomplish them. Though this may seem like a simple exercise, it's POWERFUL.

In my complete NLP training in MP3 format, I show you how easy it is to set goals and achieve them by giving you a full worksheet that helps you define your goals, design a plan of action, and motivate yourself daily. Learn today how properly SETTING GOALS can propel you faster and farther! [www.LANLP.com](http://www.LANLP.com)

## To Your Success, John James Santangelo PhD

**PS** – Buy Now you've realized what I've been doing when I write to you in these lessons. Have you noticed all the embedded commands and hypnotic language patterns I'm using to help influence you to Buy My Product?

When you make the investment in my program I'll show YOU how you can hypnotically entice others with mere words through emails, texts and letters so they'll more easily conform to your wishes. I want you to feel CONFIDENT and PROFICIENT in your language skills and I'll do whatever it takes to help you.

What will help you decide that this is something you'd really like to fully integrate into your unconscious mind... so you'll be able to GET WHAT YOU WANT whenever you want? Check it out or come join our 'LIVE' NLP training – [\*\*GO HERE!\*\*](#)

## LESSON #3

# LESSON TASK

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**Basic Task Here:** Ready to get your goals on? Take 15 'quiet' minutes today and write out the three most important goals you want this year. Then ask yourself these...

- How will you know when you've achieved it?
- What will you SEE, when you got it
- What will you SAY to yourself?
- What will you FEEL inside about yourself?

**Advanced Task Here:** Seriously, I want you to write down each of these today when you accomplish your goal... what you'll SEE, HEAR and FEEL once you've achieved them? Write down 3 pieces of evidence for each one; visual, auditory & kinesthetic.

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LESSON #4

**BODY LANGUAGE  
COVERT & SEDUCTIVE  
UNDERSTANDING!**



# BODY LANGUAGE –

## COVERT & SEDUCTIVE UNDERSTANDING!

So, have you discovered any important distinctions about your new skills yet? What have you learned so far that you've experienced first-hand? Just know, if you're not running at full speed learning all of this, that's OK. It took me quite a while to fully integrate all this amazing information. When we stop learning we stop living!

Keep practicing all the exercises. They will sink in.

If you decide to buy my [NLP Training MP3 Series](#) you'll be able to move ahead at your own pace because you can stop and start the MP3's at your pace, then you'll learn even faster!

**Word POWER:** In order to create MORE compliance in others, you must create an environment of curiosity in others. The easiest way to do this is to begin your request with; "I was wondering..." then pause, then ask your question. In order to influence someone, you first need to GET THEIR ATTENTION!

Try this and notice how it draws them in... it works!

### **This lesson will be about Body Language!**

Have you ever noticed that when two people are in rapport their body language is a mirror image of the other's posture, gestures and even breathing patterns? When you're in rapport with someone you're tapping into their UN-conscious signals they're sending out about HOW comfortable they are with you.

When two people are in rapport with each other, certain characteristics are acutely noticeable. For example; spinal alignment (the forward, backward or side-to-side movements of their entire upper body), and gesturing (the size & movements of their hands, feet, even their head tilts). Utilizing this information can be VERY POWERFUL persuasion tool.

**(Remember: USE YOUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**



# LESSON #4 CONT...

**Lesson #4** – 93% of our communication is NON-verbal. Our body language comprises 55% of our communication, a HUGE number! Non-verbal communication is achieved through a number of different strategies; eye-contact, posture, gestures, spatial positioning, even breathing. The most significant fact is, non-verbal signals have 5X more impact than verbal signals; the 'WHAT' we say.

The other 45% is made up of 38% tonality and only 7% are the actual words we speak. 7% - a very insignificant amount in the game of communicating. Although 7% is small, they do have an impact when we do choose the right words. Though for now we'll focus on the largest portion of our communication, the 55%.

**Exercise: Day 4** - Notice with every interaction you have today HOW your body and theirs are aligned. Are you congruently aligned or misaligned with them? I'll bet if you begin to notice the more you're in alignment with them, the more rapport you'll have with them! Try this with every person you meet today and find out how powerful your body language can be when influencing them.

Here's a tip: the easiest to start with is to match their head tilt, spine and gestures. And if you're really brave... try and match their breathing patterns as well! KNOW THIS: Rapport is the basis of all relationships and for effectively communicating with anyone.

**To Your Success, John James Santangelo PhD**

**PS** – Well... let me ask you again. How are these powerful tips working for you? Are you actually using them, or just reading them over saying to yourself, "Yeah, that might work for you John..." Becoming proficient in anything TAKES PRACTICE!

You want to get better don't you? **Then get our NLP MP3 series, go buy it now!**

## LESSON # 4

# LESSON TASK

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**Basic Task Here:** Notice with every interaction you have today HOW your body and theirs are aligned. Are you congruently aligned or mis-aligned with them? I'll bet if you begin to notice the more you're in alignment with them, the more rapport you'll have with them! Try this with every person you meet today and find out how powerful your body language can be when influencing them.

**Advanced Task Here:** Here's a tip: the easiest way to start with is to match their head tilt, spine and gestures. And if you really brave... try and match their breathing patterns as well!

KNOW THIS: Rapport is the basis of all relationships and for effectively communicating and influencing with anyone, you must be in Rapport with them at an unconscious level.

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LESSON #5

**UNCOVER THE REAL  
MEANING IN WHAT  
OTHERS ARE SAYING!**



# UNCOVER THE REAL MEANING IN WHAT OTHERS ARE SAYING!

Ok, we're moving now! How are you feeling about yourself? You must be doing great if we're here at this point together in this mini-course. I want to begin to task you with a bit more challenging experiences. Remember we only grow by stretching ourselves. You're ready aren't you? Let's get to it then.

**Word POWER:** Even though words compromise only 7% of our communication, they can be VERY powerful and influential. Listen and match someone's exact words... verbatim! SEE what happens. I'm TELLING you, you're going to FEEL good!

## **This lesson will be about Listening**

I am often shocked at HOW people listen to one another. Many people listen but few actually HEAR what someone is saying. Would you like to learn a simple tip to let someone know you really HEAR what they are saying? Yes?

Ok, here's HOW you do it. Listen to their preferred communication style. For example, normally everyone speaks from an internal representation they favor AT THE MOMENT, it's either V-visual, A-auditory, K-kinesthetic. Have you heard of this before?

All you need to do is to listen to HOW people construct their internal world and then communicate it back to them. Are they speaking in Visual, Auditory or Kinesthetic words? When you MATCH their internal representations of their internal world, you begin to truly understand AND be understood more.

**Here are a few examples of HOW they might talk;**



# LESSON #5 CONT...

## **Visual Representations -**

It appears to me...  
The message is crystal clear  
It actually dawned on me...  
What do you envision for ...  
We need to remain focused...  
My memory is a bit foggy.  
Mine is a bit hazy also.  
Just imagine how you'll feel...  
Do you get the picture?  
How does that look to you?  
Can you see what I mean?  
That is an great point of view!  
Just watch what the others do

## **Kinesthetic Representations -**

Are you catching on?  
We need concrete evidence  
How does that make you feel?  
Do you ever feel left out?  
Get a grip!  
Do you feel this?  
Get a handle on things right now!  
I cannot get hold of the Manager  
That was hard  
Those harsh words could bite back  
We need to make contact...  
Does that make sense to you?  
Don't be so sensitive, so touchy  
That was good, solid content

## **Auditory Representations -**

I'm all ears - keep talking  
Can you hear what I am saying?  
Listen to them  
Hey, that rings a bell  
The silence was deafening  
That sounds good to us  
If we would all harmonize  
You hear what she is saying?  
Can you tell me...  
That resonates well with us!  
Loud and clear  
State your purpose  
Manner of speaking

Knowing a person's favorite processing system enables you to literally 'speak their language' which, in turn, enhances and deepens the rapport you have with them and makes what you are saying easier to understand and more appealing to them.

It's like you speaking English and me speaking Japanese. Once I begin to speak YOUR language, we begin to communicate easily and more effectively.

# LESSON #5 CONT...

**For example;** if you're more comfortable communicating in your 'kinesthetic' style and I am more at ease with my 'auditory' style, we can still converse, though maybe just not as smoothly.

However, if I switch to YOUR preferred representational system when we're discussing the content of our conversation to a more kinesthetic manner, the dynamics of our interaction, comfort and rapport will DRAMATICALLY improve.

**Lesson #5** – In the last lesson we learned that 93% of our communication is NON-verbal. And the other 7% is comprised of the words we use. Though it's a small portion it can be a powerful tool when speaking to yourself and communicating with another.

You'll begin to notice I'm over-lapping information and exercises now and this is because each new component has in it pieces of the others we're learning.

This will be about setting your Intent. Your INTENTION must be conveyed and understood when you communicate.

**(Remember: USE YOUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**

**Exercise: Day 5** – We're now layering one exercise upon another.

So while creating rapport, (by matching their head tilt, gestures and spinal alignment) begin to listen to their preferred Representational Systems, aka: V-visual, A-auditory, K-kinesthetic, that they choose to communicate through.

I know what you're thinking, now it gets challenging to do all of this at together.

Remember learning to drive? You couldn't do everything all at once. You needed to PRATICE, but eventually GOT IT!

**To Your Success, John James Santangelo PhD**

**PS** – How's it going with all this? Wouldn't you like to bounce ideas off someone who has your best intentions at heart? Well, if you attend our "LIVE" NLP training, you'll be able to communicate with many other like-minded individuals for an entire 6 weekends.

I'm curious... do you REALLY want to better yourself? If so, how about joining us for our "LIVE" NLP training here in Los Angeles? **[Go here and check out all the details...](#)**

## LESSON #5

# LESSON TASK

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**Basic Task Here:** We're now layering one exercise upon another. So while creating rapport, (by matching their head tilt, gestures and spinal alignment) begin to listen to their preferred Representational Systems, aka: V-visual, A-auditory, K-kinesthetic, that they choose to communicate through.

**Advanced Task Here:** Getting even more advanced, can you now begin to feedback the stories and events they are communicating with you. Once you can completely enter into their world you can begin to move them where you want them to go... INFLUENCE!

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LESSON #6

**DISCOVERING THE  
DEEPER STRUCTURE  
OF LANGUAGE AND  
MEANING!**





# DISCOVERING THE DEEPER STRUCTURE OF LANGUAGE AND MEANING!

We're really going for it aren't we? You're a mover and a shaker because only a select few have gotten this far buy now! Can you see the finish line with our time together? One more lesson to go. I hope you'll continue our relationship with learning even more if you attend our 'LIVE' training. Keep up the great work.

**Word POWER:** Did you happen to see the movie "Yes Man" where at a Motivational Seminar he has to say "Yes" to every opportunity? Could YOU do that? Within reason, can you say yes to everything today? Could you expand your world and what you normally experience? Try it, let's see what happens... HAVE FUN!

This lesson is about discovering the deeper structure of language and meaning.

The ability to uncover MORE information is another crucial step in communicating with another person. People typically speak in what we in NLP call 'surface' level language. What WE want to do is get to the deeper structure of what they truly MEAN! Think of it like an iceberg, where 90% of what they are attempting to communicate is below the surface.

**Lesson #6** – An individual's choice of words to describe their experience is being filtered by three internal processes:

**Deletion** – this occurs when we selectively pay attention to certain aspects of our experience and not others. The Central Nervous System (CNS) is being fed more than two million bits of information every second. If we were to process all of this information as it is coming in, we would be overwhelmed and thoroughly unable to function at an efficient level. This is where the process of deletion comes in. Our CNS operates as a screening mechanism enabling us to function at peak efficiency. Without deletion, our conscious mind would be faced with far too much information to handle all at one time.

# LESSON #6 CONT...

**Distortion** - occurs when we make shifts or alter our experience of sensory data by making MIS-representations of our reality. Using this process of distortion we can create and enjoy works of art, music, and literature. It also makes possible our ability to dream, fantasize, and plan for the future. By allowing us to manipulate our perceptions of reality, distortion enables us to create totally unique variables that powerfully impact our feelings and therefore our behaviors.

**Generalization** - where we draw global conclusions based on one or two experiences. This process is also known as 'inductive learning'. At its best, generalization is one of the ways that we learn by taking the information we have and drawing broad conclusions about the overall meaning of those experiences. If every time we had to make a new meaning of, for example, a chair when we entered a room, we would spend far too much time and energy trying to process our world instead of living in it.

Because we're constantly filtering our world in this way, we are making meaning of our world through these mechanisms.

Therefore, when we speak, we make meaning with such LITTLE information to someone. To uncover more of this lost information, we can ask very specific questions to drill down to the deeper structure of what their true intentions are.

## **Exercise: Day 6 – Questions such as:**

What specifically?

Who specifically?

What would happen if you did?

What would happen if you didn't?

How do you know?

According to whom?

How do you know you can't?

What prevents you?

How specifically does what I do make you \_\_\_\_\_?

**(Remember: USE YOUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**

## LESSON #6 CONT...

And I'm sure you could think of plenty others using a combination of some of these questions. So when someone says to you:

I don't know if I can afford it?

You may ask: "What have you done to make it happen?"

Or you might say: "What would happen if you could afford it?"

Now I'm assuming you have done all your exercises up until this point because asking these types of questions takes rapport and confidence. Are you up for the challenge? Go for it!

### **To Your Success, John James Santangelo PhD**

**PS** – Seriously, how's it going? Have you done the work you're committed to? I KNOW attending our 'LIVE' NLP training or purchasing our MP3 recordings of our NLP Practitioner program will give you massive experience and confidence when you realize how easy it is to tap into your personal power.

I'm committed to seeing you follow through on all this. Believe me, when you attend our training or buy our MP3 series, YOU WILL make the changes you want!

**PSS** – My famous Kindle book: **SETTING GOALS** will help you jump start your journey, and it's only \$2.99 and will make a huge impact on your clarity & purpose.

## LESSON # 6

# LESSON TASK

You'll receive a basic task AND an advanced task with every NLP lesson that parallels the text and guides you along with this NLP subject matter. Each task is fun and is flexible to build your confidence and knowledge.

**Basic Task Here:** To uncover more of their lost information, we can ask very specific questions to drill down to the deeper structure of what their true intentions are like:

What specifically?

Who specifically?

What would happen if you did?

What would happen if you didn't?

How do you know?

According to whom?

How do you know you can't?

What prevents you?

How specifically does what I do make you \_\_\_\_\_?

**Advanced Task Here:** Now, the next question is, WHAT DO WE DO WITH THIS INFORMATION?

The Answer: Feed it back to them once they give you the answer to any of these questions. Feeding back the answers builds trust and respect with their unconscious mind. It says YOU'RE LISTENING! And comprehension builds deeper rapport with them!

[Upgrade to \\$7. Intro Mastery Course](#)

### CHECKLIST

- ☐ **JOIN:** Facebook group
- ☐ **PREP:** practice new skill
- ☐ **WRITE:** my results

### CONNECT

**@NLPTRAININGCENTER**  
share your progress and  
answers inside our  
Facebook community.

**NEED A LITTLE HELP?**

QUESTIONS: [INFO@LANLP.com](mailto:INFO@LANLP.com)



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LESSON #7

**CONTROLLING  
EMOTIONALLY  
EMPOWERING  
STATES WITH EASE!**



# CONTROLLING EMOTIONALLY

## EMPOWERING STATES WITH EASE!

So here we are. Our last lesson together. How does it feel to have completed this entire mini-course over this period of time? Did you know that a habit is created in 21 days? You should be proud of yourself. I know I'm proud of you regardless of how well you did with all this amazing information and technology. So let's continue with one more experience and exercise.

**Word POWER:** Many of us take for granted ALL we have. How can you make room for more in your life when you cannot do away with some of what you do have? When you try to control the things you own they end up owning you! One way of creating or manifesting more is to say 'Thank You' for all you do have, the good as well as the bad. So each time ANYTHING happens to you TODAY, say; "thank you, thank you, thank you!"

### **This lesson will be about Anchoring -**

One of the most powerful lessons I teach to my students, especially sales people, is Anchoring. The ability to PUT yourself into a positive, powerful state of mind will be the best skill you could possibly learn. Think about this, haven't you ever been in a bad mood or negative state and wished you could feel differently right in that moment? If you've ever been able to SWITCH states immediately, then you used an anchor, a trigger to do it and you probably didn't even know it. Imagine being able to have that power at your fingertips whenever you choose, just like pushing a button? How awesome will that be?

**Lesson #7** – Anchoring is a basic Pavlovian conditioning of the nervous system. It is the process of pairing/linking of a particular stimulus to a response to create a "specific" result.

Here are some examples of powerful anchors: When your favorite song comes on the radio or iPod, you get an "AH, GOOD" feeling, or when you HEAR a song that brings back bad/negative feelings, or when you SEE a flashing red light in your rear-view mirror, or you FEEL that special touch of a loved one.

## LESSON #7 CONT...

These are all anchors that can put you in a particular mood, emotion, or in NLP we say "state." We are being anchored all day long by our environment. Most everything in our surroundings are triggers for some kind of feeling. The challenge is that most of those feelings are dis-empowering. Personal power comes from recognizing the negative triggers in your world and then eliminating or switching the response/feelings associated to those particular triggers. Cool, huh?

Now I don't have much room here in a couple paragraphs to teach you HOW to create powerful anchors in your world, though if you bought our MP3 series, you'll easily learn how to create positive and resourceful anchors AND more importantly, learn to eliminate and collapse negative anchors/states in minutes. How good will that feel when things in your past that used to bother you no longer affect you emotionally... ever again?

**(Remember: USE YOUR POWER FOR THE GOOD OF OURSELVES AND OTHERS!)**

**Exercise: Day 7** - Knowing events outside of you can trigger negative feelings within you; I want you to become aware of all the negative triggers that occur in your environment.

Anything that makes you feel a negative feeling: HEARING the news, SEEING someone's face, the TOUCH of someone or something on your skin. Anchors can occur in any of the three primary modalities, V-visual, A-auditory, K-kinesthetic. Just notice them and how many can affect you. This is the beginning of taking back control and becoming POWERFUL!

**A HUGE Thank You!** If you're reading THIS far down and have done all the homework, you've produced some amazing results for yourself. You've made a huge commitment to do something about YOUR success!

## LESSON #7 CONT...

I KNOW this information works because I've practiced and taught these techniques for over two decades now. You've taken the first step in leaving that old life behind and forging a new path for yourself. I feel like we've met personally in some metaphysical way - a quantum connection in this vast world.

I'd like to continue our relationship and continue you're learning many new things... So go ahead and get my [NLP MP3 Series](#) or attend our [LIVE NLP Training](#) so we can finish what we've started.

Transform the life you have into the life you want! Take the next step!  
Click here to get started - [\*\*www.LANLP.com\*\*](http://www.LANLP.com)

*"The universe or God force recognizes that nothing is taken for granted, and that most importantly, it is an expression of complete, unconditional love in the form of a thank you to the God force that is in all things."*

Dr. Wayne Dyer - Manifesting Your Destiny (1997)

I truly look forward to speaking with you in person!

**To Your Success, John James Santangelo PhD**

**PS** - think about purchasing our [NLP Mastery Introduction Course!](#)  
It's only a [\*\*\\$7. purchase fee\*\*](#) and well worth your time & investment!



## LESSON #7

# LESSON TASK

You'll receive a basic task AND an advanced task with every NLP lesson that parallels the text and guides you along with this NLP subject matter. Each task is fun and is flexible to build your confidence and knowledge.

**Basic Task Here:** For today, knowing that events outside of you can trigger negative feelings within you, I want you to become hyper aware of all the negative triggers that occur in your environment.

**Advanced Task Here:** Anything that makes you feel a negative feeling: HEARING the news, SEEING someone's face, the TOUCH of someone or something on your skin. Anchors can occur in any of the three primary modalities, V-visual, A-auditory, K-kinesthetic. Write some of them down that affect you. This is the beginning to take back control and becoming POWERFUL!

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- ☐ **PREP:** practice new skill
- ☐ **WRITE:** my results

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# CONGRATS!

## READY FOR MORE?

Congratulations adventurer!  
If you've gone through every  
lesson & task, you're a rock star!  
I am so proud of your tenacity.

Very few individuals will achieve  
what they truly desire... WHY?  
Simply because they do not follow  
through on the steps it takes to  
succeed... period!

Now that you know how to  
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what is your next big goal? I want  
you to keep up the momentum  
and enroll into our more  
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*John James Santangelo PhD*



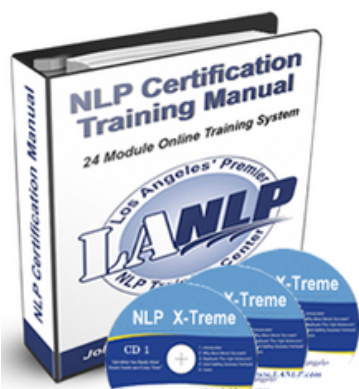
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