



# The Four Pillars of NLP

## 1. RAPPORT

*“And the greatest of these is rapport”*

For effective communication you need to meet other people in their model of the world. In this way they will feel that they are being acknowledged.

With rapport you will fundamentally change how you engage with others and the way you live.

## 2. OUTCOME ORIENTATION

*“What do you want?”*

It's important to know what you're going for and that your behaviour is appropriate and ecological for achieving it. It's smart to check out what others involved want and then dovetail your outcomes. Without a clear outcome you are more likely to be blown off course by external factors.

## 3. SENSORY ACUITY

*Are you using all your senses to pick up what's going on?*

For instance, when you think of your outcome what will look, sound, taste, smell or feel different when you're on the way to achieving it?

## 4. BEHAVIOURAL FLEXIBILITY

*“If what you are doing isn't working, do something different”*

We always have choices about what we do, but we may need to develop more flexibility to do something different. Start by examining the world from different perspectives and points of view. The more flexible you are at seeing things from multiple points of view the more choices you will discover.

Now practice.