

**Question:**  
**Can we accelerate  
NLP Training to a  
7-Day Format and  
maintain its Quality?**

## **COULD THERE ACTUALLY BE SOMETHING WONDERFUL IN “THE 7 DAY WONDERS?”**

L. Michael Hall, Ph.D.

“*Seven Day Wonders*” that’s what John Grinder and others are calling our accelerated NLP Learning courses. It’s not the first time John and I have differed. I doubt it will be the last. While there’s undoubtedly some sarcasm in those who speak of some NLP trainings as “7 Day Wonders” what if John has actually hit upon something important? What if there are distinct values in these trainings that truly do *accelerate* NLP trainings? Is that possible? What follows here is an attempt to “give answer” regarding why I believe in conducting these “7 Day Wonders” to introduce people to the power and magic of NLP.

Why do I believe that we can *accelerate* the learning of NLP?

### **1<sup>st</sup> There’s a structure to *Accelerating Learning*.**

Since NLP came into being in the early 1970s there has been a virtual revolution in the field of learning and especially *Accelerated Learning*. From Howard Gardner’s *Multiple Intelligence Model* specifying seven different kinds of intelligence to Tony Buzan’s work in Mind-Mapping and scores of other theorists and practitioners, we now know *so much more* about how to speed up the learning process.

Not surprising, the field of NLP has contributed to this. And no wonder, NLP is all about “running your own brain” and managing your own states. As a model about how we function in thinking and communicating, it’s a model that enables us to model best practices and excellence. And over the years, we have used NLP to model *learning*. Today we no longer have to teach people *the NLP*

*vocabulary* at the trainings. People can *read at home*. This is one of the oldest technologies for accelerating learning—reading books and listening to tapes prior to coming to the training! This primes learners and participants as it prepares them for the patterns and processes. And so that’s part of the *7-Day Wonder* program. We require people to read at home so that they essentially will go through the content of the training before they get to the training. Yes, this is a revolutionary idea, but that’s what we’re all about—revolutionizing the learning process itself!

### **2<sup>nd</sup> We can get into our best states before we start learning.**

We now know that we do our best learning when we are in our best learning states—open, receptive, motivated, primed, and energetic. Instead of waiting for people to come to the training and taking several days to “pump them up” and “sell them on the training” by giving them lots of “Whys” for the value of the training— we do that *before they come*. Yes, it’s another revolutionary idea.

Traditional “classic” NLP teaches trainers to spend lots and lots of time presenting *the why* of the training before starting. And that’s a great idea *if you have a room full of un-motivated people!* In that case, I spend lots of time selling those who will be participants on the value of “running your own brain.” But do I have to do it that way? No way!

We can use a sales team and pre-training materials and homework to get people into the right state from day one—from hour one. Doesn’t that make sense? It does to me. It also makes for a much, much more exciting training to start out in the first hour with a room full of exciting, passionate, and committed people. This is also at the heart of NLP—rather than baby people as if they are not responsible for their own thinking-and-feeling states, for their own learning— we start from the position that we believe in them, believe that they are responsible for running their own brain, and that they can do that!

### **3<sup>rd</sup> Training is more like Quality Coaching than Teaching.**

When you come to our trainings you will notice something else new and different and unique about the way we do it. You’ll notice that we don’t describe people as “students” or ourselves as “teachers.” That’s the old fashion way to transfer information and skills. We set the frame that participants are just that—*participants in a process of being coached to discover their best resources*.

“Teaching” takes a long time. It’s about “imparting” information by telling, repetition, and lecturing. We do very little of that. Coaching is much faster. It’s a much more empowering paradigm because it facilitates people *finding and discovering* on their own— running their own brain and states. Believing that people can read books and listen to tapes on their own (!) we also believe that they can show up with focused questions and ready to engage in an active dialogue that fills in the missing pieces.

That’s also why we do as much of our presentations during our “discussions” where any and every question that on the topic is welcomed and wrestled with— especially the ones we don’t know the answer to! That’s because we are co-learners, co-discoverers, and still discovering more all the

time. The old “teaching” model positions the trainer as the ultimate expert, and while that does a lot to stroke the ego and sometimes to create a “guru” atmosphere— it does *not* accelerate learning or coach people in their own self-discoveries.

If you find the coaching model revolutionary as a way to run a training, then welcome to the club. A lot of the “classic” NLP trainers are still using 20<sup>th</sup> century techniques. For me, it’s all about coaching— believing that participants are fabulous learners and that lecturing and “teaching” is *not* the most efficient way to do that. That’s why our trainings are very *experiential*. With learners having already been through the training once (via books, tapes, and CDs) they are now ready to put the peddle to the floor and blast through the hands-on experiences to learn *in practice how to actually do the processes*. And that’s our focus: hands-on practice for competency.

My focus and desire is *not* that people will walk away from the training with a head-full of great ideas and who can talk and talk and talk about it for hours but without the ability to actually *do new things*. Will participants walk out of the 7 Day Wonders as “masters” of NLP? Of course not! But they will walk away with a new attitude— a ferociously curious attitude of practicing, discovering, and applying to self! And with that kind of attitude, with that “spirit of NLP” they will inevitably use their learnings and discoveries.

#### **4<sup>th</sup> Neuro-Semantics is streamlining NLP.**

Here’s another reason why we are able to do these *7-Day Wonders*. With the discovery of the Meta-States model, we have provided new insights that was not available when classic NLP arose and this has allowed us to streamline processes. What we discovered using Meta-States is that the majority of the most powerful patterns in NLP are meta-stating patterns. Modeling this structure has now allowed us to create more than 130 new patterns and streamlined the essence of many others.

As Meta-States describes the states *about* other states, it describes the higher *frames* that actually govern and drive experience. This lets us understand how the Phobia Cure pattern works. It works by setting multiple frames *over* the terror. It enables us to see how taking second perceptual position or third perceptual position creates new levels of “wisdom.” It works by bringing “empathy” to bear upon our knowledge and then “just observing or witnessing.”

In the early days, NLP trainings would teach and demonstrate and provide exercises for the pattern called, “Six-Step Reframing” that would go on for two and three days. Today we do in it a few hours. How can we do that? In part because we have now discovered the essence of the pattern and the meta-stating frames that make it work. This allows us to meta-state a conflict within us with awareness, positive intention, creative solutions “as good as or better than” the current solution, trance-like receptivity, expectation of change, etc. All of this tremendously streamlines the learning and skill development. It demystifies the process.

As Meta-States has allowed us to get to the essence of the structure of experience, we have discovered how our mind-body-emotion system exist inside of an embedded system of frames about frames about frames. We call that the Matrix of frames and can now follow the feedback and feed

forward loops around that system to find the leverage points. This kind of systemic thinking also accelerates learning.

By the way, these are some of the key reasons why we use *Meta-States* as a model and how it *streamlines* the *acceleration of the learning*. It also explains why we call our Practitioner course, *Meta-NLP* ... the “meta” means that from day one we invite people to a higher level or perspective. Interesting enough, this accelerates the learning and the expertise. We have seen this in all over the world, from Europe to the USA, from South America to South Africa.

### **Summary**

Perhaps there are some wonderful things about our 7-Day Wonders after all. Perhaps by focusing on the essence, using accelerated learning techniques, using the wild and incredible new technology called “reading and listening at home,” and getting to the essence of things from the beginning—then in Seven Wonderful Days ... people who didn’t have a clue about how to actually run their own brains, manage their states, cure phobias, get control over their consciousness, and communicate with more precision can begin the NLP journey.

Does it mean they know it all or are totally competent in all of NLP? Of course not. But they have the tools—the key and essential tools for beginning a magical adventure. And for that, year after year—they develop “the spirit of NLP” — the spirit of curiosity, fun, playfulness, respect, continuous learning, and a passionate focus on further growth and development. If that isn’t a Wonder in 7 days ... then tell me what would be?

### **Finale**

Oh yes, there is one final reason that some people may not appreciate our *7-Day Wonders*. It’s the financial reason. Do you know what I mean? After all, when we use these newer processes for accelerating the training of NLP, while we intensify the training, we also shorten the time. This means we can reduce the price of the training (which we have). It means participants don’t have to spend as much or take off as much time from work. And this makes our trainings more competitively viable.

On my part, I prefer to make NLP increasingly available to more people. The more accessible we can make it, the more people can learn the magic and power of NLP. And, we believe that the more people who can learn to run their own brains and manage their own states—the better off our world will be. And that’s part of my Vision for NLP.

### **Author:**

**L. Michael Hall, Ph.D.** received his training with Richard Bandler and wrote several books and worked on several projects with Bandler. In 1994, he created the Meta-States model which was immediately recognized around the world by the key leaders in NLP as a revolutionary new development. Michael, along with Dr. Bob Bodenhamer, founded *Neuro-Semantics* and together have been leading the field in scores of new patterns and models, including the Matrix Model.