



Five Principles To Achieve Success

1. Know what your outcome – what specifically do you want?

Know what you want, why you want it, and make sure your desired outcome is 'ecological' - good for you and for the people you care about (and for your community and the planet) in the widest possible sense.

Often people are not sure of what they want. The best ways to discover this are to find what is already working well in the area that you want to change, and to elicit your values for that context (a master Practitioner can help you elicit your values).

2. Take Action - do something about it every day!

Take action to make your outcome happen - nothing is going to happen unless you do something! The results you get, whatever they are, will provide you with useful additional information to learn from.

3. Notice what happens – is it working? Are you on the right track? (have sensory acuity).

Notice the results you get from your actions. Are your actions taking you closer, or further away, from your goal? Consider knock- on and delayed effects as well as the obvious, immediate ones.

4. Be flexible – if it's not working, then change your approach

If what you have been doing isn't working, do something else (have behavioural flexibility). If you don't know what else to do, do anything else and go on changing your behaviour until you find what works.

5. Work from a psychology and physiology of excellence – be at cause for your goal/well-formed outcome

Mind and body are one system. Your breathing, posture and general physical state affect your thoughts and emotions. Get yourself into the best possible state - physically, emotionally, mentally - and then take action.

Source: 'Five Principles for Success' in Tad James' *NLP Practitioner Manual*