

**High  
Self-Esteem  
Instantly**

**Jan Heering**

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# Advanced Praise for the High Self-Esteem Instantly Manual

## **I Have Regained My Self-Esteem**

You tend to become spineless if you are going through self-esteem crisis. Worse be said, your life will become meaningless to you on all counts. Your survival will become a burden for you. I can say all of this, because this is precisely what I have gone through.

Now, that is past for me because I have come over it. Yes, I have regained my self-esteem; thanks to the effective high self esteem techniques presented by the Morpheus Institute. I can now proudly introduce my self as Jonathan Jeff, a guest writer for a popular newspaper.

*Jonathan Jeff, guest writer for a popular newspaper, California, U.S.A*

## **The Self Esteem Techniques Came To My Rescue**

There was something different about me as well. I lacked self-esteem. Hi, I am Ron, a high school student. I didn't love sports nor did I have much of friends. I did not like anything about me. There was something different about me as well. I lacked self-esteem. And I didn't know how to deal with it whatsoever. I could not participate into anything and as result my studies were getting affected. When it seemed that it was the end of the road, the high self esteem techniques came to my rescue. Since then I have never looked back.

*Ron Freddie, high school student, Philadelphia, U.S.A*

## **I Never Believed That I Could Have Found Recourse To It Until I Discovered This Self-Esteem Techniques.**

Hello, my name is Jennie and I am a housewife. I want to share something about myself to all of you people. There was a time, when I was suffering from inner conflict in my mind and was hunting for peace that was never to be found. The problem was that I had no self-esteem and this was evident from the fact that my mind was torn with conflict where I even couldn't relate to myself. I never believed that I could have found recourse to it until I discovered the high self-esteem techniques brought to you by the Morpheus Institute. Thank goodness that I am in total peace now.

*Jennie Green, Texas, U.S.A*

## **I HAVE TRIED ONE OUT OF THE SIMPLE SEVEN TECHNIQUES AND AM ALREADY RELIEVED.**

It's amazing how fructifying these techniques can be. I had tried many different solutions as to salvaging my self-esteem, without which I was almost handicapped. Nothing seemed to be all right then. I had issues with everything and everyone for that matter. And I had to face dire consequences both on professional and personal fronts. I am very thankful to the Morpheus Institute for bringing out these easy wonderful techniques.

*Anderson Todd, accountant, Toronto, Canada*

## **I Have Dumped Those Feelings Of Low Self-Esteem**

I wedged my nexus to the outside world whatsoever. That was me then, but now things have changed and for the better. I am happy and that too being a part of this real world. I was suffering from low self-esteem. It is the worst thing that can happen to you. It is a state of mind that can spell doom for you.

If you are wondering as to how I have dumped those feelings of low self-esteem then you must know that it is all because of the amazing self esteem techniques. These techniques have induced a greater feeling of self-worth in me.

*Richard Gale, ICT specialist, San Francisco, U.S.A*

## **The Self Esteem Techniques That Changed My World Around In The Wink Of An Eye**

My name is Lobe. I was down with peer pressure. I was envious with all my friends with no reason at all. It was not just about studies but almost everything under the sun. And this very feeling led to low self-esteem on my part.

My mind tortured me every now and then as I was desperately rummaging around for some way out. It was killing me from within making me paralyzed mind wise. My parents took all possible measures to cure my state of mind but everything went futile. It was then that they finally revealed the Self Esteem Techniques that changed my world around in the wink of an eye.

*Lobe Calve, student, Chicago, U.S.A*

# Chapter 1

## Because You're Worth It!

### How to Increase Your Self Esteem with NLP

Our minds are extremely powerful. They affect how we see the world around us, how we view other people and most importantly, how we view ourselves. Each person has their own reality, which their mind has helped to create and goes on creating.

It's mostly our own fears and doubts that lower our self-esteem and self-confidence and make us think negatively about ourselves, our abilities and our possibilities in life.

We can only see reasons why we *can't* do something or are 'bad' at it. As a result, we don't attempt things which we are probably not only capable of – but might be good at, or enjoy.

We make difficulties and obstacles bigger and opportunities smaller. We become preoccupied with possible losses and potential criticisms. Many people are so preoccupied with their fears that they have time for little else, and this shows in much of their behavior.

Some people seem to have all the luck. They go through life with little outward sign of trauma and appear to have few problems.

Others struggle through, hitting one crisis after another. Why is this? Surely it can't all be in our minds?

#### **How we interpret what happens to us**

As children, growing and learning, we are constantly making decisions on how to act. These decisions are based on what is happening. If an event is painful or upsetting, our minds tell us never to repeat the action that brought the pain. It's a completely understandable protection mechanism.

Let's look at an example. The local school is putting on an end-of-term play. The audience is full of excited parents. As the play progresses, two children forget their lines.

**Child 1** goes home with parents who tell him how great the play was and how wonderful he was in it. His shame at forgetting his lines is replaced by the positive feedback from his parents and the incident is forgotten. He signs up to be in the next school play.

**Child 2** goes home with parents who are upset for him that he forgot his lines. They know how hard he worked to learn them. They decide not to mention it at all – at the risk of upsetting him. They ride home in silence and Child 2 is mortified, believing that he has let them down.

He also thinks he's let down his drama teacher, the other kids in the play – and most importantly, he feels he's let himself down. He never acts again and develops a fear of public speaking and low self esteem.

And his parents kept quiet because they didn't want to upset him! Can you see how easily this can happen? And in both cases, the outcome is due to the child's perception of the reaction of others – not the actual act of forgetting the lines.

### **What Others Tell Us**

It's far too easy to be negative. Most parents, adults and peers are well-meaning but if they choose inappropriate words and behaviours, a child or youngster can easily misinterpret what has been said and take away the wrong message.

In a recent study at Iowa State University, researchers studied typical families with children aged two to eight years old. They examined the ratio of negative to positive comments that parents made to those children. It was 13:1.

That means for every one positive comment, the child heard another 13 negative ones. That's quite overwhelming! However strong the one positive message was, the 13 negative ones would have wiped it right out!

This can drastically affect a child's identity. Our sense of identity puts our beliefs, capabilities and behaviours into one system and so if one aspect is affected, it can influence all the others.

## **What We Say to Ourselves**

You may not think that what you say to yourself is all that important. Most of it's a jumble anyway – or a reaction to what others have said or done – or just thoughts of daily living. That's true to a certain extent, but it goes far deeper than that.

Did you know that the average person has more than 60,000 thoughts every single day? That works out at over 40 thoughts every minute! And yet, nearly 90% of them are very similar to the ones you thought yesterday, and the day before that, and the day before that...

Sadly, a very high percentage of those repeating thoughts are negative. Just take a few moments to identify some of *your* repeating thoughts. We all have them! Here are some examples:

- I'm so fat – I'll never stick to my diet
- I hate my thighs / hips / bum
- My boss hates me
- I hate my job

Just a few very simple ones, but imagine hearing that in your head thousands and thousands of times each day! It's got to have an effect! And the effect is negative...

It becomes clear that if you want to change your life and change how you perceive yourself and others, it is necessary to change your thought patterns. This is where NLP can help. And it *can* help you – fast!

## **The Turning Point...**

Low self-esteem and low self-worth is the result of conditioning. The conditioning is constant negative thinking which may have initially been triggered by an event, by our reaction to an event, or by how somebody else reacted to that event.

Try to think back to what triggered your drop in confidence. Can you remember what started it? Was it a very memorable event that you believe you will never forget? Or was it a culmination of several events?

Have you ever consciously thought that these beliefs and values that you've held for so long may actually be wrong or inappropriate for you now, at this stage in your life? Or are they based on events which weren't as bad as you remember?

Don't put yourself under stress. Just allow your mind to drift over any memorable events and begin to be aware of what really happened and what the true reactions were.

These will be examined in more depth during the NLP exercises. For now, just allow yourself to be aware.

Start to really pay attention to what is happening in your life. Listen to your thoughts – don't try and change them yet, but become aware of them. I promise that you'll be amazed by how many of them are negative.

Listen to others around you. How often do *they* say negative things – especially about themselves, or how they think others perceive them?

As time goes by, you may start to feel irritated by the constant negativity and you will begin to realise how change is possible. You will start to imagine how powerful a change in thinking could be – and you will want to experience that change.

You may start to feel that you are 'outgrowing' negative behaviours – such as joining in with a 'bitching' session about someone else. Even if you don't agree with what they're saying, you find yourself joining in, to be 'accepted'. This is called mirroring.

You will start to dislike the way you constantly beat yourself up about things you have done or said. You will want to stop believing how others have judged you negatively in the past.

You will start creating your future by changing your past – exciting, isn't it?

## **Five Steps to Success with NLP**

### **1. What's Your Goal?**

Your goal is to lose your low self-esteem and begin to believe in yourself. But first, you have to ask yourself a difficult question.

Why have you held on to these negative beliefs for so long? There is often a pay-off for such patterns of thinking...what is yours?

When you say “Oh, I could never do that...” is it nice to hear others say “Of course you could!”

If you complain that others walk all over you, isn't it great when friends reply “But you're such a lovely person!”

In NLP, this is called a ‘secondary gain’. It means that a behaviour which appears to be negative, actually has some kind of positive end result.

The reason we're looking at this is because you have to *want* to change. If you haven't got a clear goal in mind, it will be very difficult to change your thinking patterns. If having low self-worth works for you – you may not want to change it!

Once you decide on your goal, make it specific. What do you want to achieve and how will you achieve it?

### **2. Take Action to Achieve Your Goal**

Just by reading this, you may have already started to take action.

Congratulations! Keep going – make this a goal that you *will* achieve. Make a commitment to work on the exercises and see how they start to change your thinking – and your life!

### **3. Keep Track of Your Progress**

As you continue with the exercises, keep alert to what is happening around you. Are you seeing a change? Do others behave differently towards you? Do you feel different? Are *you* acting differently?

It can help to keep a journal through this time period – even if it's a few rough notes jotted down each evening. Chart your progress!

#### **4. Be Flexible**

Old behaviours and thoughts sometimes persist for longer than we would like. This is quite normal – they've been there for a long time and there is a certain comfort in habit. This is why so many people never change – they're so deeply into their comfort zone that getting out is a challenge. They'd rather put up with the negative thoughts and behaviours than face the change.

If you find that you're slipping occasionally, don't start beating yourself up about it. Just take a deep breath and keep going.

#### **5. Mind Over Matter**

As you do the NLP exercises, you will learn that you can have thoughts, pictures, sounds, tastes, smells and feelings that will help you to achieve your desired outcome. Concentrate on those and everything else will fall into place.

#### **NLP Can Help You to Change**

You're about to embark on a very exciting journey. Imagine that your brain is the computer and using NLP, you're going to re-write your software. This will allow your brain to work in a different way.

You will be totally in control at all times. The great news is that you're going to start liking yourself and it will affect every aspect of your life in positive ways that you never thought possible.

Are you ready? Good luck...and enjoy!



Jan Heering  
Master Coach  
Founder and CEO of Morpheus Institute  
and [www.phobia-fear-release.com](http://www.phobia-fear-release.com)

## Chapter 2

# NLP Exercises to Help Improve Self-Esteem

You may be feeling a little nervous and that's quite understandable – but there's no need to! You are in control. You can start and stop whenever you wish.

Just try to relax and follow the instructions. It might feel strange at first and that's completely normal. There's no right and wrong way to do these – just do them!

If you feel lost, simply start again. You may like to make a few notes after each exercise. Just write down how you felt and what you experienced. If you don't want to do this, it doesn't matter at all – but some people may find it helpful.

As with a lot of things in life, practice makes perfect. Once you've repeated the exercises a few times, you'll be able to do them whenever you like – wherever you are!

And the best thing of all is that the more you do them, the stronger and more positive the results!

# Chapter 3

## Self-Image Changer

In this first exercise, you are going to start to confuse your brain! For too long now, your brain has been telling you that you're worthless, useless, too fat, too stupid...whatever...and now it's time to teach your brain that you *don't* want to think like that any more.

In Step 1, you just relax and see yourself. Don't try and improve or change anything. Just allow yourself to really feel who and what you are – and all of the things that you don't like about yourself. Be honest and take a good look at all of those negative qualities that you believe you have.

This might feel very strange to do and you may be self-conscious at first but keep going.

Try and focus on each of your five senses – hearing, seeing, taste, touch and smell. How does you dislike of yourself and your low self-esteem fit with each of these? Do you hear people making comments about you?

Do you avoid looking at yourself in the mirror?

Do you hate your relationship with food?

Do you have any problems with people touching you?

Do you associate any of your low self-image with smells – for example, do you hate yourself for smoking because you know it makes you smell of smoke?

As you work through each of these, try and see which ones are easy for you to imagine and which are more difficult. In NLP, these are called sub modalities and are simply how you view your own thoughts.

Some people are more visual and others are more auditory. Finding out which is easiest for you will determine your own sub modality and help you to find which of the exercises will help you the most.

In Step 2, you will stop thinking about yourself and visualize someone you love and admire.

This could be a family member, a relative, a friend, a work colleague or a movie star!

It really doesn't matter – as long as you adore them and can visualize them strongly.

In Step 3, you transfer your self image to the other person. Now take a look and observe how you are feeling.

This person is strong, capable and sure of themselves. Your own self image merges with this and suddenly, your own perceived 'weaknesses' just don't feel the same any more.

This person can cope and could manage any situation. They don't fear what others think because they are secure in themselves.

All those nagging feelings of self-doubt are slipping away. Enjoy that feeling and experience the calm that comes with believing that you are a great person.

You no longer fear the challenges that life puts in your path. They are just that – challenges.

They're not tests to measure yourself by and find yourself failing. Just obstacles which you can surmount and negotiate, without excess worry or self-judgment.

You have already begun to break the negative links that your brain is so used to with one simple exercise.

You are taking the first important steps in undermining that nagging, negative voice.

# Self-Image Changer

**Step 1** Take a deep breath and gently close your eyes.  
Think about yourself and concentrate on how you see yourself.

**Step 2** Visualize someone you adore and admire.  
Make a mental note of the image.

**Step 3** Transfer your self-image in step1 to the position of the image in step2.

**Step 3** Minutely observe all the details of your internal self-image.  
Make it Bigger and Brighter.

It feels good, does it not?

# Chapter 4

## Mirror Self Esteem Booster

Color is a great mood lifter. Just think how you feel when you're surrounded by your favorite color. Now imagine how you feel when it's a color that you *don't* like. Do you feel a difference?

In the introduction to the previous exercise, we talked about sub modalities. Color is a visual sub modality and can be very powerful.

Color therapy has been used for centuries and is enjoying a big comeback. Color is known for its' ability to intensify mood and feelings.

For instance, did you know that medical staff in hospital operating theatres wear green or blue because those colors are known to be soothing?

Big business companies often consult color therapists before having their offices and board rooms painted so that they can create a particular mood or feeling in each space.

Color will work for you in the same way in this lovely exercise.

In Step 1, you stand in front of a mirror with your eyes closed. You begin by remembering a time when you felt wonderful – maybe the best you've ever felt.

It doesn't matter *why* you felt this way, only that you had those amazing feelings of happiness and well being.

In NLP terms, you are doing something called a transderivational search. That sounds very complicated but it simply means that your brain will search its' memories, beliefs and wishes for an event which matches what you have been asked to find.

Just imagine that it's like doing a search on Google! Your brain will helpfully supply a variety of great feelings for you to choose from.

Next, you are asked to give those great feelings a color. You may find that your favorite color immediately springs to mind or it may be an unexpected color.

Go with your first thought or whatever feels the most comfortable and enjoyable. Really take your time to soak that color in. Imagine that you're bathing in it. You're completely covered and surrounded by it.

While this is happening, take a moment to see if anything else happens. Do you hear anything or feel any other sensations? If you only feel or 'see' the color, that's fine – just enjoy it!

In Step 2, when you finally open your eyes, how do you see yourself? Do you feel comfortable looking at yourself in the mirror? Do you feel relaxed? Do you feel good? What facial expression are you making?

Don't forget that some of these exercises may take longer than others to work. If you feel uncomfortable looking in the mirror, don't feel bad about it!

It's taken many years for your feelings of unworthiness to build up – and you are teaching your brain whole new behaviors and responses here.

If it doesn't happen immediately, it doesn't mean you've failed! Just keep on trying and you *will* get there – promise!

This mood enhancing exercise is very helpful for anyone with low self esteem. It is teaching your brain to send you good feelings and then emphasizing them with all that wonderful color.

The exercise suggests that you do it first thing in the morning because it's a great start to your day and sets a strong, positive, happy mood.

You may like to wear an item of clothing or jewellery in that wonderful color to help to lift your mood all through the day!

## Mirror Self Esteem Booster

**Step 1** Stand in front of a mirror with your eyes closed.  
Imagine the time you felt marvelous, absolutely on top of the world.

As the feeling spreads, give it a color of your liking.  
Visualize yourself getting drenched in that color.

Make the color more intense  
Make it stronger, better.  
Make it the best you can.

**Step 2** Notice how you feel right now

Make this feeling more intense, 10 times more intense  
100 times more intense  
Make this feeling the most intense as you can.

**Step 3** Now, open your eyes and look at yourself.

**Step 4** Do this whenever you feel that the moment is appropriate.  
Morning however is a great time.

# Chapter 5

## The Spinning Top

This clever exercise will help to strengthen good feelings about yourself and will start to really build up your sense of self-worth.

In Steps 1 and 2, you are asked to imagine a situation which you may have handled differently if your feeling of self-worth had been greater.

It may be an image of something that has already happened to you, even if it was a very long time ago. It may be a situation or event that you totally imagine.

The main aspect here is that if you had been feeling better about yourself, you would have responded differently to the situation.

If this is a remembered situation, the memories may make you angry all over again – or you may feel a sense of frustration. These feelings may make it hard at first but it's important to keep trying and keep practicing this exercise.

Each time you do it, it will become easier and the images will be clearer. You are creating new pathways in your brain so that it will supply positive images just as easily as negative ones.

It's so used to sending you the negative ones that it may feel 'awkward' to try and access anything else.

Stick with it and eventually, the good ones will take over altogether.

You are also asked to take note of the first things that you see and hear while you are imagining these images. This is another attempt to identify your own personal sub modalities.

Don't worry if you hear something but don't see - or see something but don't hear! Equally, you may hear and see nothing but sense or feel instead. That's fine. Sensing and feeling may be your triggers.

As we said before, there's no right and wrong in these exercises. There are only the sensations and experiences that are right for *you* and that is important.

Don't ever try to force a reaction - just go with what you get. That way, you will be working with your own natural triggers and not against them.

In Step 3, you have to imagine yourself in the future, having achieved whatever it is that you wanted from that situation. Again, you may find this difficult to do – especially if you have been so down on yourself that you've begun to believe that you'll never achieve anything.

Don't rush, just relax and let the image come into your mind. Once it's strongly fixed, go to the next step.

Get those images really spinning until you can't see either of them – just a continuous blur. Let them spin until you feel yourself just starting to lose the image and then immediately break state.

'Breaking state' means that you are abruptly interrupting your current state and moving into another one. In this case, you stop seeing the blur of spinning images and have to think of a name.

This forces your brain to disassociate from what it was seeing and think about something completely unrelated.

When you try to recapture the original image, you may find that it's bigger and brighter than it was before. It may be clearer or more colourful.

By suddenly diverting your brain with a completely unrelated question and then re-focusing it, the image has been made stronger so that your brain can retrieve it.

Making such a positive image stronger each time is gradually giving your brain the message that *this* is the image to believe and follow.

# The Spinning Top

**Step 1** We have all been in situations that we wish we had handled differently.

Remember back to, or imagine a situation where you could have benefited from having a greater feeling of self-worth.

**Step 2** What are the first things that you see and hear, which make you wish you had more confidence or self esteem in this situation?

Is it something someone said?

It could be the body language, or verbal language of someone who knew they were 'getting the better' of you.

**Step 3** Now, picture an image of yourself in the future. This image is that of progress-you have already achieved what you wanted.

A greater sense of self-worth is the hallmark of this image. Let this be your outcome image.

**Step 4** Now, visualize these two images back to back. Your trigger image faces you and you know that your outcome image is behind it.

**Step 5** Blow on these two images and make them spin. You should be able to see both the images spinning.

Spin them faster so that both the images merge in a blur.

**Step 6** Break state. Think about something else, for e.g. what was the name of your first grade teacher?

**Step 7** Try to get the original trigger image.

You shall notice that the feelings and perceptions associated with the original image (step 1) have changed for the better.

# Chapter 6

## Feel The Power Of Congruence

Congruence is a feeling of peace, contentment, relaxation and harmony. It's a lovely state to be in! Sadly, this is a state that many of us find hard to attain in today's busy world.

This exercise is beneficial to most people, not just those suffering from low self-esteem.

*Incongruence* is the exact opposite. The incongruent person is suffering from inner conflict and turmoil that does not allow them any rest and often shows in their behaviour. They may be physically restless, uncomfortable and full of tension.

Incongruent people often have difficulty sleeping as they find it hard to quieten their minds and they can be prone to lying awake, worrying.

Their emotional state is also an unhappy one. They may feel extremely pressured and find it hard to make decisions. They may be short tempered and start to lose their sense of humour.

If this state of incongruence continues, it can lead to depression and exhaustion. Obviously, both of these would have a severe effect on the person's life, work, relationships, self perception and self-worth.

Often, once people are in this miserable state, they lose track of how they feel.

Everything becomes overwhelming and it's hard to distinguish individual sensations. However, that is what this exercise asks you to do.

Remember a time when you were really in a mess – we've all had times like that! It might take you a while to get beyond the general feeling of helplessness and hopelessness.

Once you have, take note of how you felt physically. Were your shoulders tight? Did your neck feel tight and stiff? Did you feel sick or slightly out of breath? Did your stomach churn or feel upset?

Now try to recall how your mind felt. Were you numb because it was all so overwhelming? Or were your thoughts tumbling over each other in confusion? Did you feel trapped, scared, worried and emotional?

Let all of those memories go and clear your mind. Now do the same but this time from a position of congruence, or peace. Notice how different your body feels.

It's relaxed and your neck and shoulders are loose. You're breathing deeply and evenly. Your mind is calm and it's easy to think straight.

Take note of what you can see, hear and feel as you explore this memory. In NLP, this is called creating internal representation.

You are making patterns of information for your brain that are based on images, sounds, feelings, smells and tastes – the sub modalities. Creating these pathways strengthens the brain's link to peaceful, congruent feelings.

Thinking of a word that sums up these good feelings gives your brain a reference and creates a trigger.

Because you haven't created pathways or a word for the incongruent feelings, your brain will find it easier and quicker to access the peaceful ones.

Keep repeating this exercise until you can clearly and easily compare the two opposing sets of feelings.

Continually feeding the sub modalities and special trigger word to your brain will help it to recognise and supply the feelings and memories of peace and tranquillity much more easily than those of stress and turmoil.

**Make it difficult for your brain to bring you down!**

# Feel The Power Of Congruence

**Step 1** You are congruent when you feel at one with yourself, totally at peace and without any inner conflict.

**Step 2** Incongruence is when your mind is torn with conflict and you are not in rapport with yourself.

Visualize such a situation and examine what you felt, what was going on in your mind.

**Step 3** Perceive the feelings of incongruence in your body. Locate the sites on your body that feels the turbulence going on in your mind.

Analyze the qualities of this feeling.

Recollecting this feeling may serve as an indicator on your path to congruency.

**Step 4** Now, visualize a time of total congruence. Recollect, everything that you saw, heard and felt.

**Step 5** Again, trace out the positions on your body that respond to this feeling. Analyze the qualities of this feeling.

Many people also experience an internal voice along with this feeling.

Find a word that sums up this feeling, it is going to assist you in remembering this powerful feeling of congruence.

**Step 6** Compare the two opposite feelings: congruence and incongruence. Go on doing it until you can clearly differentiate between the two.

**Step 7** Charting out your feelings of congruence is going to help you stay congruent, more often in the future.

# Chapter 7

## Great Picture Collage

This is a fun visual exercise and it's also extremely powerful. It uses an NLP process called installation. This is a method of making the acquisition of a new behaviour much easier. It will also strengthen your self-image and self-worth by an extremely clever technique.

In Step 1, you begin by picturing yourself and making that picture the size of a postage stamp.

Then you need to think of four images that represent positive qualities that you would like to have. The images may be real, such as a person who you know – or symbolic, like a dove for peace. It doesn't matter, as long as the images are strong and easy for you to see.

Bring in your four positive images and place them around your stamp picture. Once they're in place, you enlarge them to 10m squares! Your own picture is now looking very tiny by comparison but don't worry!

The next action is to imagine cords joining the four enormous pictures to your own small one. Once the cords are in place, start to visualise balls of positive energy flowing from your huge pictures into the little one.

Really feel the energy flowing down those cords. You may start to visualise it in a colour, which is fine. You may hear sounds too – again, this is fine and completely normal. Just go with whatever you see, hear and feel but keep that energy going.

Wait until the energy has really built up in the middle. Your stamp-sized picture is drenched in beautiful, positive energy from those four, huge inspirational images.

Now, quickly, think of the name of your first pet.

You're breaking state just as you did in Exercise #3. Do you remember? It's interrupting your current state and quickly moving into another one.

In this exercise, you stop seeing all that lovely energy and the pictures and start groping for a long-forgotten name. Your brain has been completely diverted and has had to stop seeing that wonderful image.

You may feel a little disorientated for a moment while your brain searches for a name that

a) it hasn't used for a long time

b) isn't appropriate in this situation so is well hidden – filed away under 'not required'

c) and your brain has to make a sudden downward gear change from creating a highly visual and sensory image. It has to downsize from seeing details, colours, sounds and images to a single name in one move.

Just as before, when you try to access the original picture, your brain has to make it bigger, brighter and clearer to be able to find it. So your stamp sized picture may now be the size of the others!

Not only that, it's glowing with all the beautiful energy that flowed into it before you stopped your brain in its tracks!

That energy isn't just pretty to look at – it will gradually bring with it the positive qualities and outcomes that you admired.

Isn't this a wonderful exercise? It's so simple but it achieves such a lot!

# Great Picture Collage

- Step 1** Picture an image of yourself.  
Scale it down to the size of a stamp.
- Step 2** Now, think of four separate images with certain qualities that you like or would like to acquire.
- E.g. (a) a brave heart, whom you admire. (b) an individual with artistic capabilities. (c) a kindly, loving person. (d) a cat, relaxing.
- Step 3** Place these four images around the stamp image.
- Magnify these four into 10m x 10m and connect them with the stamp with cord.
- Step 4** Look at the bigger picture, now, with your stamp-sized image in the center.
- Imagine it is being energized from all the positive balls of feelings flowing into it from the surrounding four images.
- Step 5** Break state. Think about something else, e.g. what was the name of your first pet?
- Step 6** Go back to your self-image, once again.
- You shall find that you are more elated than when you started.

# Chapter 8

## Mapping Your Favourite Pet

This clever exercise uses visualisation and transference. It works in a similar way to the first exercise where you transferred your feelings of low self-esteem onto a person that you admire.

In this exercise, the positive image (your favourite pet) takes on the negative qualities that you perceive in yourself. And it's very interesting to see what happens!

When you choose your favourite pet, take some time to analyse just why you chose that animal in particular. It may have been the only pet you have ever had – or have.

Was it because you loved that pet more than any other? If so, why? Was it affectionate, obedient, fun, loyal, dependable and steady? All of those characteristics are admirable and would make the pet easy to love.

Really take your time looking at the image of your pet. What thoughts come into your mind? Are you thinking of fun times that you have shared together?

Was - or is -your pet one of your closest 'friends'? Do you see your pet as having 'human' qualities? Many people do...they even call their cats and dogs their 'fur babies'!

And yet the reality is that this is an animal. However much we would like them to, animals don't have the same thought processes as humans. It is a sad day when for a dog owner when the realisation hits that their beloved pooch would love anyone that fed him!

Animals may not think like us, but they do have great spirits. The Native Americans recognised this and called on the spirits of animals to help them in their everyday lives.

Although we don't call on animals spirits so much now, we still associate them with human traits. We believe that Owls are wise, foxes are sly, ants are industrious and cats are independent.

Consider the spirit of the pet that you chose. Does the animal have qualities which you admire? Are they positive traits which you would like to have? Do you envy their lack of responsibility, their lack of stress and the way that they inspire love so effortlessly? If the answer is yes, try absorbing some of that spirit when you swap over the images.

You may feel silly doing it but the Native Americans were very wise people – and they did it all the time!

It's true that dogs exhibit many positive qualities which make them great pets. So do cats, hamsters and many other creatures. In their different ways, they all inspire great love and devotion in their owners.

If only we could love ourselves as easily as we do our pets – wouldn't the world be a happier place?

The exercise relies on this huge love. Placing your own low self-image onto the visualisation of your pet will instantly make it seem lessened.

This is because your positive feelings for the animal are so strong that they overwhelm the negative feelings that you hold regarding yourself. The good literally wipes out the bad.

Let the love that you feel for your favourite pet help you to feel love for yourself!

## Mapping Your Favourite Pet

**Step 1** Visualize your favorite pet. Scrutinize the image in details.

**Step 2** Now, imagine your own self-image.

**Step 3** Analyze the two images.

**Step 4** Change your self-image to the position of the other one. The liking, associated with the image of the pet, shifts.

Your self-image becomes more attractive.

# Chapter 9

## Complimenting Your Identity

Identity is unique to each person. Our identity is shaped by what we believe, what we are capable of and how we behave.

Unfortunately, all of those can be severely affected by events and the reactions, behaviours and comments of other people. Let's take them one by one.

**What we believe:** As children, we have a pure, innocent belief system. We believe what we are told until we are old enough to reason for ourselves. This is usually around the age of seven.

However, if you have been receiving continuous negative messages for those early, formative years, it can shape your views and perceptions of the world and of other people. The most dangerous perception it can affect is how you see yourself.

If not addressed and corrected, this negative sense of self can last through childhood, the already difficult time of adolescence and right into and through adulthood.

It can colour our relationships, affect how we bring up our own children and can hinder us in reaching our own potential in work and life.

**What we are capable of:** High achievers are full of confidence. Most of these people had that confidence before they started climbing the ladder of success.

This isn't to say that they are totally confident 24 hours a day but they have a generally solid belief in what they can achieve and a good idea of how to go about it.

People who have low self-esteem or low self-worth are lacking in that vital confidence. They're not likely to push themselves forward when a promotion comes up at work.

They may miss out on some great relationships because they don't believe that anyone would really want to be their friend or partner.

And they may always have a sense of disappointment and frustration that they didn't get as far in life as they could have done – if only they'd had more faith in their capabilities.

**How we behave:** there is an old saying that you 'don't kick someone when they're down' but that is exactly what people with low self-worth do. They kick themselves.

It may be a learned behaviour – they are so used to being told that they are useless that they have come to believe it and just continue to tell themselves the same thing.

If a behaviour goes on for long enough without being changed, it becomes habitual. The original reason often disappears and is forgotten but the negativity remains.

These people tend to knock themselves down before anyone else can. This is in part a protective mechanism. If you're going to be hard on yourself, it hurts less than someone else doing it.

If the other person sees that you are your own strongest critic, then they'd have to be very hard-hearted to join in!

### **How we can change!**

All of these behaviours are totally understandable but don't help the person to break free of the restrictive bonds that low self-esteem places on them.

This simple exercise will reinforce the *good* things that have been said about you and will begin to lift that grey cloud of doubt and negativity!

When you get to Step 5, choose an image that is precious to you and be sure to visualise it every day.

Just seeing that symbol will bring all those good feelings flooding back to you!

# Complimenting Your Identity

- Step 1** Remember the time when someone gave you a nice compliment.  
It may have been a trifle but you felt GLAD.
- Step 2** Now, think that incident is happening once again, in the present.  
  
Mark the compliment and how good you feel. Enhance your good feeling with the feeling of gratitude.
- Step 3** Find out other such actual moments and re-live them as shown in step 1 and 2.
- Step 4** Now, bunch all these moments together so that you can visualize them simultaneously.
- Step 5** All of these moments can merge into one glorious image that becomes a symbol for those nice compliments, which you got.
- Step 6** Where do you keep such a precious symbol except the corridors of your mind?
- Step 7** Take the symbol image in your hand and watch.  
Let it become a part of your daily entity.

# Chapter 10

## Conclusion

**Enjoy the exercises and change your life!**

Once you try NLP, you'll be amazed how quickly it starts to work and to change the way you think about yourself.

Once you start to view yourself differently, you'll be amazed at how others see you.

Your life will become easier, more enjoyable and more productive.

And once you've got the hang of the exercises, they will only take a few minutes each day.

They will become as routine and easy as cleaning your teeth - but the results will be stunning.

Good luck!



Jan Heering  
Master Coach  
Founder and CEO of Morpheus Institute  
and [www.phobia-fear-release.com](http://www.phobia-fear-release.com)

# NLP History and Background

NLP or Neuro-Linguistic Programming is mainly concerned with the studying and shaping of human capabilities, presentation and superiority and their utmost aim of creating transferable skill set. At the beginning, it's prime concern was to produce successful psychotherapists.

In the year 1970, Richard Bandler and John Grinder jointly created this new field called NLP from what they called re-modeling. Gregory Bateson was the person who influenced a large number of psychotherapists namely Fritz Perls, Virginia Satir, Milton Erickson, Bandler and Grinder.

The programming however has been able to exert its influence in various fields of life involving human communication such as education & learning, persuasion, negotiation, sales, leadership, team building and many more to add on to the list.

This programming is also useful in matters of decision-making, creative processes, health, medicine and athletic performances.

Neuro-Linguistic Programming mainly deals with the broader aspect of psychology and is more closely related to that portion of psychology, which mainly deals with human assessment and learning.

NLP is in reality a discipline that is entirely practical and realistic. Neuro-Linguistic Programming practitioners always intend to find how do people perform and what exactly do they perform.

They have the desire to find out what is the secret behind excellent and superior performance and what exactly makes them superior in comparison to ordinary performances.

After this behaviors, which are not up to the mark, are modeled to create transferable skill sets. For example there are some people who try to memorize a particular spelling by visualizing that in their mind's eye rather than writing or remembering the spellings phonetically.

In this process of NLP there is a direct interaction between the models of internal representations like visual, auditory, kinesthetic and gustatory and external features such as emotions, beliefs and behaviors.

Certain scientific techniques have been developed so that they may be applied to bring about several changes in behaviors and attitudes. These techniques help people to get rid of unnecessary phobias.

The practitioners will teach you how to handle several criticisms smartly and confidently. The techniques will also tell you how to restrict unwanted habits and behaviors as well as curing allergies.

Neuro-Linguistic Programming can be taught following two methods. One is through live training programs and the other by self-study or self-analysis.

NLP on the other hand is truly devoid of a central theory and thus, its principles are often termed as 'presuppositions'. The theory concentrates more on usefulness than on truth. It is all about competence and sophistication.

Neuro-Linguistic Programming is taught following three basic steps including experimentation, observation and feedback.

The success of NLP depends on its structure and sequence.

NLP is in fact a guideline for those who want to live a disciplined life and bring about variations in their thought and mode of conduct.

# Recommended NLP Books

From NLP books, you will come to know that NLP or Neuro Linguistic Programming primarily originated in USA in the early part of the 1970s.

NLP is a process in which you learn how to bring about remarkable positive changes in life through systematic thinking and behavioural approaches.

In recent times, NLP has become a widely accepted subject and is being successfully implemented in diverse fields of management, sales, marketing, education, therapy, sports and personal development.

Constantly, NLP books and workshops are gaining positive feedbacks because of their universality and distinct methods of implementation in various spheres of life.

The first book of NLP was the two-volume Structure of Magic I and II. However, the Structure I of this book is primarily a doctrinal thesis on Linguistics.

The productivity and resourcefulness of NLP books and workshops from 1972 to 1974 is immensely impressive and praiseworthy. In the particular book of The Structure of Magic II and I you learn about the plus Patterns of the Hypnotic Techniques of Milton. H. Erickson (MD). This book was published in the year 1975.

If you have no formal idea about NLP, then certain introductory NLP books would help you a lot in understanding the ways and techniques of Neuro Linguistic Programming.

These books would inform you that NLP is all about bringing positive transformation in your thinking, feeling and acting patterns. However, such a process is fairly apart from the age-old learning process of reading, understanding and memorizing.

In several workshops, books about NLP are wisely used as it makes it easier for an NLP practitioner discuss and interact with those interested to know more about the subject.

“Unlimited Power” by Anthony Robbins is one of the most popular introductory books on NLP. This book has plenty of Robbins’ hype and hyperbole but at the same time, it is an excellent practical account, which will help you to understand the concept of NLP more vividly.

“Frogs into Princess” by Richard Bandler and John Grinder is another most notable NLP book, which is entirely therapy oriented and it is in fact one of the first populist books on NLP.

**Other notable NLP books include:**

- “Using Your Brain For a Change” by Richard Bandler
- “Heart of the Mind” by Steve and Connirae Andreas
- “An ABC of NLP” by Joseph Sinclair and Stephen Bray
- “Awaken the Giant Within” by Anthony Robbins
- “Influencing with Integrity” by Genie Z Laborde
- “Beyond Spelling” by Dan S Bagley III and Edward Reese
- “Performance Management” by Michel D McMaster
- “Visionary Leadership Skills” by Robert Dilts

“Magic Demystified” by Byron A. Lewis and Frank Pucelik is to the point but full of valuable information. This book is quite indispensable for those who are engaged in Practitioner Certification Program.

NLP books are quite easy to follow and they clearly explain the various thinking and behavioural techniques to improve and enrich your existential qualities and help you to proceed towards your desired goal in life.

# NLP Training

Neuro linguistic programming training will hone your skills and attitude that you have always opted for.

Designed in such way, people residing in remotest corner of the earth could avail the utilities and the effective aspects of this certification course. As it comes in both live and in home study material where you could sharpen and develop your basic skills and thereby could make your journey towards success.

**Neuro linguistic programming training comes in two different categories:**

Basic certification Course

Masters Practitioner Certification

In each stage of the certification course, you will learn something new that would enhance your basic skills and thereby would make you to stand one step ahead of others towards success.

The main aspect of the Neuro linguistic programming training is to make aware of the beneficial and futuristic aspect of the NLP. It teaches you what is NLP and how you could use it in your daily life in order to stay ahead from the others.

It teaches more rapidly so that you could judge the power – packed course more intensely. People would define NLP according to their own perspective.

You should be enrolled in a NLP training so that you could define NLP in a comprehensive way and could use it in your daily life.

**In this Certification course of NLP you would learn:**

- Effective and complete communication.
- Understand humane behaviors.
- Able to build rapport.
- With stand dark memories.
- Possess controlling power.
- How to cope in tough situation.
- Enhance your learning skills.
- Motivate others.

The course is so designed that people with lowest blend of mind could easily understand the functional and beneficial aspects of NLP. After all Certification Courses are taught by using NLP.

In Masters Practitioner Certification, you would learn to develop the ultimate pattern of success. It is a more powerful training. For you would learn to create new patterns, success and achievements.

**In Master Neuro linguistic programming training you would learn to:**

- Motivate others.
- Able to understand people.
- Radiate charisma.
- Develop controlling powers.
- Enhance subconscious communications.
- Covert strategies.

This course comes in both live and home study designed to make you more resourceful than others do. This NLP training is power-packed, short, rapid and useful than much of the long, drawn out, formal training.

Through Neuro linguistic programming training, you would be able to lead a healthy and more meaningful life. Further more could be able to give your life more and comprehensive dimension.

**MORPHEUS Institute**

Meerpaal 11  
1186 ZM Amstelveen  
Netherlands

[www.phobia-fear-release.com](http://www.phobia-fear-release.com)