



Midwest NLP Monthly Muse

September 2005

Volume 19

See local events, NLP training and Hypnosis training at the end of this ezine!

Write all comments to:

jim@trulyhumancoach.com

Feature Article->

IN THIS EDITION!

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Welcome to Issue #19

Welcome, welcome, welcome! Below you will find bits of wisdom, information to aid you, things that will make you laugh, ideas you might have already had but not put into practice, and something very useful. Everyday, in so many ways we communicate, we form or maintain relationships, and then sometimes we don't... things 'go wrong' and we're not sure why or what happened. Some people will blame outside influences: the economy, the weather, the planets, the other people, a bad nights sleep. Others, will look at their self, and ask: How could I have acted differently to create another outcome? The latter are the people that will do best with the information below. The former will also benefit, if they want to open their mind and begin to see their role in shaping their life.

Enjoy, have fun, learn and write back.. I love hearing your comments, input, suggestions, criticisms, and most of all... just simply hearing from you!

Be gentle, be well,

Jim Accetta ☺

Everything counts: Communication Values and Beliefs

Everything counts. That's right, everything counts. When it comes to relationships, whether it be personal, friendships, intimate partners or business, everything counts. Every day in every way we communicate to others within our 'range'. People that can hear us see us, experience us. Even when we are not trying, when we think we are simply non-chalantly carrying about in the world, we are communicating. One of the presuppositions of

*"There are men,
who by their
sympathetic
attractions, carry
nations with them
and lead the
activity of the
human race."
-Ralph Waldo
Emerson*

*"It is important that
people know what
they stand for. It's
equally important
that they know what
you won't stand for."
-Mary Waldrop*

Neuro-Linguistic Programming (NLP) is "One cannot not communicate". Thus, I come to a familiar message,

Be intentional

Now, I am not suggesting that we watch our every move, that we calculate each and every one of our actions. What I am saying is, be aware of your beliefs, of your values and of your intentions. All our behaviors stem from how we think and feel about the world, thus if our intentions are good, are full of love or interest in others, this will be communicated. If your intentions are foul, are to 'get what you want' or 'make the sale' then this too will be perceived, if not consciously than certainly other than consciously.

What are your beliefs, values and intentions?

Too often we move about in the world without ever thinking about such things, without ever questioning our behaviors. Believing that "all is well" yet wondering why sometimes things just don't seem to work out; why you might be feeling less than satisfied at the end of each day, less than excited about starting each day, less passionate about that once special relationship, not looking forward to 'a day at the office' as you may have once in the past. Yet, people continue.

Are you truly satisfied with every part of your life?

At times our communication, our behaviors, our values, beliefs and intentions are brought into question by some caring people in our world. It may be a co-worker, boss, close friend or intimate partner. I urge you to listen to these messages!

If we are open to learning, and open to growth, than we can here these people, take head and begin to make changes and shifts in our life that lead to more fulfillment, more satisfaction, improved communication, improved relationships and better results in many of life's area's. At times, such awareness, shifting and changes will require professional assistance. Professional life coaching is but one powerful means to this end. Sometimes simply talking things over, journaling, reading, mediation and some personal change work is all that is needed.

Everything counts... what you say, how you say it, how you dress, the time you show up, how you extend your hand, and so on. Everything counts. this can be your moment of truth.

- Are you communicating what you want in business?
- With prospects?
- With friends?
- In your intimate relationships?
- What are your intentions, values and beliefs?
- How do they effect your moments of truth?

Being at one with your values, intentions and beliefs is part and partial of what

"Meaning makes a great many things enduring, perhaps everything."

-Carl Jung

"Procedure is only as good as the people administering it and the quality of their relationships"

-Robert E. Hunter

I offer and help people to do every day in coaching... Interested in finding out more?

Let me invite you to join the discussion Wednesday August 3rd at 7pm. Email me @ jim@trulyhumancoaching.com or call 847-749-0759 for the teleconference number where we will discuss these questions and more

Please call me for a free consult or complimentary coaching session at 847-256-2396 or write jim@trulyhumancoaching.com

Tools: The 6 Ways to Make People Like You

Six Ways to Make People Like You

From: How to Win Friends and Influence People
Dale Carnegie; 1936, 1964, 1981

In 1936, Dale Carnegie wrote "How to Win Friends and Influence People". In the book he talks about many ways to influence others, WITH INTEGRITY! So, I offer a consolidation for you here. These very simple techniques are sometimes challenging to put into practice. I will be reviewing these in an upcoming talk with The Association Forum on 9/13. See the end of the ezine for details. SO, here you go:

- 1. Become genuinely interested in other people.**
- 2. Smile**
- 3. Remember that a person's name is to that person the most important sound in any language. (In NLP we go much further than just saying the name).**
- 4. Be a good listener. Encourage others to talk about their selves.**
- 5. Talk in terms of the other person's interests.**
- 6. Make the other person feel important—and do it sincerely.**

Really, the part of "being genuinely interested in others" is in my greatly "un-researched" opinion, the most important point provided. People will feel your energy, they will pick up on your vibrations, they will sense your intentions. Your energy, vibrations and intentions will be revealed in how you look and sound to others... so... what message do you want to give?

Please call me for a free consult or complimentary coaching session at 847-

*"A tree growing out of the ground is as wonderful today as it ever was. It does not need to adopt new and startling methods."
-Robert Henri*

Be-good-to-yourself Therapy

By Cherry Hartman

Recently during a whole lot of sorting: filing, keeping, discarding, etc... I found a small book that is fun, enlightening and simple. It is a small book with 37 "Be Good To Yourself" ideas that make a whole lot of sense, and that too often many people I know, including 'me' forget to practice. I will share a few of them with you here, and encourage you to buy this small book for yourself or for someone else you care about. Information about purchasing is at the end of this article. So here you go:

1. Trust yourself. You know what you want and need.
2. Put yourself first. You can't be anything for anybody else unless you take care of yourself first.
3. Let your feelings be known. They are important.
4. Value your thinking. You do it well
5. Take the time and space you need—even if other people are wanting something from you.
6. When you need something, don't talk yourself out of it. Even if you can't have it, it's OK to need.
7. When you have work to do and you don't want to do it, decide what really needs to be done and what can wait.
8. When you're harassing yourself, stop. You do it when you need something. Figure out what you need and get it.
9. If you're doing something you don't like to do (such as smoking or overeating), stop. Think about what you really want. If you're stuck and can't think clearly, talk out loud to someone.
10. When you're in need of love, reach out. There are people who love you.
11. When you feel like a baby, take care of the baby in you.
12. When somebody loves you, just accept and be glad. Love is not an obligation. You don't have to do anything in return.

These are some of the many great sayings she offers. To Order, visit: <http://www.empowermentresources.com/books/page15.html> or Google "Be Good to Yourself Therapy by Cherry Hartman."

Enjoy and Namaste

Upcoming
local events:

Upcoming NLP Trainings

Call 847-256-2396

Introduction to NLP

7-9pm

Wednesday, September 28th

Holiday Inn; Skokie

Do you want to:

- Learn how we use language to shape our experience?
- Learn about the assumptions we make that rule our lives?
- Learn about the power of your unconscious mind?

Then join Jim in this free introduction to the powerful field of NLP! Call 847-256-2396 or write jim at jim@trulyhumancoaching.com to enroll today.

Communication Excellence

Saturday & Sunday - October 22nd & 23rd 2005 - 10am-6pm

Holiday Inn, Skokie IL

Holiday Inn-Skokie, IL. RSVP jim@trulyhumancoaching.com

Do you want to be more influential? In any situation? No matter what? What would it be like for you to be able to build rapport with prospects or clients immediately, maintain that rapport and use your communication to help them to reach their goals? How do others who are so influential and persuasive do it? In any situation? No matter what?

NOW YOU CAN LEARN TO BE MORE INFLUENTIAL!

It all has to do with you we use our own brain—how we connect our language and how we use both our verbal and non-verbal to influence. LEARN NOW what thousands of others have learned! Gain for yourself the insight that allows you to create the results you want in almost any situation!

Register today! Go to <http://www.midwestnlp.com/nlptraining.php> or call Jim at 847-749-0759

Upcoming Local Events

**Open Hypnosis Forum: Hosted by Larry Garrett
of Garrett Wellness Center**

Sunday, September 4th : 1-3pm

3020 N. Kimball Ave. Chicago

If you've not been to Larry's, and enjoy good people and the topic of hypnosis or personal growth, then this is the place to be! Larry has been hosting this group for MANY years. The group includes: fellow hypnotists, trainers, coaches, business owners, current and former clients, neighborhood folks and friends and associates with purely an interest in learning more about hypnosis as well as some there just to socialize with kind people. For more information, write Larry at Mesmer1@aol.com

The Association Forum

Supplier Partner Networking & Educational Program

Tuesday, September 13, 2005

8:00 to 10:30

The Management Association of Illinois, 1400 Opus Place #500, Downers Grove, IL

 [Register for this event](#)

Building Relationships

Networking. Business development. Communicating effectively. Your next supplier partner educational program will be devoted to all of this and more. The program will start with a structured networking session lead by Lillian Bjorseth, the business networking authority. Lillian is a speaker, trainer, author and works with both associations and corporations to build relationships. You will not want to miss this interactive, lively networking session. You're guaranteed to make at least 3 to 4 connections in just 30 minutes.

Instant rapport. Relationship-building in 60 seconds or less. Verbal connections. Learn the unconscious communication patterns of expert communicators and how to use them to build rapport. Learn how to use words, and gestures to gain access to even the most difficult of members, prospects or clients!

Jim Accetta is a Professional Life Coach, a Certified trainer in NeuroLinguistic Programming (NLP), and a Professional Speaker. Jim provides training in communication excellence for increasing sales, improving customer service and leadership development. In the second part of the supplier partner program, Jim will make sure you learn:

- How to build rapport instantly upon meeting any other person
- How to use key words, how to listen for them and use them to connect verbally with others
- How to use tonality and gesture to gain and maintain rapport
- How to get others to really listen to you!
- How to let others know you are genuinely interested in them

Toastmasters Coaches Elite

7-9pm

Wednesday, September 14th

Wild Oats Market, Ogden Ave. & I 294, Hinsdale

Do you want to:

- Learn or practice your ability to speak in front of groups?
- Become comfortable with developing varied presentations?
- Enjoy networking with other coaches?
- Like to have fun?

If you said yes to any of these, then Toastmasters coaches Elite is for you. We meet on the 2nd Wednesday of every month. Join us once and experience the fun for yourself! Contact jim@trulyhumancoaching.com for more information. Or see www.chicagotoastmasters.org for a Toastmasters group near you!

**The National Guild of Hypnotists
Hypnotherapy Certification Course**

Taught by Linda Williamson, MS (ABT), NLP Master Practitioner.

NGH Certified Hypnotist and Certified Hypnotherapist Instructor

NGH Certified Hypnotist and Certified Hypnotherapist Instructor

Offered at the Larry Garrett Hypnosis and Wellness Center

3020 N. Kimball Avenue, Chicago, IL 60618

Level I

Saturday, Sept. 10; 9 am -5:30 pm Tuesday, Sept. 13; 6 pm – 9 pm

Saturday, Sept. 17; 9 am – 5 pm Tuesday; Sept. 20; 6 pm – 9 pm

Saturday, Sept. 24; 9 am – 5 pm Tuesday; Sept. 27; 6 pm – 9 pm

Saturday, Oct. 1; 9 am – 5pm