

## Enabling the Gift of Life



Only I can change my life. No one can do it for me .

- Carol Burnett

NLP Master Practitioner Modeling Project

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August 2017

## **Creating Every Beautiful Moment of My Life**

What began as an enquiry about what it means to create a fulfilling life led me on a beautiful journey that will continue throughout my life. As you pick up my model, the fulfillment of this journey will drench you too.

I had been an extremely target oriented person who had a strong external reference towards the success criteria of targets and a strong internal reference on how to achieve the targets. I sought the opinion of people about the validity of the targets in my life that I had. However, when it came to achieving the targets, I always acted as a very mean machine who will not look at utilizing external resources and will only act as per the available internal resources.

The different stages of my journey led me to a phase where external validation of the targets was not possible and I was supposed to be a leader of my own life for the first time.

What this position of leadership in my life also implied that not only could I depend upon others to create targets for me and validate targets for me , but also that I am responsible for taking people of my life along with me on my journey and destinations. What this also implied was that a shift from a competitive position to collaborative positioning was required.

This is the place where I came across a significant handicap in my life. This is the place where I had a need to shift gears from being someone who is aloof of people around me to someone who is genuinely interested in the benefit of people around me. Alas, the tools were not readily available for me to make the shift in myself.

This is the place where NLP and my modeling project came to my rescue. I got to model specific exemplars who had a keen genuine interest in the people around them. Modeling these exemplars, I could create a model for myself that is now helping me develop rapport, trust and effective communication with the people in my life.

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## Models of Excellence

**Narmada Rao:** I have known Narmada for some time now and I have been amazed by her excellence to observe fellow human beings, observe expressions and states, interest in strategies that are potentially being employed by fellow human beings around and finally how Narmada connects with each individual in a unique manner.

Excellence in Narmada: Narmada observes people with the outcome that:

1. She is Ever Present and Never Lost
2. She is in a Constant state of Awareness
3. Connects with People in Gentle and Loving Way
4. Provides pertinent Feedback
5. Narmada operates in a climate of Rapport

Evidence:

1. She provided me the feedback about me on a number of occasions. The points of feedback were not only accurate, they were accompanied with a set of words that seemed to be specifically chosen for me. Also, the manner of delivery was such that I felt that she had complete access to how I was feeling inside myself at all points of time.
2. She was keenly observing other people and their interaction with others. She was modeling for the way people interacted. I have personally found Narmada at different occasions observing the human beings minutely with intense interest. Usually, the period of intense interest and observation is followed by approaching the individual and connecting with the individual

I approached Narmada and interviewed her about how she keenly observed individuals and later connected with them. Her Model of excellence came from her purpose of being in pursuit of a beautiful boundary less world. As I interviewed her (after anchoring her to the specific moments in which she observed and later connected with individuals) with clean questions about the various levels at which she connected with individuals, the following model evolved.

Purpose: To understand that the world that she lives in is actually beyond all barriers. It's a Beautiful world when she is really curious and understands people.

Identity: She is someone who is curious about People. "What she is?" is a psychologist. This is different than "Who she is?". "Who she is " is someone who is simply more than a psychologist for People.

Values:

1. Meeting people the way they are.
2. She has a deep interest in what is the effect of communication on People
3. She has a genuine interest in people response.
4. She want to understand how anyone can connect with people beautifully

Key Beliefs reflected by Narmada:

1. Each person is unique / the map is not the territory
2. The meaning of communication is the effect.

Her Strategy to connect with each individual follows an approach that can be summarized as:

1. She observes the individual with whom she wants to connect.
2. She take deep interest in all visible and linguistic patterns.
3. Being highly kinesthetic, she soaks in her observations about the individual at multiple levels
4. She gathers data for each level of the person
5. She connects with her self to form the words that best summarize her feelings
6. She collects data points to validate what she is going to talk about with the individual
7. She finally creates the most customized communication for each individual.

Filters Applied by Narmada:

1. Direction: Always in a “Towards State” towards People
2. Senses:
  - a. Narmada is Highly Kinesthetic. She follows her feelings. She referred to the wonderful feeling of walking in ice and forming a foot trail in ice at gulmarg.
  - b. Narmada also uses Auditory and Visual details to a lot of extent. Her frequent reference to what her father had mentioned and the same being repeated in her mind as beliefs. This gives credence to the fact that she is highly auditory.
3. Whom: Narmada is a balance between Self and Others
4. What: Narmada talks about People (Primary item) followed by Places (reference of Gulmarg / pahalgam). Objects & Activities not involving people are not of interest to her.
5. When: Narmada stays in the present. She leverages only the positives from the past. She refers to past only to elicit the belief system induced by her father through the statements that her father made.
6. Alignment: Naramada is always in a match state with self and others.
7. Steps: Narmada takes small chunks and follows the strategy till a chunk up is actually required.
8. How Outside: Narmada follows the model of choice.
9. Energy: Narmada is highly Internal referenced. She operates as per what she has observed to be facts. Also, she follows her belief system. She has not made comparisons with external factors. Nor has she made references to her sources of motivations being outside of her.
10. How Inside: Narmada stays in a Highly Associated state all the time.

Learnings for Narmada:

Post the interview, Narmada discovered that her Key to Connect was through her “Highly Associated State” with “Self & Others”. This learning was acknowledged by Narmada to be a valued addition to her about her own self . She was previously unaware about it.

**Arul Subramaniam**: I have known Arul for a couple of years and every time I meet him, he comes out as an amazing person who has a deep connect with himself and with everyone around him. Arul has been found by many (almost everyone known to him ) to be a store house of fun, energy and deeper human value. He has shared insights about individuals to their own selves in a gentle, loving and caring manner.

How Arul has demonstrated the 'It'?

1. It has been found by many that Arul connects with individuals in a manner that encourages them to gain from Arul in return.
2. Arul is known to be able to maintain his 'congruent' state irrespective of the environment and scenario. Arul always connects with individuals from his congruent state irrespective of what state the individuals are found to be in.

**Excellence**: The excellence shown by Arul comes out in many ways. It comes out in his way of:

1. Observing everyone and what they are saying.
2. Being with the person who is speaking
3. Speaking out in a manner that provides confidence to the individual that he is being listened to.
4. Speaking only the relevant content such that each individual is provided for precisely what he / she is looking for.
5. There is a special way in which he connects with individuals by creating humour.

**Evidence**:

1. The manner in which Arul connected with Sue & Vanaugh when she was doing her timeline exercise.
2. The manner in which Arul connected with Kevin when he was walking towards the hall with tea in hand.

I approached Arul to determine the structure of the way that drove him towards the effect that he had. I was delighted to find much more than what I was initially anticipating. Having attended the foundation with him, I was aware of some aspects of his eye movement. What lay in store for more was a delight for me. Talking to him, it came out that for him:

**Purpose** : For Arul, his purpose is to make each moment special. This enables him to make the world a better place to live in.

**Identity**: Arul has defined himself as a person who always lights a candle rather than curse the darkness.

**Values**:

1. Arul values adding value to people and place .
2. He values asking himself how he can support and do better.

**Beliefs**: Arul has a firm belief that things will always get better when he is there.

Strategy to Observe and Connect with People (based upon both interview & observation of Aruls patterns):

1. In the discussions, it came out that while Arul was observing the people before connecting with them, he will take particular notice of the Visual, Auditory and Kinesthetic sub-modalities that the individual portrays. He will attempt to connect with individuals in the VAK language that works for them. Also, he will pay special notice to the sub-modalities leveraged by the individuals.
2. To make the moment special, Arul will leverage Humour. He will imagine a possible funny scene in his mind. Then give language to it. For him, humour is a way to make the moment special. Also, Humour is a very connecting formula that makes people smile and laugh. To create humour, Arul will go from Visual state (Ve) to Visual created state (Vic). Once he is able to create the scene that will create humour, he checks with himself about the language aspects (Aic). Its post the sequence of Ve → Vic → Aic that he will create humour.
3. Arul constantly checks his state and that of the people with him.
4. While connecting with people, Arul will focus on anchoring positive emotions, feelings, words and scenarios with people. He might touch individuals to create positive anchors.

Filters leveraged by Arul:

1. Arul is focused towards an outcome based thinking.
2. Arul leverages Visual, Auditory and Kinesthetic senses.
3. He stays in the present state with a constant focus on striking a perfect balance between Self & Others.
4. Arul is focused primarily on People followed by Activity
5. Arul strikes a Match to create rapport. He has the unique capability to induce Match in others.
6. Between small chunk and big chunk, he figures out what is the other person and accordingly delivers. To create humour, he talk in big chunks. When it comes to doing exercises, he goes in small chunks.
7. Between procedure and choice, he stick to procedure as per the scenario. In creating Fun, he goes with Choice.
8. While Arul keeps in touch with his internal state by being Internally referenced, he takes feedback from the environment and leverages external reference.
9. Arul stays in an associated state for Self & Others. In case of negative scenarios, Arul creates a dissociated state for himself.

*Learnings for Arul:* Arul acknowledge that the structure of Humour creation that we found in the discussion was a new angle for him.

**Cheryl Nankoo:** After I met Cheryl, what struck me was that she was one person with whom almost everyone has taken selfies, even those who are not in the habit of taking selfies. Her way to connect with fellow individuals is unique and happens at multiple levels. Also, she took out multiple people for exercise sessions. One of the regulars for Yoga and fitness requirements, she has a fan following that come up for notice early on in interactions.

There were times when she found that people were not getting involved in discussions. At such time, she will go out and involve people in the discussions / selfies. She always maintained a state of herself. What struck me was how she invited people to exercise with her in the evenings. She was an exemplar in connecting with individuals by striking a chord of fitness and happiness.

In the interview with Cheryl, the following points about the structure governing her came out:

She thought of herself and people as opportunities to connect (Identity). She is looking out for common goals that serve the purpose of herself along with others. She is on the lookout for people to share her passion. This is what she valued. Everytime, she saw an opportunity, it fired up her internal passion.

She has a fundamental belief that if she can do something that is fun and makes her happy, then its for others too and they can do it too. A common interest with others excited her.

From a strategy perspective, she will check out the state and beliefs of the person that she is with. If the conversation with the person came about naturally, she will just invite the person to share a common passion like exercise, selfie, joke, ramewalk etc.

Talking to Cheryl and observing Cheryl it came about that she was applying multiple operators to find a match with the person next to her. Cheryl values Happiness & Acceptance and Acceptance is what she is looking out for from the people around her as she applies multiple operators to find a match state.



## My Model

As I collated the common denominator, what stuck me most was how a small difference in purpose and role of self (identity) made a huge difference in the capability to connect and be with people.

Certain key aspects / learnings emerged for me:

1. People are a Gift. There might be such a thing as genuine interest in People and then relating with People from the point of genuine empathy. Nothing happens in isolation of the exchange of gifts. I am a gift for People and People are a gift for me. I have been enabled by all key resources to connect with People as an exchange of Gifts.
2. Instead of just observing people (something that I was initially doing), my outcome for my life is to be in constant enquiry about "What gift am I exchange with each individual from now on?". In the process of exchange of gifts, all other aspects like observing structure etc become insignificant extras.

I reflected upon my purpose statement that I had created for myself a couple of years back. I realized that unless my purpose evolved to something bigger and all encompassing about people, I will stay the same individual that I had been. What I did immediately after the interviews was to expand my purpose statement to make it "I am on this earth for the evolution of the society through offering myself as a Gift to the People on this earth. "

Also, I thought about my perception of my role about myself. All the past years there was a conflict in me about "Who I am?". The surprising element for me was that I was not having a sense of identity because I was trying to define my identity in absolute terms without taking the people around me in account. The Interview and Modeling process helped me in defining my identity as "The person who always lights the candle".

Also, my belief and value system was not aligned earlier. It now stands changed.

The fundamental value that I have now got is that :

1. "People are the most precious resource on this Earth".
2. "Deep and Genuine interest in People is key to True Happiness"

My Belief system is now updated to :

1. "People are a Gift for Me. I am a Gift for People".
2. "Gift Exchange between Me & the People is the fundamental ask of the Infinite Intelligence of Me"

The belief of excellence that I will keep central to all my interaction is :

1. Each Person is unique / The map is not the territory.
2. Meaning of Communication is the effect.

As I continue to work on my strategy to connect with people, the structure and strategy will evolve with

feedback. For now, I am keeping focus on my language to highlight the filters such that

1. Maintenance of Towards state in association with People
2. Highly activated Kinesthetic sensory perceptions
3. Strong Internal reference
4. Focus primarily on People. Nothing is as important as People.
5. Highest importance to "Present Time" and only useful positive learnings from the past.
6. Alignment and Balance between Self and Others
7. Balance in a Match and Mis-Match state
8. Being Small Chunk primarily. Chunking Up primarily to match those others who operate at a big chunk level.
9. Look out for complete Choice. Procedures are necessary only when required.
10. Highly Associated state.

## Strategy for “Model” Installation

### **Part 1:**

Outcome is to get in touch with our own Selves.

Sit comfortably and relax your body in your chairs.

We will focus on the left part of our body .

Observe the sensations in your left foot, left ankle , left calf, left knee, upper leg, left part of abdomen, left arm, elbow, hand, palm, fingers, left part of face.

Next, we will focus on the right part of our body.

Observe the sensations in your right foot, right ankle , right calf, right knee, upper leg, right part of abdomen, right arm, elbow, hand, palm, fingers, right part of face.

Now, move your focus to the center of your this universe that is lying ahead of you. We will continue to be in this state for a few seconds.

### **Part 2:**

Build up for the Subject:

In a little time, we are about to do a small exercise that will :

1. Increase the match between you and “people in your life” so that there is a greater harmony
2. Increase your ability to gain insight about “people in your life”
3. Increase your ability to be with “people in your life” such that mutual comfort increases
4. Your level of interest will grow such that you will be with “people in your life” in the way that works for you.

*Initiation:*

In a moment, we will get to choose to close your ideas and focus on the people in our lives.

To begin with you may choose to focus on a group of people. Then, you will be asked to select a single individual. You may choose to focus on a single person in your life.

The language of the sentences ahead has to be modified by the users based upon the VAK of the audience / subject.

In case the NLP expert wants to make the exercise meditative, hypnotic and interactive, he / she may ask for setting of left hand index finger for yes / right hand index finger for no (only if required as an extension of the exercise).

As you close your eyes, look at the visuals of the different people in your life and let it move through the screen of your eyes.

Are there key people whom you want to be with in a harmonious and empowering manner?

Raise your right hand one finger to mention that there is a single person. Raise two finger of your right hand to mention multiple people.

Now, from this group of people, choose any one individual with whom you will love to increase your rapport.

Some people might not prefer to close their eyes. This is Okay. As long as they are doing the exercise (even with eyes open), the exercise works upon them. The closed eyes are only to heighten the sensory (VAK) recall.

Focus on the brightness / dimness of the visuals. Is the visual a high resolution or is it that of low resolution.

Next, hear the different sounds that come with each individual. Focus on the tonality / volume that is associated with the individual.

Feel the feelings that come up in your being with each visual.

Become aware of the kinesthetic sensations in your-self. Observe the sensations in your body as you find answers to the questions that come ahead.

1. Look within you for the larger purpose you have with the person.

Find the larger purpose in your connection with the person.

2. Who are you for this person?

a. Look for the specific visual cues that you get

b. Look for the auditory sensations that you get

c. Look for the specific sensations in your being

3. Who do you want to be with this specific person?

4. What makes the people unique?

a. Look for the specific visual cues that you get

b. Look for the auditory sensations that you get

c. Look for the specific sensations in your being

5. What is the Gift that this person is in your life?
6. What Beliefs does this person have that are valuable to you?
  - a. Look for the specific visual cues that you get
  - b. Look for the auditory sensations that you get
  - c. Look for the specific sensations in your being
7. What values do you share in common with these people?
  - a. Look for the specific visual cues that you get
  - b. Look for the auditory sensations that you get
  - c. Look for the specific sensations in your being
8. What gift are you for this person? What gift do you want to be for this person?

### **Part 3**

Lets focus on the way this feeling exists in our body.

In which part of the body does this feeling exist? Arms, Legs, Chest, Head ?

What is the intensity of this feeling on a scale of 1 to 10?

In which form does this feeling exist. Is it a square, rectangle, circle, triangle, sphere .

What shape is it?

Is the feeling radiating inwards or outwards?

What colour is of this feeling?

Now, move this shape of 'x' colour and 'y' intensity out of your body to a position that is in front of you. Feel this shape moving out of your body.

Visualize this feeling in the form of its shape to be standing in front of you.

Next, change the colour of this feeling to some other colour.

Change the shape of this feeling to another feeling.

Change the intensity of the feeling to some thing that you would find to work for you.

Next say to this shape: "I forgive you. " , "I release you".

Next, imaging this shape to move far away from your body and moving into the sun where it is getting dissolved into the sun.

In some time, we will slowly open our eyes with the count of 1 2 and 3.

With 1 feel the energy flow into your body from universe.

With 2 gain consciousness of your immediate surrounding

With 3 you may open your eyes

Questions to be asked post the installation:

1. How are you feeling?
2. What was it like for you?
3. What did you find open up for you?
4. What is it that is important for you?

### **My Experience of Presenting the Model to Others:**

I have been excited about my modeling project. The culmination of this project underlines a significant change in my thinking over the last 3 years. It was a very joyful time for me as i was presenting this model to people whom i have known for a good amount of time and who have been a part of my transformation journey.

As i presented my model to others, i got present to following facts at a deeper level:

1. How each word had an impact on the recipient. I was amazed at the way the brain of the recipient actually responds to each word spoken by me.
2. How significant an impact is created by the VAK associated with each person. A small change in enhancing the positive aspects of the VAK leads to a tremendous impact.

### **How others recognised that i was using the Model:**

The people to whom i had presented this model had observed me closely for the last 3 to 10 years period. They acknowledged the shift in me from being a mis-match person to being a match person. As Raghav told me that he has seen the shift in me from being a confused person to a person of high clarity. As i was interviewing Raghav, he recalled that how he had seen an Akhil who 3 years back did not know how to play with VAKs and how effective i had now become. I had shared to Raghav that for a long time i had the resistance towards doing any NLP exercise for my mother. Somehow, i could simply not get started.

Finally, i have been able to do this exercise thinking about my mother.

Preeti also recognised that i have used this model in my life. There was a shift in her towards me by the time the exercise concluded with her interview. For both of us , it was a feeling of being on the same wavelength about ourselves and people in our life.

As a result, she has wilfully enrolled into the NLP Practitioner program with Ramesh for July 2017.

## Learnings & Integration of Model

### Interview of Jaya Lakshmi Anand Reddy (on 21<sup>st</sup> May 2017):

1. Set the context of exercise with Jaya - Jaya did think about a person with whom she wanted the specific outcomes
2. Jaya had the freedom of choosing her state and I clarified her questions. She chose to keep her eyes open as she went over the exercise.
3. Jaya found the modalities & sub-modalities interesting and she took up the modalities and sub-modalities efficiently.

### Feedback from Jaya:

1. Specific question:
  - a. Akhil : As you were asked these questions, how was it like for you?
  - b. Jaya: I am very clear the person.
  - c. Akhil: Clear in what way.
  - d. Jaya: I now think I know the person better.
  - e. Akhil: As a result of this exercise, did you find anything open up for you?
  - f. Jaya: I like the question, "What values we both share?". I think that this question stood out for me.
  - g. Akhil: What shift did you find out of this question? What was it like for you?
  - h. Jaya: Realization that we share the same value.
2. Jaya felt a shift in her perspective towards the individual when the question about common values was asked. She said that "This question is great and it helps me find common values."
3. Akhil: In the current moment , what is important for you (in terms of action etc.) ?
  - a. Jaya: I found that I can be a different individual such that it works for the person whom I want to connect with.
  - b. Jaya: I found that i found the perspective of being in their shoe rather than being in my shoe. This will help me being in their shoe and then having my outcome achieved.

**Feedback of Preeti Kalia Bhardwaj on 24<sup>th</sup> May 2017:**

Preeti: I never knew that certain people were so important for me and they occupied a significant share of my mind space. For the first time, I realized that there are people who are influencing me so much.

I realized that I am choosing one person over others because that person is very important for me. I became aware of one person that I value and also realized why I value that person. My focus went on a friend whom I found to be extremely valuable because we share the same value of "Honesty, Openness and Transparency".

Akhil: Did anything open up for you?

Preeti: A little higher degree of Honesty, willingness to take up responsibility is attracting me to one particular person. I realized that I was actually having little lesser feelings for all other people. I would not have realized these points without this exercise.

Akhil: What shift is happening in you?

Preeti: I am now giving a serious thought about my thoughts and my preferences among people. This specific person is willing to extend support and in this exercise I felt that mental support that this person provides. Even a small degree in persons perspective does make a huge difference.

Akhil: Whats coming out as important to you?

Preeti: The result that came out of this exercise was quite surprising for me. I realised that even a small improvement in qualities does make a huge difference.

**Feedback of Raghavendra Matam on 22<sup>nd</sup> May 2017:**

Post the implementation of the script with Raghav, I received the following feedback:

1. This exercise is good.
2. Some questions that I never asked myself about people got covered as I went through the exercise.
3. I did feel warmth about this person that I did the exercise about.

## **Conclusion**

As I worked upon my project and interviewed the models of excellence, for the first time, I became aware of how small changes in thoughts, beliefs, purpose, identity and other key ingredients led to a huge difference in Perspectives, Outcomes & Final Results. I became aware of the patterns about me that had led to the deletion of the most important aspect of my life.

Now that I have got a sense of the Model that I am adopting, my thoughts are all towards “Enabling the Gift of Life”.

## Appendix

### Interview of Narmada:

**Question:** In the moment that you were observing Arul & the Group intently, what was it like for you?

**Answer:** For me , observation is immersion. I want to get to the people and feel what it is like to be with them. I find it amazing the way people communicate and connects.

**Question:** What is important to you about it?

**Answer:**

5. Meeting people the way they are.
6. I have a deep interest in what is the effect of communication on People
7. I have a genuine interest in people response.
8. I want to understand how anyone can connect with people beautifully

**Question:** What is it like for you?

**Answer:** It is curiosity all the way about People.

**Question:** Who are you for people?

**Answer:** I am curious about People.

*Interpretation:* Identity of a curious Person

**Question:** What does it mean for you?

**Answer:** For me , it means that:

1. I do want an understanding of what is important for people.
2. I want to feel what happens in their world. (E.g. the stamina shown by drummers was amazing).
3. What is driving each individual (e.g. Drummers – what was their motivation).
4. How do people do what they do? (E.g. Drummers danced so beautifully).
5. I like to observe when there is something great about people. This is the basis of my curiosity.
6. Belief in equal talent for everyone. Some people use their talent and some people don't use talent putting mind and heart to it.

Aside : Dad said that when people do something really really well than all it takes is practice.

**Question:** Who are you at that point of time when you are so immersed?

**Answer:** I am a curious person.

**Question:** What is your purpose about it?

**Answer:** To understand that the world that I live in is actually beyond all Barriers.

**Question:** Wha is this world “Beyond all Barriers” like?

**Answer:** It’s a beautiful world when I am really curious, when I understand what people do, so many unique strategies. I miss out in the absence of Strategies.

**Question:** What happens just before connecting to People?

**Answer:**

**Question:** What happens afterwards?

**Answer:** I am just observing. Language is never a barrier. It facilitates. So much to gain when looking at people, beyond words.

I life the distinction between “What I am ?“ and “Who I am”?

“What I am?” is a psychologist. That’s not “Who I am?”

“Who I am?” is something much more than simply a psychologist for the people.

## **Interview of Arul:**

I want to model his ability to observe and connect.

**Question:** In the 2 moments when you connected with Vanaugh and Kevin, what was it like for you? You said to Kevin "Drop everything and come". What was it like for you?

**Answer:** I came out to call Kevin. I will not simply say "Come In". I will like to make it special. Create Humour. Humour is a very connecting formula that makes people smile, laugh. So, I had to word it specially "What has to happen for you guys to just drop everything and come inside".

**Akhil:** Yes those were the words & picking up those words at that point of time requires special skills, which you have.

**Arul:** In these 2 incidents, the process was happening. I know that I was looking at Sue in that incident. I was observing Sue & Vanaugh. It looks like observation thought not separating out. I will forget Vanaugh incident. I was seeing Sue & Vanaugh. As Vanaugh was coming, there was a chair. As soon as Vanaugh came to me, I was paying attention to them. Suddenly, I moved the Chair.

**Akhil:** that was presence of mind and your unique way to connect with them.

**Arul:** I was standing and sitting. If I moved the chair, there would be a delay & an interruption to the process of moving chair. Vanaugh and Sue will get disturbed. So, that movement I really observed.

Akhil: Somewhere, at some level, you were able to connect with them.

Arul: Ya. In that moment, I am observing them. I am fully present. I am watching the group. I am just thinking about the process she is doing. I did not realise that Sue will come there. Suddenly, I just moved my hand to move the chair.

Akhil: Suddenly, what happened? Just before that?

Arul:

Akhil: What is the belief? What do you think?

Arul: I believe that I can add value to that.

Akhil: How do you see yourself for them in that case?

Arul: I am just doing. It is a powerful experience. How can I support? I know I can add value. What can I do so that the process goes seamless. I am assistant trainer here. I am person who is adding value.

Akhil: What important to you about adding value?

Arul: I am making the difference.

Akhil: Difference like?

Arul: Anything. It could be anything. If Arul is a factor, things will get better. If I am there, I will sincerely make it better.

Akhil: What happens when you make things better?

Arul: The world become a better place to live in.

Akhil: That's powerful.

Arul: I never curse the darkness. I usually light a candle. I will never curse the darkness

Akhil: That's also very powerful. I can relate to this. So, may I say something. I will just like to say something. I will like to summarize the filters.

You believe in adding value and that always take you towards a state of adding value. There is law of attraction at work. You will end up in situations of adding value because that's what you believe in. And, you are present in all the senses. Auditory, Visual and Kinesthetic. It seems that sometimes that you have got 2 extra senses which we don't have. Only when you suddenly move the chair, that was present of mind, that quickness was something wow.

Arul: Only I could have moved chair because I was the only one sitting there. However, had I stood up, it would have been a delay.

Akhil: So all your senses were at play. You are a perfect balance between Self & Others. For me its almost as if you are working on yourself as well as working on others. Its like you are identifying their outcomes. I haven't observed you outside. However in the training, you are someone who wants to make a difference. What are you interested in? People definitely, Place not as much, Objects no, Time no, Activity definitely (Supported by Arul himself). You are always in Present. I have seen excellence in Sue. She deletes the past. She absorbs the learnings and delete the details. You have an alignment between Match and Mis-match. You have the unique capability to induce Match in others. How do you induce this match state in others? And, between small chunk and big chunk, you figure out what is the other persons small chunk / big chunk. You make your strategic choices. I feel that to create humour, you talk in big chunks. When it comes to doing exercises, you do go in small chunks. Between procedure and choice, it seems that you stick to procedure as per Sue. In creating Fun, you go with Choice. Internally referenced and externally referenced. You seem to be a balance. You do take feedback from the environment. You do strike a balance between heart and head. I have only seen you in associated state.

Arul: Only for negative things, I create the dissociated state.

Akhil: As Vanaugh was walking, just before Vanaugh and Sue came to the chair, what visuals, sound came to your mind? Right then.

Arul: I just told " Move it". Its an inner dialogue. I just saw the chair.

Akhil: I saw the picture where they were coming. I could see the image. Then I got it that just "Move it".

As per me, you saw Kevin. You created in that moment what it will take to create fun. Immediately you sensed insight. You sensed the image and created image.

Visual -> Visual Creation-> Inner Dialogue -> Auditory Creation -> Action of speaking out the created joke.

### **Interview of Cheryl:**

She connects in unique ways. She takes selfies and people come from far and away to take selfies.

Akhil: Something about you. Either you take selfies or someone / everyone comes forward to take selfies with you. Also, you asked Kamini to come and exercise with you. The way you told me to come and exercise with you. This was connecting at a different level. Its not identity level connection. Specifically, in such moments, how was it like for you?

Cheryl: Thinking about it, it was like the opportunity there. Like, I like to exercise and she also likes to exercise. She was asking questions like right thing to do. I didn't think that she would exercise. It was great that she did. I like to exercise. So does she. She was asking questions. So, I thought that we will start now.

Akhil: You mentioned the word opportunity multiple times. What was this opportunity like?

Cheryl: It was like I identified a place where I could make a difference. I like exercise. It was an opportunity to share my passion. So, it fires up something inside me. Something that engages me. I believe they can do it. It engages me. I know they can do it. They believe they can do it. It excites me that they are interested. I could share knowledge. I could work with them towards achieving that.

Akhil: So, there is a belief that....

Cheryl: That they could get fit. However, she defines it.

Akhil: What happens just before you look at them to connect with them.

Cheryl: She said some things to me. She is a nice person. It came naturally. I just wanted to invite her. It lit up inside me.

Akhil: What was it about the invitation that you value.

Cheryl: There is a pre-supposition that I about the invitation. I value acceptance.

Akhil: Who are you for the other person at that point of time.

Cheryl: I am Myself. Just me.

Akhil: What happens as you exercise with the other person on the beach

Cheryl: It made me happy.



### Interview of Biplab:

He is connecting with everyone in unique ways. Especially special was the way in which he was connecting with Sue in the Bus on 8<sup>th</sup> Feb 2016. Biplab especially sat with Sue to ask questions. As Sue mentioned that even if a Train had come to attack, Biplab would have been balanced. So, we will just talk about that:

Akhil: As you were managing your state in the vehicle, you were absolutely balanced. How was it like for you at that point? What were you seeing, feeling, visualizing?

Biplab: In that state, I was not much aware about what was happening. I was focusing on the next question that I need to ask Sue. I had some questions in my mind. At that moment in the bus, I always have a strong belief that I am very strong. Nothing will happen to me. No matter what happens, I will stay strong. I can manage myself. In the mind, entire focus was on the questions I was asking and the answers that I was receiving.

Akhil: As you express the belief, what was important for you in that moment?

Biplab: In that moment, it was important for me to ask questions from Sue and get the answers.

Akhil: As we were doing this, what was your sense of self?

Biplab: I have the sense of a very solid structure, a structure which is very erect i.e. Straight.

Akhil: What is this erect structure like?

Biplab: It is tall, it is very straight. It is rooted to one place.

Akhil: Rooted in what way?

Biplab: Fixed to one place.

Akhil: What type of place is that?

Biplab: That place is one where I am in that moment.

Akhil: Like currently you are at ....?

Biplab: Like currently I am rooted to this place.

Akhil: Talking about yesterday, were you rooted in the vehicle?

Biplab: Yes.

Akhil: So, as you are in this well rooted place, what is your sense of your role in this life?

Biplab: My role in life is to realize my own true potential as well as after realizing, help others to attain their full potential. Be someone who can help others to attain their true potential. My whole attention was on that thing.

Akhil: What resources do you draw upon as you do this?

Biplab: I draw upon the resources of the firm belief that I will be able to take care of myself in any

situation.

Akhil: What is this taking care like?

Biplab: Taking care is like being equal to any task. Being equal to anything that comes in life. Being able to stand up to anything that comes up in life.

Akhil: As you do this, how do you connect with / contribute to bigger systems / others in life?

Biplab: As I do this, I connect with bigger system, as I am able to inspire myself and inspire others also to do the same thing.

Akhil: Ok. For me , the experience I am capturing is that you being greater than what you appear like inside. There is a lot much bigger than what you appear to others.

Filters that I was observing were:

Direction: His outcomes are "Towards"

Sensory: He is highly kinesthetic followed by visual . He feels everything internally. He is in touch with his body all the time. He has done a lot of yoga and vipassana.

Whom: He has a balance between self and others.

What: People is of primary interest. Objects, Place, Activities and Time are not of interest to you.

When: He is usually in the present. Sometimes he goes to future and may be that's when he becomes anxious

Alignment: He is a balance between Match and Mis-match state. He is a match for his own self. He is a mis-match with his environment. So, he is constantly checking around about who are a match with him. Slowly, he is a

Step size: Small Chunk. He does not give a one line answer. If he gives an answer, he will give proper answer.

How outside: Looking for procedure. Making choice when no procedure exists.

Energy: Internally referenced

How inside: Associated

**Biplab is a strongly internally referenced person.**

Remembering, Visual creation.

Internal feelings, Accessing Feelings.

### Interview of Sivihe:

Sivihe: At a young age, he is the one standing up for his community and taking definite action. The way he connects with his community is unique and inspiring.

Akhil: It was very inspiring about what you were doing for your community. Also, the way you spoke, if I don't then who will. The specifics that were mentioning about cape town.

As you spend so much time with the kids, whats it like for you.

Sivihe: I noticed how much they develop and like their behaviours, habits. How much they quickly develop into self limiting beliefs and at that kind of work. Also, I have seen how much determined they are to sort of get the experiences. They are open to learning.

Akhil: What is important to you about teaching the kids in the way that you are? What is important for you in being with the kids and developing them?

Sivihe: I don't want a repetition of the same kind of lifestyle. We all have talents. We need to work to find out each talent. There are communities that are progressive. Then why should kids from cross roads be deprived of the opportunity. Not just cross road kids, every kid from a dis-advantaged community.

Akhil: As you are doing what you are doing for them? Who are you for them?

Sivihe: I am being an example. I bring quite a lot of difference. I have a different perspective of life which is physical for each one of them.

Akhil: That words exemplar stands out. That's like what?

Sivihe: An exemplar like someone who has grown up in Crossroads, someone who can quickly change his behavior. Not the same in such places. Ahead to quickly change his beliefs.

Akhil: So you are being an exemplar in unique way. You are finding out the belief system that will work

Sivihe: Correct, So, now that there is, somehow, there is value.

Akhil: What is the value like?

Sivihe: Changing. First I have to change myself. Then on to the ways they are doing.

Akhil: What resources first you were drawing upon to work in your community?

Sivihe: Noticing Patterns. Dis-engaging in areas of my life that were not helpful to my growth and who I was becoming.

Akhil: Something must be calling you internally. What is that like?

Sivihe: Seeing things actually in a whole way. Interested in bending and seeing the potential in each of these kids. Now school system which people over the sessions have passed from generations, parents are not fully there because they have their work. They are from poor background. So, if they don't do

this then....life will just go then.

Akhil: So you used the words very.....The best words I have heard is that "Over Generations the expectation was that things will improve. However, instead of improving, the situation has deteriorated." So, that's what you said there. So, as you are going about, do you have a sense of connecting with the lord God / the infinite intelligence.

Sivihe: Definitely. Because Gods want us to make difference in the world. All of us here have a purpose. We have to help each other in making the purpose successful.