

## The Undiscovered Wealth Of the "Positive" in NLP

What's potentially the most exciting aspect of some of the applications and developments emerging out of the older NLP model is the orientation to a positive approach. Simply stated, seeking and sorting for what works – as opposed to what doesn't. While this has always been inherent in the NLP model as a suggestion there was and still often is a tendency to begin from the "problem state."

Today there is also a great deal of attention being paid in the professional psychology community to the excitement being generated by "positive" models that organize people and organizations around what works. This is evident in the "Flow" model developed by Mihaly Csikszentmihalyi of the University of Chicago, Martin Seligman's work on optimism, Peter Senge's, "Fifth Discipline" (1990), Margaret Wheatley (Leadership and the New Science, 1992) and the whole AI (Appreciative Inquiry) community's approach to organizational development, just to name a few.

There is almost no area that has not been influenced and impacted by the development of the NLP model as begun by Richard Bandler and John Grinder at the University of California, Santa Cruz. The essence of the technology contained within the model has seeped out and is now present in virtually every field of human performance, interaction and communication. What remains elusive are the deeper pockets of wealth available to the more serious student and practitioner of NLP. The possibility of living life on your own terms utterly and completely, doing what you love for a living and making a life around that, finding and attract-

ing others into your life that are a match and fit for you—and you for them, knowing your place in the greater scheme of things ... all this is becoming more and more recognizable in some of the newer applications and developments within the overall umbrella of NLP.

In the early 1980's NLP Master Trainer, Royce Fraser of NLP America/Blue Dell Systems organized a model solely around a positive approach he called the "Generative Imprint™." Using this model first and foremost the operator elicits a profoundly powerful

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positive state capable of eradicating the presenting problem without ever addressing it directly, while simultaneously building massive resources into a "Ready State" where individuals and organizations find themselves able to take action in the direction of their desires and expectations.

Finding practitioners today who work exclusively out of a positive model will still require you to do your homework, however when you do you'll find they are slowly and steadily becoming more and more present in the marketplace. Royce's "Generative Imprint™" model precedes much of the work in this direction. The approach is also present in Royce's "Function Mode™" model and has begun to show up in applications such as Joseph Riggio's MythoSelf Process, Satisfaction Cycle and Exquisite

Performance™ Coaching/Consulting models. It seems like this is the future of not only of NLP, but the whole matrix of personal and professional development.

The orientation towards what works is fast becoming recognized and acknowledged for what it brings to the party in terms of positive impact (pun definitely intended). There is a richness and fullness found only in a life lived from a purely positive orientation that is found, held and sustained regardless and in spite of what comes up. Organizations finding this path cite remarkable value in using it as well. People show up ready and motivated to get things done, they get along better than they had ever been capable of getting along before, they actively engage in uncovering and generating solutions on their own and with others, and maybe most significantly they become highly proactive, innovative, creative and willing to assume personal responsibility for their work.

There is no doubt about the extent of the wealth waiting for those who uncover the treasure contained in the "Power of Positive Thinking" using this "new" technology of NLP. The trick's in finding a path that suits you and matches your outcomes, a path with both heart and soul. While not really new, the elegance, access and application of the approaches that are emerging today bode well for those adventurous and daring enough to give up what's become familiar and comfortable about "problem solving" and willing to take the leap of faith required to let go of their past and project themselves into a future of their own design.

