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specializing in Human Learning, Performance, and Development



LIFE ENHANCEMENT COACHING with NLP...

... access greater energy for a wider range of choices,
increased success (as **you** define it), and satisfaction
with Self, Others and Life...

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DR. ANDERS WAS EDUCATED AT FURMAN UNIVERSITY, THE UNIVERSITY OF GEORGIA AND NLPMARIN IN MARIN COUNTY, CALIFORNIA. DR. ANDERS ADHERES TO THE PRINCIPLES, PHILOSOPHY, VALUES AND PRACTICES OF NLPMARIN WHERE HE OBTAINED HIS MASTER'S CERTIFICATION IN NLP AND EXPERIENCED THE GENTLE TRANSFORMATIONAL POWER OF LOVE-CENTERED NLP AND FAMILY CONSTELLATIONS. TED BLENDS HIS TRAINING IN NLP WITH OTHER PERSONAL GROWTH AND CHANGE TECHNIQUES TO HELP YOU ACHIEVE WHAT YOU WOULD LIKE IN A TIMELY MANNER. RESULTS ARE OBTAINED BY ADHERING TO A SET OF CORE VALUES WHICH ARE LISTED BELOW AND YELLOW HIGHLIGHTED TO EMPHASIZE TED'S COMMITMENT TO THEM. THE FOLLOWING INFORMATION IS PROVIDED BY NLPMARIN AND DESCRIBES THE NLP COMPONENT OF TED'S SESSIONS.

WHAT IS NLP?

Neuro-Linguistic Programming (NLP) is a wonderfully rich mix of perspectives and perceptual and behavioral skills and tools for personal development and enhanced interactions with others.

NLP is about the ability to discover, understand, and change our own and others' processes of decision-making, communication, motivation, and learning—simply, elegantly, effectively.

NLP is a model for understanding and working with human behavior. NLP has the ability to get direct access to our internal maps of reality (how we have our life experience represented in our minds) and to shift them, to re-assemble the connections, to update them, and to correct mistaken

"Neuro-Linguistic Programming is about the ability to discover and change the way we communicate (internally, with ourselves, and externally, with others) in order to achieve our specific and desired outcomes."

representations, so that our life experience reflects more of what we want—personally, in our relationships, and on the job.

NLP's ultimate objective is to contribute to increased choice leading to more fulfilling lives. Put another way, NLP's ultimate objective is to assist you to change your mind about what is possible for you.

OUR PHILOSOPHY

NLP MARIN MISSION

NLP Marin respects and applauds the entire endeavor that is called "Being Human." We value an unwavering, continually playful commitment to uncovering and disclosing whatever allows life to be fun and rewarding – for ourselves and everyone who chooses to participate with us.

CORE VALUES:

1. Removing limitations and attachment to suffering
2. Opening doorways to possibilities and happiness
3. Letting people be who they are without being wrong for it
4. Inspiration and excitement about the future
5. Allowing the imagination to work for us, rather than against us, in the most glorious ways possible

BECOME YOUR OWN MAPMAKER

Through the pioneering work in NLP, we began to understand that maps are infinitely changeable. Change your map, change your reality. Change your map, change your experience of life. Change your map, and how you understand and relate to yourself, to others, and to your involvements in life can all change. Where there was limitation, there can be new choice and new opportunity. Anywhere! Whatever you are doing! Whomever you are with! Whatever the context!

Take a moment now to think of an aspect of your life that is presently not how you would like it to be. What stops you from having the experience you want is what is or isn't on your map. As your own mapmaker, you can move or remove what is outdated or inaccurate and that no longer serves you. You can add and rearrange in new ways to provide the opening for exciting new choices and fulfilling new experiences.

Maps of Reality

Through our neuro-linguistic programming process, we each create our own unique internal map of reality.

We each go through life operating from a self-created, internal map that represents our understanding of what is real. Actually, this map is much like a “Thomas Bros.” book of maps with individual maps for the different areas of our lives, the pages of which are all interconnected and interrelated. It has often been observed that, “the map is not the territory.” The map merely describes the territory, yet we operate in life as if the map were reality itself.

As human beings, we cannot NOT operate from an internal map of reality. Our ability to generate and operate from internal maps of reality is part of what makes humans so wonderfully complex and fascinating. Maps are different from person to person, even when life experiences and circumstances appear, to the casual observer, to be nearly identical. Like physical maps, our internal maps are only as accurate as we can make them at the time and, unfortunately, they are often not updated. Therein lies the problem. Inaccurate and outdated though our maps may be, we live our lives as though our maps were our reality!

Our inner maps of reality comprise nearly all of what we deal with as human beings. The structure and content of these maps determine what is real and unreal, achievable and unachievable, believable and unbelievable—uniquely for each of us. In this way, our maps determine the choices and responses each of us is able to make in life.

NLP – The Study of Human Excellence

Neuro-Linguistic Programming has its origin in speculative wondering: “How is it that people with amazingly similar backgrounds can be so different in their ability to generate meaningful and fulfilling life experience for themselves and for others?”

That wondering led to two questions: “Is it possible to identify the differences that make the difference between excellence and the lack of it?” and “If so, can we make these differences teachable and learnable to enhance life experience for everyone?”

The Structure of Experience

Three decades ago, the originators of NLP answered both questions with a resounding “Yes!”

NLP provides us with the ability to gain access to human experience at the structural or process level—the level of our inner reality maps. At the structural level, our experience is made up of endless combinations of internal pictures, sounds, feelings, tastes, and smells—many, if not most, of them outside of our conscious awareness. It is through its ability to rearrange these combinations that NLP has the ability to so profoundly change experience—personally and interpersonally.

Study of the structure of experience led Bandler and Grinder to notice external signals and cues that were the keys to understanding the “how” of certain kinds of thought processes and behavior. They were able to assemble this understanding into a system that allowed its user to know how another human being creates his or her experience—how they organize and maintain their unique internal maps of reality that correspond to and organize their experience of the external world.

Understanding our own maps of reality empowers us to make changes that lead to the life experiences we want.

Understanding and having access to another's map of reality makes it much easier to step off our own map and respectfully step onto the other's. When this happens, the other person most often experiences it as a precious gift. They often comment, "Finally, someone understands me!" As a result, connection, interaction, cooperation, and accomplishment of desired results are all enhanced.

PRESUPPOSITIONS OF NLP

The NLP model includes a set of very positive assumptions about human beings and human behavior. Some of the most important of these "presuppositions" are:

1. All behavior has a positive intention.

For the part of the person that is responsible for a particular behavior, that behavior has a positive intention.

2. People make the best choices they can, depending on their maps.

Human beings work perfectly to produce the results they are getting. No one is broken.

Given the choices we are aware of, we each do the best we know how to do at every moment in time. We make the best choice available given our resources, environment, conditioning, and other functions of what is and is not part of our model of the world—our inner map of reality. When people have better choices available, they use them.

Healing, growth, and success are not a question of getting rid of behaviors, but rather of acquiring more behavioral choices that provide more options for useful responses in all areas of our lives.

3. Everyone has within them all the resources they need to be, do, and have what they want. The problem, if there is one, is ACCESS!

People have access to rich internal representations and strategies and, therefore, can access all the resources necessary for them to make whatever changes they want. It is only a matter of effectively accessing those resources in appropriate times and places. The problem, when there is one, is getting access to those resources.

4. It is useful to make a distinction between behavior and self.

This is what it's all about—the freedom to find expression for yourself. Your behavior at any moment is not you. If you think of any behavior as being you, you are cheating yourself. Making distinctions between behavior and self allows flexibility of behavior on the outside and leads to flexibility of behavior and experience on the inside.

5. The Map is not the Territory.

People are mapmakers constructing representations of their experience.

We, as human beings, do not respond directly to the outside world. Rather, we make a map or model based on our conditioning and experience. This map is made up of pictures, sounds, feelings, smells, and tastes. The model that we create determines what our experience of, and responses to, the world will be. Even though much of our map is outside of our conscious awareness, it still determines how we perceive the world and what choices we have available—or not—as we interact with that world. To change our experience we must change our maps.

6. There is no such thing as failure, only feedback.

There is no such thing as failure, only experience that helps us stay on the path to success. All

information that comes to us can be utilized. Behavior always gets results of some kind. Experience provides the opportunity for gaining wisdom. It is only when we label and judge personal experience—rather than understand and use it—that we short-circuit the opportunity to learn. Feedback is what enables us to adjust our behavior in the direction of success. We only fail when we quit trying.