

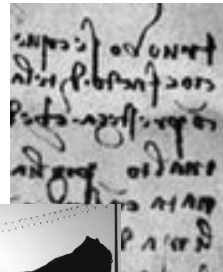
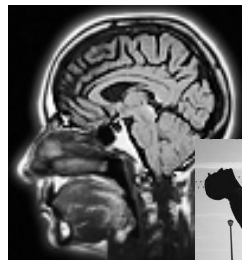
# pilot your power *NOW!*

## *A Brief Journey Through NLP*

*Neuro-Linguistic Programming*

*We do not perceive reality, merely a model of that reality*

*By*  
*Gina Mausner*  
*&*  
*Carolyn Sampson*



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# A Brief Journey Through NLP

*We do not perceive reality, merely a model of that reality*

## NLP

### *Neuro Linguistic Programming*

NLP is the study of how people think and experience their world. It is a behavioral model, set of skills and techniques designed to study conscious and unconscious behaviors. A core principle of NLP is that people's thoughts and language interact to create their perception of the world. NLP uses a variety of strategies to evaluate behaviors based on those individual perceptions. According to NLP you experience life not by responding to what is *actually* in the world, you respond by your internal representation (model or map) of that world.

**Neuro** relates to what happens in our mind. It is about our neurological system. As we experience our world through our senses, we translate those experiences consciously and unconsciously in our brain. That process affects our daily emotions, physiology and behavior.

**Linguistic** refers to how we use language to conceptualize our experiences and communicate that with others. We are constantly communicating both verbally and non-verbally. NLP studies how the words we choose affect our life experiences.

**Programming** refers to the consistent and persistent behavior patterns in our lives. These patterns are based on how we "code" or internally represent our life experiences. Our brain deletes, distorts and generalizes each of our experiences based on our prior experiences and references. Our personal programming is based on our internal processes and thinking patterns that determine how we act, solve problems, learn and live. This is the essence of our experience in life.

## Maps of our Lives

### *The Map is Not the Territory*

A fundamental premise of NLP is "the map is not the territory". What that means is that several people can experience the same event but each person's experience will be different. After the event, each person's memory of the event would be different. Their internal representation ("map" or "model") of that event would be different from the *actual* event itself. Similarly, a map is only one person's picture or representation of a geographical area, it is not the *actual* geographical area itself.

NLP does not change the world. It is merely a set of skills and techniques to help people change their perceptions of their world to create more effective maps to improve their lives.

Our maps form our identity, beliefs, and our ways of thinking in our lives. It is essential to create positive forward thinking maps to reach our desired goals and successes in life.

# Reticular Activating System

## *The Brain's Internal Radar System*

The reticular activating system (RAS) is the network of cells and nerve fibers in the brainstem that receives and processes external inputs using our senses. These inputs come from a variety of sources - our experiences, language and internal thoughts. The RAS is considered to serve as the filter for what enters our conscious and unconscious mind. It operates as a radar system honing in on what is most important to us. Our maps or models of our world help the RAS to identify what to be alert to.

When we have certain thoughts and beliefs, our RAS will set out to "prove" those thoughts and beliefs. Our RAS will focus on filtering in data that supports those beliefs and filtering out what is not consistent with those beliefs. For example, if you consistently focus on and believe "I am always sick". Your RAS will set out to prove it by filtering your experiences to only provide inputs (proof) of sickness. Conversely, if you focus on and believe "life is good", your RAS will set out to prove that by filtering out all references except those that prove your life is good.

## NLP Model of Communication

### *Filters*

To understand how we process information through our neurology, NLP uses a "model of communication". It is based on the notion that our five senses - sight, hearing, touch, taste and smell - receive two million bits of information per second. Studies show, however, that our conscious mind can only process approximately 134 bits per second. In order to compensate for this vast difference (two million bits down to 134) the mind alters our inputs by **deleting, distorting and generalizing** the information through our personal filters (attitudes, beliefs, meta-programs, decisions, language, memories, time/space/matter/energy, masculine/feminine, cognitive styles etc).

**Deleting** occurs when we omit data or selectively focus on certain parts of our experience and not others. Think of a time when you were so engaged in a conversation with someone that you were unaware of other events going on around you. You unconsciously deleted the surrounding events while consciously focusing on the conversation.

Read the following examples:

A snake in the  
the grass

A pie in the  
the sky

In order to make sense of what you see, there is the tendency to delete that which doesn't make sense to you.

**Distorting** occurs when we misinterpret the information we receive. A man walking along the road sees what he believes to be a snake and yells "SNAKE." However, upon arriving at that place he is relieved as he discovers it was only a piece of rope.

**Generalizing** occurs when we group ideas, people or things in a convenient category or draw global conclusions based on past experiences and familiarity. Examples of generalizations are: "The communication in this company is poor" or "My coworkers are all lazy".

## **State – Internal Representation - Physiology**

### *A Constant Interplay of Factors*

**State** refers to our internal emotional state – a happy state, a sad state, a motivated state, and so on. Our state at any given time is the result of the interplay between our internal representations (maps/models) and our physiology. Physiology is another key component to our state. The more healthy and vibrant we are, the more positive our state. The less energized and less healthy we are, the less positive our state.

## **Behavior/Actions**

Our emotional state at any given time determines our behaviors. The process of receiving input, filtering that input to create our internal maps and interfacing with our physiology – all influence and guide our behavior. NLP is the study of this process.

This process happens in a fraction of a second and none of it has to happen in any particular order. We are in a constant state of flux, where our physiology can affect our emotional state just as easily as our behavior can affect internal representations (maps). It is a constant flow among all of these factors.

## **Creating Our Future**

Once we understand how our internal processing system operates to create the maps of our lives, we can make even more conscious choices about how to change those maps to live even more effectively and successfully. We can learn to more positively influence ourselves and others.

NLP is all about discovering these maps of our lives and rewriting them in a more positive effective way to create the life we desire.



## Carolyn Sampson

*Success Strategist  
Peak Performance Coach*

Carolyn Sampson is a success strategist and peak performance coach. She is a woman who is truly inspired by grace. She lives her life as a role model for others in her daily actions and devotion to her faith. She has true integrity and sincere care and love in all she does. Her joy and passion comes from her genuine desire to serve others and to guide them to reaching their ultimate goals in life in positive and effective ways. She has numerous years of experience serving people internationally through her many charitable pursuits and has worked on Habitat for Humanity projects internationally and countless other programs. As a successful trainer for the Anthony Robbins Company, she has run numerous teams of people teaching them strategies for personal growth, wealth accumulation and life mastery. She has coached individuals worldwide to guide them to creating more effective masterful lives. She has lived a multi-faceted life that has spanned a wide range of experience. In the professional world she is a talented and visionary leader with a reputation for integrity and ability to produce results. Through her various professional endeavors, she has delivered strong gains in revenue and asset value within new, established and volatile markets. She is highly skilled in turnaround management and business development along with a solid track record of success in P&L results, general management, and strategic planning. More specifically, Carolyn established and built from conception a large-scale European based mission critical, software development center that generated multi millions of dollars in revenue while managing a expansive professional staff. She also reengineered and revitalized the Professional Service (Consulting and education) business for BEA in the Nordic region and had responsibility for BEA's largest global PS account. She has a Bachelor of Science in Engineering from the University of Redlands. In addition to her professional pursuits and her continual projects to serve the greater good, Carolyn is an avid athlete. She loves to hike, swim and is learning to surf! She has lived internationally and continues to travel extensively. More recently, she spent 6 weeks in Fiji learning the native culture and serving people in a program called Life Mastery designed to help individuals create a more healthy and balanced lifestyles. She is passionate about her Christian faith and all the values embodied within her faith. She is close to her loving family in Colorado Springs, Colorado and continues to share many special moments with her amazing friends who live throughout the world.



## **Gina Mausner**

*Founder & Visionary  
Peak Performance Coach*

Gina Mausner is the founder and visionary for Pilot Your Power Now! She has always dreamed of creating an organization that inspires and energizes people to rediscover and powerfully embrace their passionate amazing lives and has realized that dream through Pilot Your Power Now! She is a life coach & mentor and is a certified practitioner in the area of Neurolinguistics (NLP) and Time-Line Therapy. She has years of experience successfully coaching numerous people on a wide array of issues dealing with relationships, family, finances and careers. She has successfully helped them make their own positive choices to permanently move their lives to their next extraordinary fulfilling levels, reach their goals, live their dreams and achieve their own sense of spiritual fulfillment. For many years she has lectured to many community groups, middle schools, high schools, colleges, and other organizations on issues related to creating and maintaining health and happy relationships, identifying relationship abuse and ending domestic violence. She was also featured on the show Motherworks for the Lifetime Cable Channel. She has helped numerous victims of domestic violence through the California court systems. She has been a lawyer and a member of the California State Bar for seventeen years and for many years she practiced law with the San Francisco law firm Farella, Braun & Martel. While practicing law, she focused on general business law with an emphasis on start-up companies. She has extensive business organization and management expertise. She has counseled numerous entrepreneurs in all aspects of organizing and operating various business entities and has negotiated and documented a wide range of business agreements, financing deals, acquisitions and real estate deals. She has lectured extensively at industry conferences and trade groups on business planning, organizational structuring and related legal matters. While she practiced law in San Francisco, she was an arbitrator for the San Francisco Better Business Bureau where she resolved countless disputes involving businesses in the San Francisco Bay Area. She was also the Chief Financial Officer, General Counsel and Partner in J.S. Oliver Capital Management, L.P. where she created and managed the infrastructure and operations of this successful San Diego based money management firm. Prior to becoming a lawyer, Gina was an entrepreneur who provided numerous businesses with assistance in various business matters including preparation and implementation of business plans, negotiation and implementation of various financing means and organization of internal business structure and systems. Gina received her J.D. from the Boalt Hall School of Law, University of California at Berkeley. In addition to these professional successes, she has owned and operated a nursery school. She has coached a high school tennis team to win the championship in their region. She is also a triathlete and on many days you will find her swimming in the ocean at La Jolla Cove. She has traveled extensively and cycled in many countries around the world and loves any outdoor adventures especially those in the ocean. She has even trained in Thailand to be a Mahoot to guide and ride elephants. Her true inspiration comes from her many friends and loving family and the magical moments they continue to create together.

Gina Mausner  
8036 Entrada de Luz West  
San Diego, CA 92127

Phone: 858-756-8163

Fax: 858-756-7130

[gina@pilotyourpowernow.com](mailto:gina@pilotyourpowernow.com)

[www.pilotyourpowernow.com](http://www.pilotyourpowernow.com)