

## NLP TIPS OF THE MONTH MARCH 2007 EDITION

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### EMOTIONAL STATES

#### WHY IS LEARNING ABOUT STATES IMPORTANT?

- The emotional state you are in at any moment will affect everything else going on in and around you. For example, if you are in a highly motivated state, that will influence others around you to be the same.
  
- **Two goals to aim for:**
  1. Know how to be in the right state for what you want to do, and
  2. Know how to change your state whenever you want to or need to.
  
- **Why?** The way you feel inside largely determines the results you get. Put simply, YOU GET WHAT YOU FOCUS ON. So, be sure to FOCUS ON WHAT YOU WANT!
  
- Always choose the state that will enable you to get the results you want.

## WHAT ARE STATES?

- A state is simply ANY emotion that you are feeling at any moment that is displayed by your behaviour e.g. Happy, sad, motivated, excited, highly energised.
- Your brain talks to your body and the body back to brain. It is impossible to feel an emotion/state (brain) that runs opposite to what's happening in the body – you get what you focus on!

## WHAT IF TAKE CONTROL OF MY EMOTIONAL STATE?

- When people interact with you (e.g. in a meeting, at home, in the office) really you have no clue what has happened to them before they got to work, came home, started talking with you (e.g. rushed, traffic jam, argument with a partner, coming back from days off, etc).
- Regardless of this, YOU need to be sure that if their state is NOT ideal for the purpose of your communication, YOU need to move them into a useful state.

- **YOU do this two ways:**
  1. By getting into the desired state yourself, and they will follow, and
  2. Asking questions to focus the person/s on the goals of your interaction.
  
- Knowing this, then YOU can change the way you feel, anytime, anyplace. YOU are in CONTROL.
  
- The bonus is you will change the state of those around you based on your state – so CHOOSE carefully!