



### Creating Inevitable Success: 5 NLP Steps

1. Appreciate your goal, pay attention to how attractive that goal is, make it as compelling as possible
2. Set your brain on the path toward achieving your goal so that it's working on it all day long – traveling the actual path will then become much easier
3. Vividly imagine that you have already achieved your goal, then walk back and examine the pathway toward your goal
4. Notice specific steps on the pathway you took to get there, including all those different elements – the resources, the abilities, the actions, and the people – that led, step-by-step, toward your goal
5. Go back to the present with a new appreciation for the steps on the path to your goal

#### *Example: Getting the Best out of Students*

To get the best out of his students, Benjamin Zander, a celebrated music teacher, on the first day of class tells his first-year students that they all get an A. There is only one condition. Their first assignment is to write a letter to him – dated on the last day of class - explaining why they deserved the highest grade. This dramatic role reversal is a great confidence builder for his students. Students invariably knock themselves out for that A because they do more to earn their own personal A than they would ever do for the traditional A given by a teacher.