

STEVE ADAMS PRESENTS

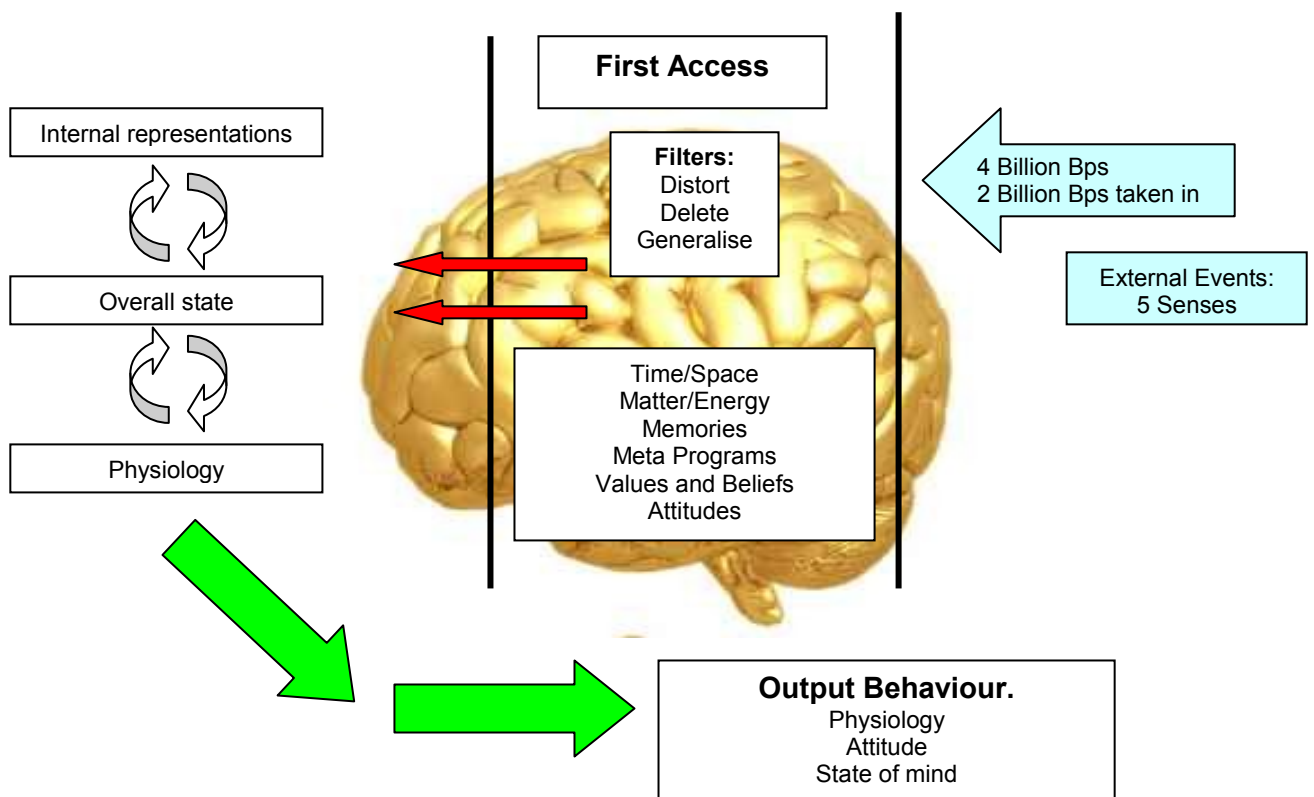
The NLP Communications Model

From the five senses (4 billion Bits of information per second), a lot is lost through 3 processes: of :

- **Deletion**
- **Distortion**
- **Generalisation.**

The information is then passed through thousands of miles of neurological networks before we have any conscious awareness of the meaning of the information.

It is then **distorted**, **generalised** and partially **deleted** before being filtered according to our past experiences built up over a lifetime.



NLP allows you to make certain suppositions from the model:

- If you want to change your behaviour, you can change your state
- If you want to change your state, you can change your Internal representations and physiology
- If you want to change your “filters”, you can change your projections
- If you change your projections, you will influence external events