

28 Day Sigil NLP Practitioner Practice Guide

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#	Exercise	Description
1	Use Milton Model Pattern: Mind Read	I know you're wondering...
	Detect Meta Model Violations: Mind Reads	How do you know _____ ?
	Use TIME Techniques: Negative Emotions #1	Hurt and Guilt
2	Use Milton Pattern: Lost Performative	It's a good thing to...
	Detect Meta Model Violations: Lost Performative	Who says it's _____ ? How do you know it's _____ ?
	Add powerful states(s) to your resource anchor	i.e., Happiness
3	Use Milton Model Pattern: Cause & Effect	If you... then you... As you... then you...
	Detect Meta Model Violations: Cause & Effect	How does what X is doing cause you to Y?
	Create your goals for success: 3 years (Use Keys to an Achievable Outcome, SMART and TIME Techniques and TYD)	Where do you want to be? What do you need to do to get here?
4	Use Milton Model Pattern: Complex Equivalence	The fact you're _____ means _____.
	Detect Meta Model Violations: Complex Equivalence	How does _____ mean _____ ? (Or find counter-examples)
	Create your goals for success: 1 year (Use Keys to an Achievable Outcome, SMART and TIME Techniques and TYD)	Where do you want to be? What do you need to do to get here?
5	Use Milton Model Pattern: Presupposition	Do you realize how many things you're learning?
	Detect Milton Model Violations: Presuppositions	How do you choose _____ ? How do you know _____ ?
	Create your goals for success: 6 months (Use Keys to an Achievable Outcome, SMART and TIME Techniques and TYD)	Where do you want to be? What do you need to do to get here?
6	Use Milton Model Pattern: Universal Quantifier	Everything/All/Nobody _____.
	Detect Meta Model Violations: Universal Quantifiers	Never? What would happen if...? (Or find counter-example)
	Create your goals for success: 3 months (Use Keys to an Achievable Outcome, SMART and TIME Techniques and TYD)	Where do you want to be? What do you need to do to get here?

7	Use Milton Model Pattern: Modal Operator (Possibility and/or Necessity)	You can give me the employee discount... can't you?
	Detect Meta Model Violations: Modal Operator (Possibility and/or Necessity)	What would happen if you did? Or? What prevents you?
	Add powerful states(s) to your resource anchor	i.e. Falling down laughing
8	Use Milton Model Pattern: Nominalization	As you listen to me, thinking those thoughts, feeling those feelings...
	Detect Meta Model Violations: Nominalization	Just De-Nominalize
	Design a metaphor for someone in your life	Use Milton Patterns as much as possible
	Goals	Ensure you're <u>taking action!</u>
9	Use Milton Model Pattern: Unspecified Verbs	And you can... can you not?
	Detect Meta Model Violations: Unspecified Verbs	How, specifically?
	Watch eye patterns on TV	Interview shows or reality shows are best – don't watch actors!
10	Use Milton Model Pattern: Lack of Referential Index	One can give an unexpected gift to another for no reason.
	Detect Meta Model Violations: Lack of Referential Index	Who specifically? In regards to whom?
	Elicit Someone's Strategy	Decision Strategy
11	Use Milton Model Pattern: Comparative Deletion	It's better to _____.
	Detect Meta Model Violations: Comparative Deletions	Better than whom/what? Compared to what?
	Sensory Acuity: Skin color	Notice people's skin color as you communicate with them.
12	Use Milton Model Pattern: Pace Current Experience	As you're standing there, listening to my voice...
	Detect Meta Model Violations: Simple Deletions	Compared to what?
	Sensory Acuity: Skin/Muscle Tonus	Look for the shine – especially in the face
13	Use Milton Model Pattern: Double Bind	I wonder if you would give me your employee discount, or the senior discount
	Listen for Presuppositions: Existence	Tip-offs are nouns
	Sensory Acuity: Lower lip size	Size plus existence of lines

14	Use Milton Model Pattern: Conversational Postulate	Do you feel like it's time to _____ ?
	Listen for Presuppositions: Possibility/Necessity	Tip-offs are modal operators
	Sensory Acuity: Breathing rate	In peripheral–no staring
	Add powerful state(s) to your resource anchor	i.e., Confidence
15	Use Milton Model Pattern: Extended Quote	Last week, our trainer's grandfather told him about a friend who said...
	Listen for Presuppositions: Cause/Effect	Top-offs: Makes, if... then
	Sensory Acuity: Breathing location	High, medium, low, belly
16	Use Milton Model Pattern: Selectional Restriction Violation	You know the walls have ears. If only they could talk.
	Listen for Presuppositions: Complex Equivalence	Tip-offs: Is, Means
	Sensory Acuity: Eyes	Focused or defocused
17	Use Milton Model Pattern: Ambiguity	Here/here. I want you to notice your hand me the glass.
	Listen for Presuppositions: Awareness	Tip-off: Verbs with VAKOG
	Sensory Acuity: Eyes	Pupil dilation
18	Use Milton Model Pattern: Utilization	<i>I'm not sold.</i> That's right, you're not sold, because...
	Listen for Presuppositions: Time	Tip-offs: Verb tense, stop, now, yet
	Rapport: Match/Mirror/Lead Everyone	Posture
19	Listen for Presuppositions: Adjective/Adverb	Tip-offs: Adjective/Adverb
	Listen for Limiting Beliefs/Decisions	When did you decide that?
	Rapport: Match/Mirror/Lead Everyone	Gestures
20	Listen for Presuppositions: Ex/Inclusive Or	Top-offs: Or
	Elicit Someone's Strategy	Motivation Strategy
	Rapport: Match/Mirror/Lead Everyone	Breathing
	Goals	Ensure you're <u>taking action!</u>
21	Listen for Presuppositions: Ordinal	Tip-offs: A list of some kind
	Elicit Someone's Strategy	Reassurance Strategy
	Rapport: Match/Mirror/Lead Everyone	Vocal Tone
	Add powerful state(s) to your resource anchor	i.e., Generous
22	Predicates: Use visual all day long	See, look, view, appear, show, dawn, reveal, envision, illuminate, etc
	Rapport: Match/Mirror/Lead Everyone	Vocal Tempo
	Agreement Frame	I appreciate that, and...

23	Predicates: Use auditory all day long	Hear, listen, sound, make music, tune in/out, harmony, etc
	Rapport: Match/Mirror/Lead Everyone	Vocal Volume
	Agreement Frame	I respect that, and...
24	Predicates: Use kinesthetic all day long	Feel, touch, grasp, get a hold of, slip through, etc
	Rapport: Match/Mirror/Lead Everyone	Chunk Size
	Agreement Frame	I agree, and...
25	Predicates: Use auditory digital all day long	Sense, experience, understand, learn, think, process, etc.
	Rapport: Match/Mirror/Lead Everyone	Posture
	Watch Eye Patterns On TV	Interview shows or reality shows are best – don't watch actors!
26	Hierarchy of Ideas: Chunk all conversations up	For what purpose?
	Rapport: Match/Mirror/Lead Everyone	Predicates and phrases
	Goals	Ensure you're taking <u>action!</u>
27	Hierarchy of Ideas: Chunk all conversations down	What are examples of this?
	Rapport: Match/Mirror/Lead Everyone	Predicates and phrases
	Design a metaphor for someone in your life	Use Milton Patterns as much as possible
28	Hierarchy of Ideas: Lateral-chunk everything	What is this an example of? What are other examples of this?
	Rapport: Match/Mirror/Lead Everyone	Everything
	Add powerful state(s) to your resource anchor	i.e., Compassion
	Continue learning, integrating and using	At the unconscious level

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