

# Navigating Emotions and Growth: Exploring NLP, Maps, and Territories

## *Quick recap*

Annie and others discussed various topics including dancing, Neuro-Linguistic Programming, emotional navigation, personal growth, and relationships. The concept of maps and territories was explored to understand and work with the human mind. Participants shared personal experiences and insights on parenting, business challenges, and the importance of celebrating successes and empowering oneself and others.

## *Summary*

### **Dancing, Partner Dancing, and Psychedelic Experiences**

Annie, Laura, and Lisa discussed their experiences with dancing and partner dancing. Annie expressed her desire to take a dancing class with her husband, inspired by Laura's video. Laura emphasized the importance of the leader and follower roles in partner dancing. Lisa shared her profound experience with psychedelic mushrooms, which led to forgiveness for her late husband and a presentation to 90 YPO executives about the power of psychedelics. The conversation then shifted to a discussion about the human mind's ability to filter and curate information, with Annie explaining how our minds generalize and distort data for efficiency and sanity.

## **Maps, Territories, and Empowering Neuro-Linguistic Programming**

Annie discussed the concept of maps and territories, highlighting that our perceptions of reality are subjective and influenced by our mental maps. She emphasized the importance of recognizing whether these maps are empowering or disempowering, and how they impact our actions and decisions. Annie stressed the need to collaborate with clients to build empowering maps that produce desired outcomes and to identify disempowering frames in their existing maps. She also discussed the origins and principles of Neuro-Linguistic Programming (NLP), which is a systematic approach to understanding and working with the human mind. Annie mentioned that NLP is about creating an empowering map of reality, not fixing reality itself. The discussion touched on the idea that problems are mental habits that can be transcended through understanding and working with the inner mind.

## **Navigating Unfamiliar Emotional and Psychic Terrains**

Annie discussed the importance of navigating through unfamiliar emotional and psychic terrains, emphasizing the need for courage, audacity, and resources. She likened this process to a baby learning to navigate the world without a map and stressed the need for clients to fully experience and understand their emotions. Annie also highlighted the importance of holding space for clients, encouraging them to explore uncharted territories and trust that maps will emerge as needed. She concluded by emphasizing the transformative nature of this process, likening it to reprogramming the system with new maps. Annie also discussed the importance of understanding and navigating different perspectives, particularly in coaching, and the value of curiosity and occupying different perspectives. Carla shared her own experiences of reintegration and rebuilding of maps, and the delight of witnessing someone else's map. The discussion concluded with Annie emphasizing the importance of adding to someone's map and model, rather than trying to get rid of something.

## Parenting Teenagers and NLP Applications

Annie and Lisa discussed their experiences with parenting teenagers. Lisa shared how she had to adapt her parenting style to understand her son's perspective and maintain a good relationship with him. She also mentioned how she had to balance her role as a parent with her son's need for freedom. Annie shared her realization that she couldn't force her daughter to do anything, and instead, she had to guide her toward making choices. They also discussed the concept of the "map is not the territory" in the context of NLP and how it can be applied to help individuals navigate their thoughts and emotions. Annie used this concept to help a client who was feeling overwhelmed by the need to decide between different futures.

## Transcending Dichotomies and Heart-Based Decision Making

Annie discussed the concept of dichotomies and how they can limit our growth and understanding of reality. She emphasized the importance of transcending these dichotomies to move up the developmental spiral of growth. Annie also shared her belief that compromise is not necessary and that investing in something can lead to greater returns. She then guided Carla through a process of attuning to her heart and exploring her feelings about a potential investment in a new work project. Carla reported feeling intense heartbeats, which could be interpreted as excitement or fear, highlighting the difficulty in distinguishing between the two emotions.



## **Discussing Structure, Safety, and Entrepreneurial Roles**

Annie and Carla discussed the pros and cons of working within a university structure. Carla expressed her concerns about being outside the university structure, feeling unsupported and unprotected, and having to market her services. Annie suggested that Carla could create a new structure outside the university to feel more fulfilled and protected. They also discussed the concept of structure and safety in their respective roles as entrepreneurs and business persons. Annie encouraged Carla to consider stepping out of her comfort zone and interacting with others, even if it's uncomfortable. They concluded by discussing the approach to helping others achieve their goals, emphasizing the importance of being a useful contribution and considering the timing and receptiveness of the individual.

## **U2 Concert Tickets, Personal Healing, and Coaching Skills**

Annie, Carla, Melissa, and Sacha discussed the challenges of giving away tickets to a U2 concert and the importance of not wasting opportunities for others. Melissa shared her journey of healing and alignment, expressing determination and clarity about her path despite resistance from her husband. Annie offered support and advice, suggesting the use of the "Broken Record Technique" to assert boundaries and communicate effectively with others. The team also discussed the importance of a coaching session, emphasizing the need to focus on the content rather than the appearance of the participants. Annie shared that she had worked with her sister to create a comprehensive list of coaching session elements, which she felt was intuitive for her. She then asked the team if they felt their coaching skills were solid, and if not, what was holding them back.

## **Addressing Burnout and Expanding Coaching Services**

Linda discussed her ongoing efforts to connect with clients and her recent success in signing up a client. She expressed frustration about the challenges of reaching clients and her past experiences with burnout from overworking on social media platforms. Linda also mentioned her current focus on energy work and coaching, and her decision to pull back from her usual activities due to personal and professional challenges in August and September. Annie emphasized the importance of avoiding burnout and learning from past experiences to take steps forward. She suggested that Linda's role as a healer could be extended to address chronic issues, not just acute ones, and encouraged Linda to see herself as an educator, helping clients to support long-term systemic upgrades. Annie also stressed the importance of providing ongoing support for clients and the importance of self-care for coaches. They discussed the issue of clients feeling shame about their relationship problems and the concept of a "graduation" from a relationship. The conversation ended without a clear resolution or next steps.

## **Addressing Relationship Dynamics and Empowerment**

Elise expressed concern about others perceiving her husband Hector as weak or needing help, which she finds damaging to their relationship. Annie suggested Elise's reluctance to discuss her accomplishments might enable Hector's behavior of seeking sympathy. Annie proposed Elise's personal growth and empowerment could encourage Hector to take more responsibility in their relationship.

## **Discussing Success, Relationships, and Business Dynamics**

Annie and Elise discussed the importance of celebrating successes and sharing excitement with others, drawing parallels to tribal practices. Elise shared her past struggles with her spouse, Hector, over ownership of their business and the dynamics of their relationship. Annie advised Elise to see Hector as powerful and big, and to give him his due credit for his contributions to the clinic. They also discussed the potential impact of their situation on their marriage and Hector's self-esteem. The conversation ended with Elise acknowledging that her partner is now back in her professional space.

## **Embracing Personal Charm and Celebrating Successes**

Annie and Elise discussed the need for Elise to step into her charm and shine, which she currently hides. Annie suggested that Elise should celebrate her achievements and successes, both privately and publicly, to bridge the gap between her actual prowess and what is displayed. Annie also emphasized the importance of being accurate and honest in one's commercial, rather than bragging. The analogy of an Apple Store was used to illustrate this point. Annie also encouraged Elise to be proud of even the smallest achievements, as this would lead to more significant outcomes. The conversation ended with Annie encouraging Elise to embrace her magnificence and to market her achievements.