

# Success is not random.

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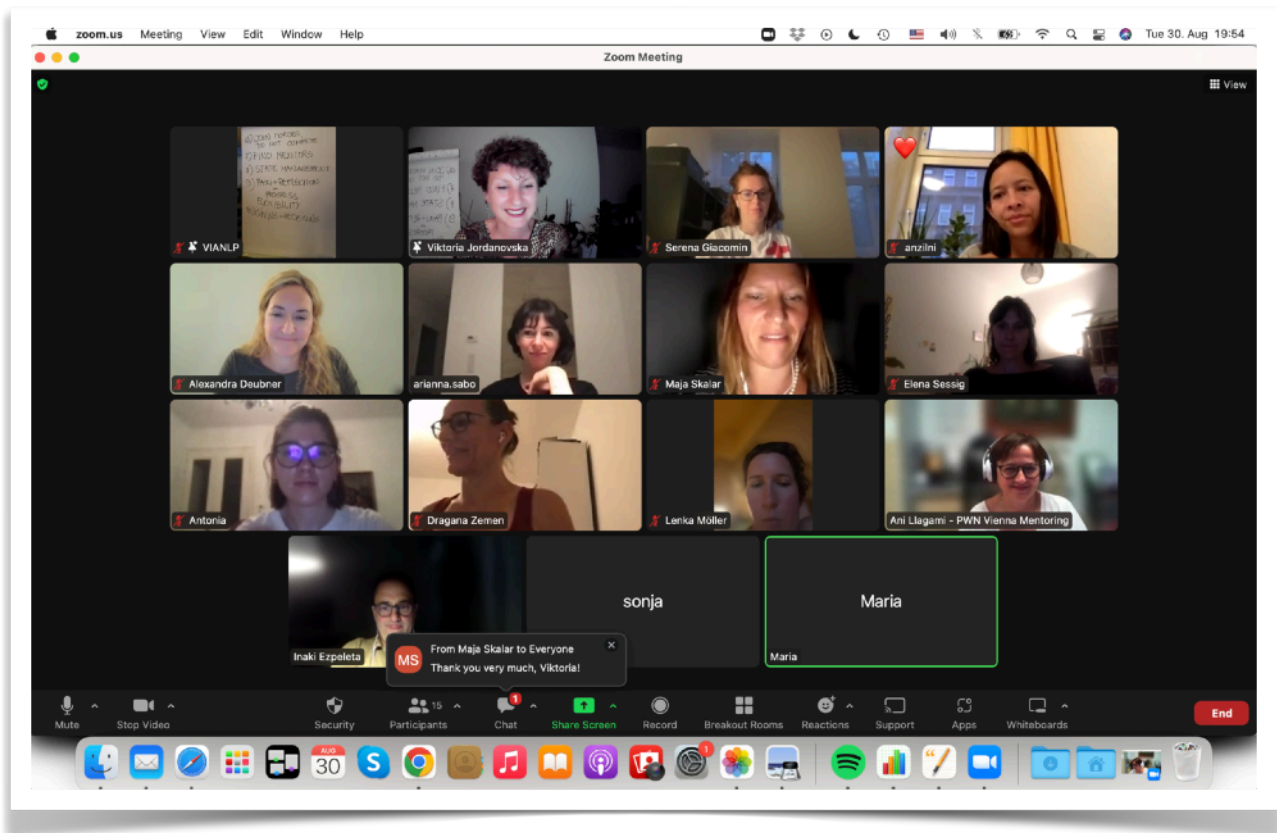


*With this newsletter I am excited to share with you matters I care about, hoping that it will inspire you to reflect, act and develop greater confidence and self-awareness in your roles. **Because the most important relationship in our life is the one we have with our Self!***

*Let us begin by welcoming the month of September! Let's make it successful.*

Two days ago I had a wonderful workshop with the mentors and mentees from the [PWN Vienna](#) Mentoring Program on **Principles of Success**. We all agreed that one of the principles we usually forget about is: **TAKING ACTION!** Let's say we know what we want, we think a lot about it, we plan, we think again, we plan again, we find some excuses, we think more, consult with friends, we change the plan, think some more... What I constantly hear lately, and I think you will agree with me, is the advice to think positive. And, while it is definitely better to think positive than think negative, just thinking positive will not help us be successful in our endeavors. It is very simple, **thinking positively about playing a musical instrument will not make you a musician, right?** You need to actually get the instrument in your hands and play it to become a musician. So, **positive thought combined with action is of paramount importance for success.**

**Taking action builds the muscle of confidence, too! Just like with any muscle, the more you practice it, the stronger it becomes.**



Recently I had an interesting experience. I needed a consultant for one of my projects and I got a recommendation from a friend. I reached out to them by writing an email to the generic email address listed on their website. Within minutes of sending the email, an unknown number called me. It was the consultant! Woow, I was surprised with the proactiveness and during our conversation even mentioned it. They said: *"If I leave it for later, I might never get to it. I have this principle of immediately taking action."* No wonder he is among the best in his field.

**So, how are you doing when it comes to taking action? Are you procrastinating or proactivating?**


Take a moment to reflect if your behavior takes you closer or further away from your outcomes, goals and dreams. If the latter is the case, you better change what you are doing.

*To continue, an announcement:*

## Q&A on Neurolinguistics

I invite you to a free 60- minute interactive Q&A session on Neurolinguistics.

- Debunk the most common myths about NLP
- Talk about what NLP is and what it isn't
- Answer all of your questions - you can literally ask me anything :)
- Learn basic NLP tools that you can use right away
- Unlock secret surprises for all attendants



Experience Neurolinguistics, ask me anything and **get a special surprise!**

If you are a professional in sales, HR, marketing or if you are an entrepreneur, a coach or a therapist, or in a leadership position - this is for you! **September 13th, Online at 18hrs.** Registration is 1 click away, be proactive now and click: <https://lnkd.in/e8j8kHxH>

*Next:*

### **Strategies: the magic of success!**

There is a structure to every human action, and in NLP terms it is called a **strategy**. A strategy consists of the sequence of mental processes that lead to a specific goal or outcome. **Everything you do is a strategy!** From how you wake up in the morning, to how you get motivated, how you make decisions, how you cope, to how you choose a partner or a job and how you learn. Strategies are how you organize your thoughts and behavior to accomplish a task. **All of your behavior is controlled by your internal process strategies.** They are usually highly unconscious and they direct your life, whether you like it or not!

Basically, a strategy is nothing more than a recipe for success that you use again and again. **Every time you use that exact recipe, like with cooking, you will get the same result.**

The contents of the recipe are the representational systems (visual, auditory and kinesthetic), their specific details and the sequence of the individual steps. If you take a strategy (your own or someone else's) and run the exact same sequence of steps, you will get the same behavior. For instance, **my motivational strategy** consists of three steps: I make a picture in my mind of having the task accomplished (visual), then I get a great feeling inside (kinesthetic) and finally I say to myself "Let's do it!" (auditory). I use the same steps every time I need to motivate myself to do a behavior, whether it's going for a run or doing administrative work.

The implication is obvious:

- *You can use your winning strategies and those of others to generate wanted behaviors (this in NLP terminology is known as modeling).*
- *You can identify strategies that aren't working for you and change the sequence until you get the desired result - meaning you can create new strategies.*

To become aware of your own motivational strategy you need to slow down and begin noticing what is going on in your mind just before you get motivated to do a behavior. Notice which of the senses are involved, and what is the particular sequence. Or, you can also try my strategy, maybe it works for you, too :)

**I am curious to hear your experiences, drop me a comment or a private message.**

*"We need to learn to treat our own brain better - understanding how it works will help us do that." Richard Bandler*

**Would you like to learn more about your internal processes, your unconscious strategies and patterns and how to create a life you desire?** Then join us at the upcoming Neurolinguistics Practitioner. The next group starts on 7th October. Send me a direct message here or email at [contact@vianlp.com](mailto:contact@vianlp.com).

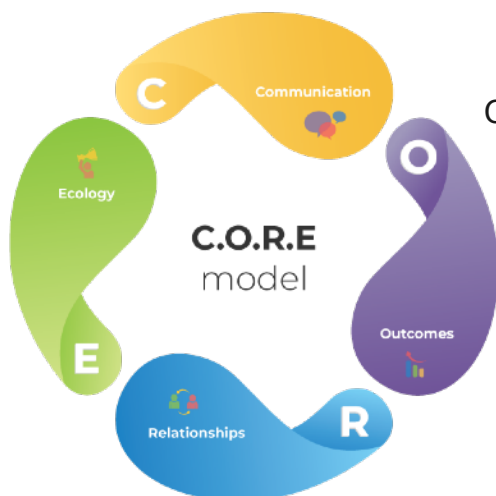
# Neurolinguistics Practitioner

A **breakthrough course** for your personal growth, new insights and perspectives, in which conscious and subconscious behavioural patterns and communication tools are key.

Dr. JohnGrinder, the co-creator of NLP, personally signs your certificate together with Carmen Bostic St Clair and Michael Carroll! This certificate is recognised worldwide and assures you that you will receive the highest quality of NLP education.



*Just before we close,*



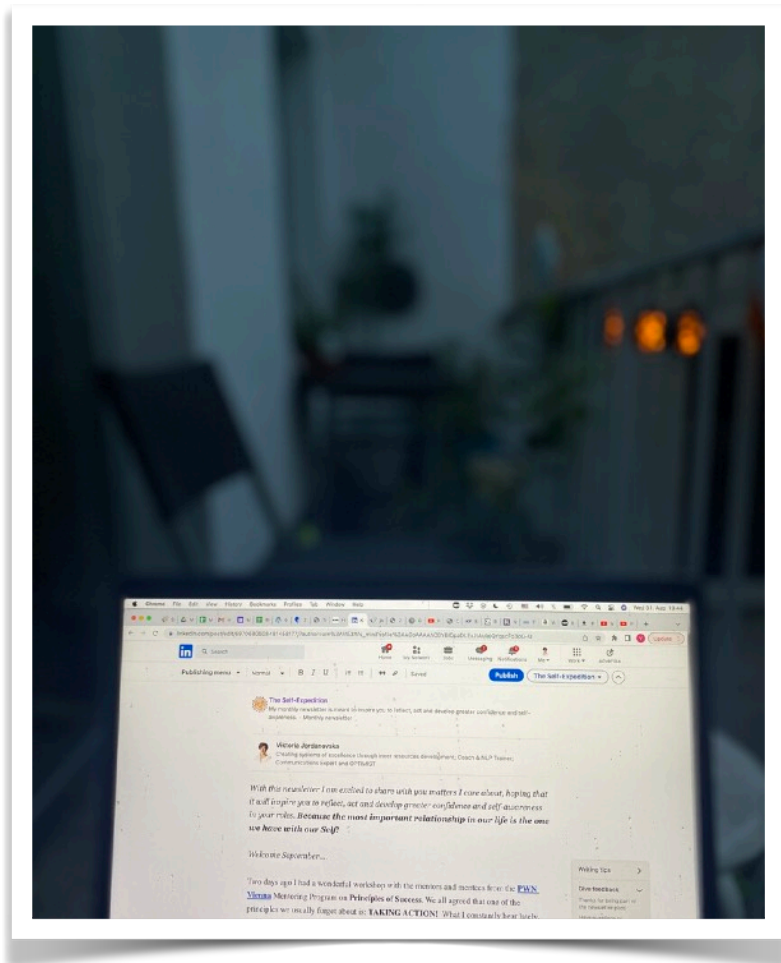
Check out this new program for companies - the [C.O.R.E. Model](#), it is designed to help businesses and people thrive and be excellent by intervening at the core of the problem.

[www.core2excellence.com](http://www.core2excellence.com)

*To finish,*

My message for the month of September is:

*There is no failure, only feedback!  
Fall, reflect, learn from it, get up, straighten your crown and move on.*



### **Conversation starters:**

*(Inspiration and Information Sources)*

I'm reading and watching:

- [I Is An Other - the Secret Life of Metaphor and How it Shapes the Way We See the World](#) by James Geary
- [Moonology - Working with the Magic of Lunar Cycles](#) by Yasmin Boland
- [House of the Dragon](#) - an HBO series