



**Kotan Australia®**

The Secret to “*Elegant Simplicity*” in Business & Life

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## ***Title: Using Neuro Linguistic Programming for a Winning Mindset?***

To give firstly some background for those who are not familiar with Neuro Linguistic Programming or NLP, it is a system that’s only been around for about the last 30 years. NLP is a series of tools and techniques that are in use today by extra-ordinary people in many fields of endeavours and put together into a system. NLP practitioners look for and take excellence, wherever it is found, and then develop a process that can reproduce the excellence ever time. This is fundamentally what NLP is all about.

As an example, if we see someone who is exceptional at golf or tennis or martial arts, they have developed a system either consciously or unconsciously that they follow to get the outcome they want every time. The NLP practitioner writes down every step that they do no matter what, even what appears in between each shot or movement, i.e. breathing, listening or feeling as these characteristics are what make these people exceptional in their chosen sport or profession. Throwing a kick or going into a fight, what do they visualise before the fight, these things are all written down and then put into a process so that process then can be successfully repeated to get the same result of better.

The key is to understand what the expert is doing, what they go through so that you can repeat that process and achieve the same results, or better. Of course practice is needed to develop the skill; the advantage is however that the time it takes to reach mastery is greatly reduced as trial and error is no longer the greater part of the learning process.

Training with a known result, action and reaction puts you ahead of your opponents or competitors. Imagine having all your employees or team members trained in the same method and ability knowing you will get the identical results. Knowing that you can always achieve the highest results will change your mindset to a winning one.

A *Wining Mindset* is where you and your team have a “*continuous state of belief that encompasses your values with energy*”. Through positive experiences, habits are formed by the mind which over time becomes set and re-enforces beliefs as to what you know you can do and achieve!

NLP provides the foundation for a *winning mindset* by developing a series of tools and techniques that allows you to replicate winning and achieve success; whether it is in martial arts, in business or in your personal life. A *Winning Mindset* is available to anybody who is prepared to be open to learning and follow the steps needed using NLP and achieve their outcomes and their dreams...



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*Winning Mindset Flow*

*Information*



*Knowledge*



*Awareness*



*Perception*



*Projection*



*Behaviours*



*Results*

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**Resource Box:**

Mr. Paul Mracek has worked for **over 25 years experience** in Asia, Europe, USA and Australia establishing and building **successful businesses**. Author of several books on success, business, balance and how to apply the “Warrior Mindset”.

Experienced as a Coach, Mentor, Trainer and Consultant supporting both **Businesses & Individuals** who are looking to be at the **Next Level of Performance and success...Personally or Professionally**.

- 7th Degree Black Belt - Taekwonjitsu
- 6th Degree Black Belt - Taekwondo
- OCFM Certified Coach; PPDT Certified Instructor
- Trainer & Master Coach – NLP & Kotan Method
- Chartered Professional Engineer; Fellow: Australian Institute of Management
- Graduate: Australian Institute of Company Directors
- Master Coach & Practitioner: Time Line Therapy® & Hypnosis

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