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The Visual Squash: An NLP Tool For Radical Change (NLP Mastery Book 2)

NLP MASTERY SERIES

THE VISUAL SQUASH



By
JESS MARION AND SHAWN CARSON



Synopsis

The Visual Squash is the premier negotiation strategy. It is a powerful technique that allows individuals and groups to move beyond "either- or" dilemmas and generate new ways of meeting personal and group goals. It also helps coaching clients to resolve parts conflicts and secondary gain issues. This book presents the traditional Visual Squash in a detailed, easy to follow manner so you can begin using it immediately. It also illustrates variations including, the Conversational and Deep Trance squashes. Finally you will discover how to apply this powerful pattern in your business and personal life.

From the Foreword by Melissa Tiers: This book dives deep into one of my favorite NLP patterns. I teach this process in my classes because it encapsulates many of the most important principles behind good change work. Knowing the authors, as I do, I expected a well thought out and presented overview and breakdown of the visual squash and all its variations. This book exceeded those expectations in so many ways and on so many levels. Yes, they deliver the most comprehensive treatment of this pattern that I've ever read, and believe, has ever been written. But, even better, they use this platform to cover the most crucial elements of lasting, generative change that goes way beyond the pattern and into the very nature of change itself. In this book you will learn a complex system that aligns all levels of experience from the behavioral up to identity, covering and uncovering the values, beliefs and unconscious motivations behind the problems and, more importantly, the solutions. Shawn and Jess make sure to give you many different ways of adapting this process to fit any client in any context. From a purely conversational approach more appropriate for a business coach to a deep trance variation perfect for a hypnosis session, you are guaranteed to find useful ways of implementing these ideas. The authors also cover some key linguistic concepts, from temporal and spatial predicates to the whys and hows of addressing nominalizations. This is learning that changes every aspect of the therapeutic/coaching interaction by teaching multi level communication that speaks directly to the unconscious mind. And this, in my opinion, changes everything.

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Customer Reviews

The Visual Squash is a very powerful technique from neurolinguistic programming. The book gives a clear description of how to use the technique, including both walking a client through a formal procedure, doing the procedure conversationally (using formal or informal hypnosis), and a technique for doing the squash with oneself. The writing and descriptions are clear. Someone with formal NLP training will appreciate some of the nuances of the hypnotic language it's being used. The visual squash is used when there is a conflict. For example, a person wants to lose weight, but they are unable to greatly reduce the amount of sugary foods that they are eating. Visual squash sets up a negotiation between the two competing impulses, or parts. The basic premise being that both sides have a positive intention, even if there are undesirable consequences to one of the parts' behaviors. As a hypnotherapist and NLP practitioner I've been using the visual squash since 1990 and have found it to be extremely powerful and effective. This is a great book for a beginner to learn the pattern, and even after all my years of practice I picked up some nuances and some good ideas. I highly recommend this book.

For transparency's sake, I have to state that Jess and Shawn are my teachers. With several graduate degrees, I know a good teacher when I experience one and these two are top notch, that's why I keep going back. They are intelligent and creative teachers that are always exploring and experimenting to see what works. Their inquisitiveness is beneficial for all of their students. The qualities that make these two great teachers, also make this a great book. Their intelligence and

creativity really help this pattern come to life. Their curiosity is contagious, igniting a desire in me to try this pattern in new and exciting ways. They are clear in explaining how to effectively use this technique in a variety of ways. I love that they also explain how to use this pattern for self-coaching. This is worth the price of the book all on its own! This is an excellent reference tool for the experienced NLP practitioner or a great training manual for those who are new to NLP. I highly recommend this fabulous book.

Jess and Shawn write in easy-to-understand and fun-to-read language, explain how the visual squash applies to many coaching and hypnosis sessions that don't at first seem like a parts conflict, in business, self-coaching, negotiations, and to achieve any win-win result. They give lots of examples of each stage of the pattern, how to establish catalepsy, practical ways of integrating clients' left and right brains, many variations of ways to inspire their desired end state, and integrate the parts into the whole person. They break the pattern down so we see how and why it works, and how it fits into the Meta Pattern that underlies all change work. Now I feel empowered to play with this technique any time I feel stuck, to help myself and my clients experience an inner well-being, and make decisions from this integrated place.

As a beginner student of NLP, this book is a great resource to delve deeper into the visual squash pattern. The Visual Squash book is rich with coach - client scenarios which is a wonderful way to learn and to better understand how this pattern works. The book also details how you can apply this pattern in various ways such as in negotiation, logical decision making, using it conversationally and even on one's own self. This awesome little book packs a big punch of useful information and in an accessible way that anyone can read it and immediately start applying it in their practice or for their own personal growth. You don't need to be trained in NLP, Jess and Shawn has done a fine job in thoroughly walking you through the Visual Squash.

Most books on NLP are overwhelming on how many different techniques are introduced and discussed. This book is a refreshing departure in that it takes one technique and allows the reader to investigate, explore and master it in just the right amount of detail necessary to make a difference. And in teaching this one technique, the reader will learn an amazing amount of skills from NLP in applying the Visual Squash. What I loved about this book is not only the clarity and simplicity, but also the creativity in which a simple technique is brought to life for the NLP practitioner. I sincerely hope this is not the last book they write as this is an important contribution to

the field of NLP.

There are many good descriptions of the NLP technique- the Visual Squash, but none as thorough and rich as Jess Marion and Shawn Carson book. For all you coaches, hypnotists, change workers, this book will give you a new way of integrating one of the most valuable techniques in your work and help you help your clients with the ever-persistent question: "To be or not to be". I especially love the last part of the book where the authors explain the ways in which one can use the Visual Squash on self. Really fantastic book!!

As a Life Coach and as a member of the greater community of those trying to change the world, one small change at a time, The Visual Squash represents a dynamic & alluring venture into a technique which is not only natural but powerful. Jess & Shawn are Masters at their work -- helping others daily to become masters as well; in business, in pleasure, and in life as a whole! And this book is a representation of that. Buy it! Use it! And always be on the lookout for more, from these wonderful authors & people!

There are those in the NLP community that teach and there are those who change the meaning of teaching and so it is with Jess Marion and Shawn Carson.. They took the Visual Squash, an NLP pattern and turned it into an empowering tool for the NLP Practitioner. A tool for radical change in coaching, there is no way after reading this wonderful book that you cannot be a better coach and provide change for your client and /or group. I cannot wait for the next installment to the NLP Mastery Series....

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