In serious acute cases you will need to be careful to ensure there are no medical objections to you being involved, and you must ensure ongoing medical/mental health supervision. You then need to get an idea of what is an appropriate and realistic outcome, and plan towards that with the client. Some clients are looking for the 'magic' pill or method to take away their condition. Be sure not to make any claims you can not reasonably expect to achieve, and be careful NEVER to claim to 'cure' medical or mental health conditions.

Richard Bandler and other experienced practitioners, including the author, have had substantial success working with serious cases. What should be noted is that such practitioners have a wide knowledge of other therapies, or work very much in liaison with other therapists making up a care plan. Only ever take on a case you are confident in handling, and if in doubt request the advice of your supervisor. This is one of the reasons why all practitioners should have some sort of supervision arrangement, so they have someone to turn to as a line manager or advisor.

To conclude, NLP is a flexible model that can be used in a variety of situations within therapy (see the three categories above), for personal development, and in business. If applied appropriately anyone can benefit from NLP, it is only a matter of to what degree. This is not a wild claim, since NLP application is essentially about maximising personal potential, whether that is in an ability to sell and market products, sporting ability, learning ability, better managing a serious condition (under medical supervision), dealing with a minor phobia or learning to plan more flexibly and effectively.

Your challenge as a practitioner will be to ensure claims and application are appropriate, and that the client's expectation matches what is appropriate. This job will not be helped by wild sales-based claims made by some so-called practitioners, but sticking to professionalism, adhering to real standards of practice such as the NOS and providing a professional and informative service will stand you in good stead. You will soon gain a reputation for being honest, straight, professional and a quality provider, and thus outlast the 'cowboys'.

Checklist for NLP Practitioner training content

This checklist should enable you to ensure you have covered and, where possible, completed additional study/reading around each of the areas that are covered in the course. The other important checklist to consider is contained in the basic counselling lessons and relates to Counselling NOS.

This checklist is for your personal reference. All the items are covered in this course, but having the list should enable you to double-check that you are happy with your knowledge of them, and thus seek additional support or knowledge where appropriate. All training courses assume their students will carry out additional reading and study, and this can be a reference point for that as well. The following is a list of the suggested minimum content criteria for an NLP Practitioner Course (an extract from the ANLP Accredited and Recognised Trainers Guide).

- presuppositions of NLP
- present to desired state model
- well formedness conditions for outcomes
- state management
- rapport
- pacing and leading
- sensory acuity
- calibration
- representational systems (sensory predicates and accessing cues
- association, dissociation and perceptual positions
- accessing and building resources
- meta model
- milton model
- anchoring (basic, stacking, collapsing, chaining)
- submodalities (analogue, digital, critical and driver)
    o phobia cure
- swish pattern
- standard belief change
- strategies
    o TOTES
- well formedness conditions for strategies
- eliciting, calibrating and utilising strategies
- pattern interrupts
- NLP frames
    o outcome frame
- backtrack frame
- relevancy frame
- as if frame
- open frame
- discovery frame

- agreement frame
- Reframing
    - content/context reframe
- 6 step reframe
- spotting and utilising incongruity
- visual squash
- new behaviour generation
- chunking and sequencing
- basic timeline work
- logical levels

Agreed Industry Standards

Criteria Code	Learning requirement/Key Skill (Derived from ANLP accredited and recognised trainer guide)
C1	Presuppositions of NLP
C2	Present to desired state model
C3	Well formed conditions for outcomes
C4	State management
C5	Rapport
C6	Pacing and leading a. Spotting and utilising incongruity
C7	Sensory acuity
C8	Calibration
C9	Representational systems (sensory predicates and accessing cues)
C10	Association, dissociation and perceptual positions
C11	Accessing and building resources
C12	Meta model
C13	Milton model
C14	Anchoring (basic, stacking, collapsing, chaining)
C15	Submodalities (analogue, digital, critical and driver)
C16	Phobia cure

C16	Swish pattern
C17	Standard belief change
C18	Strategies
C19	TOTES
C20	Well formed conditions for strategies
C21	Eliciting, calibrating and utilising strategies a. chunking and sequencing
C22	Pattern interrupts
C23	NLP frames

	a. outcome frame
	    b. backtrack frame
	    c. relevancy frame
	    d. as if frame
	    e. open frame
	    f. discovery frame
	    g. agreement frame

C24	Reframing
	    a. content/context reframe
	    b. 6 step reframe
	    c. visual squash
	    d. new behaviour generation

C25	General concepts and tools
	    a. basic timeline work
	    b. logical levels

	Learning requirement/Key Skill (Derived from closest existing NOS: National Occupational Standards for Counselling ENTO 1995) *Sub-criteria listed in Lessons 8, 9 and 16 under main criteria*
NOS 1.1	Initial consultation: preparation of environment and assessment
NOS 2.1	List counselling basic skills
NOS 3.1	Support networks
NOS 4.1	Ethics

NOS 5	Referral
NOS 6	Counselling theory
NOS 7, 13	Supervision
NOS 8	Advanced skills
NOS 9.1	Assessment
NOS 9.2, 9.3	Assessment of suitability of counselling
NOS 10	Contracts
NOS 11.1	Theoretical modalities and framework
NOS 11.2	Explore issues
NOS 11.3	Monitor
NOS 12	Review and conclude
NOS 14	Self-audit
NOS 15	Use evidence-based theory, research etc.
NOS 16	Organisational settings
NOS 17	Independent practice setting

Additional Range Statements

In addition to the range statements contained in the NOS Counselling, the following apply specifically to NLP Practitioner Training:

- **R1** Candidate must be able to apply NLP models effectively for personal development.

- **R2** Candidate must be able to design and apply programmes for subjects using NLP models and tools.

- **R3** Candidate must be able to apply key knowledge within the context of a general agreed model such as listening skills (NOS Counselling) or healing practice (NOS Healing).

- **R4** Must be able to design and formulate responses and solutions to a range of complex situations and problems.