

NLP's Expert Model

When you study the greatest communicators, the greatest salespeople, you notice that they behave differently. It might be slight at time, but the genius is in the details!

Over a 35-year period, we had the opportunity to study or **EXPERT MODEL** the best!!

And here's what we found in a nutshell: we call it the Trinity!

Requisite Variety • Sensory Acuity • Outcome-based

In our first video, we cover Requisite Variety.

Notes:

Requisite Variety: It's the law!

In any man or machine, the part with the most variability is in control of the mechanism, regardless of its relative size.

1. Define Requisite Variety in **YOUR** terms!

2. Give two examples of where you were adaptive and won!

3. Give two examples of where you were inflexible and lost!

4. Give an example of the person in your life with the MOST Requisite Variety