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## Surprising New Discoveries about Submodalities

We recently made some discoveries about submodalities that completely surprised us and that shook up our understanding about the very nature of these finer distinctions. What we discovered may have the same effect upon you. It may invite you to completely rethink NLP's theoretical understanding of submodalities.

And yet, as it does, in the end it will also leave you with a greater appreciation of them as you discover the mechanisms that make them so powerful in change work. Further, these discoveries also re-assert some facets of the NLP model that we have long known but have seldom used in a practical way.

### *The first discovery*

Just for a moment, think about a pleasant day at the beach. And as you either remember such a day from your personal history or invent such a day from your creative imagination, just notice first of all *what* you represent. The ocean or a lake, a white sandy beach or a beach with rocks and docks, green trees in the background, or ducks, or whatever. Now notice the sensory modalities that you have utilized in your internal construction of the beach: the pictures, the sounds, the smells, the tastes, and the sensations of the experience.

Next, to access the submodality qualities that you inevitably used in so “thinking” and representing a beach, go through each modality and notice the *qualities* of your pictures, sounds, sensations, smells, and tastes. Notice location, distance, volume, tone, warmth, etc.

Doing this kind of basic NLP undoubtedly comes easy. But just for a moment, pay attention to how you do this.

How did you notice the submodalities in your representations?

How did you become aware of the properties and characteristics