**THE CARD**

This demonstrates the Bob Burns family motto:  
Snekarios Estas Bestas (in Latin) which means in English:  
Sneeky Is Best.

This is indeed a demonstration in using NLP and how you can reveal to your client how you are able to get their mind to believe in whichever truth you agree to supplant in their subconscious.  
BUT more importantly it is a wonderful exercise in how a working therapist should be able to think on their feet.  
There is no such thing as going with the flow unless one is highly trained to:   
‘go with the flow’.  
This is that exercise.

So, let’s sat the card they are about to choose is the **jack of clubs**.

**QUESTION 1**

Imagine I give you THIS magical pack of cards.

It has red cards and black cards but only one of the colours falls to the floor. WHICH colour is falls to the floor?

If they say “Red” then you answer:

They’re gone! And as you now look at the black cards left in your hand and notice that half are clubs and half are spades

If they say “Black” then you answer:

And as you look at those black cards you see that half are clubs and half are spades.

**QUESTION 2**

You GIVE AWAY one of those suites to me. WHICH ones to you GIVE AWAY to me?

If they say “SPADES” then you answer:

They’re GONE! Leaving you with just the clubs!

And as you look at the clubs you notice the Ace, King, Queen and Jack of clubs, and you turn 2 of these face down.

If they say “CLUBS” then you answer:

And as ‘I’ look at the clubs I notice the Ace, King ,Queen and Jack of clubs , and you turn 2 of these face down.

**QUESTION 3**Which 2 do you turn face down?

If thy say “Ace and King” then you say:

Leaving you holding the Queen of clubs and the Jack of clubs.

And you take one of these and you simply throw it in the air.

“King and Jack”

And as you look at the King and the Jack you take one of these and you simply throw it in the air.

**QUESTION 4**Which one IS that?

If they say the Jack then you say... and it spins right there in space, before floating all the way down and landing right THERE! (Pointing to the face down card).

If they say ‘the other one’ then you say: “And that... leaves you with... the Jack of clubs. And if you turn THAT card over you will find..... etc