

## NLP training to transform your performance

Scheduled events Jan - June 2007

<b>Certified trainings</b>		
<p style="text-align: center;"><b>NLP Modular Training</b></p> <p>Learn the content of NLP at your own pace</p> <p style="text-align: center;">1-day modules</p>	<p style="text-align: center;"><b>NLP Practitioner Training</b></p> <p>Certified NLP Practitioner accelerated training</p> <p style="text-align: center;">7 days</p>	<p style="text-align: center;"><b>NLP Master Practitioner</b></p> <p>Certified NLP Master accelerated training</p> <p style="text-align: center;">14 days</p>
<b>NLP mentoring and personal evolution</b>		
<p style="text-align: center;"><b>Personal Evolution</b></p> <p>Breakthrough to peak performance</p> <p style="text-align: center;">8hrs one-to-one</p>	<p style="text-align: center;"><b>Keys to Personal Power</b></p> <p>Transform your performance and success</p> <p style="text-align: center;">2 days (workshop)</p>	<p style="text-align: center;"><b>Executive NLP Mentoring</b></p> <p>Problem solving and NLP coaching by phone</p> <p style="text-align: center;">By arrangement</p>
<b>Focused short trainings</b>		
<i>Selling &amp; persuasion:</i>		
<p style="text-align: center;"><b>The science of selling</b></p> <p>Powerful NLP sales techniques</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>Advanced selling and persuasion</b></p> <p>Advanced NLP techniques</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>Create instant rapport</b></p> <p>Making contact with confidence and impact</p> <p style="text-align: center;">½ day</p>
<p style="text-align: center;"><b>Powerful communication</b></p> <p>Techniques that get results</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>Presenting with impact</b></p> <p>How to enjoy presenting with charisma and impact</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>Successful negotiation</b></p> <p>A structured approach to getting your outcome</p> <p style="text-align: center;">½ day</p>
<i>Motivation &amp; success:</i>		
<p style="text-align: center;"><b>Procrastination to motivation</b></p> <p>Techniques to get moving on delayed tasks!</p> <p style="text-align: center;">½ day</p>	<p style="text-align: center;"><b>Goal setting that works</b></p> <p>The keys to setting goals that turn success into reality</p> <p style="text-align: center;">½ day</p>	<p style="text-align: center;"><b>Effective feedback</b></p> <p>Feedback to get results and change behaviour!</p> <p style="text-align: center;">½ day</p>
<p style="text-align: center;"><b>How to have confidence</b></p> <p>Discover how confidence works and how to get it!</p> <p style="text-align: center;">½ day</p>	<p style="text-align: center;"><b>What makes us work?</b></p> <p>How to get the best out of colleagues, staff or clients</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>The science of effective change at work</b></p> <p>Making change work</p> <p style="text-align: center;">1 day</p>
<i>Health &amp; fulfillment:</i>		
<p style="text-align: center;"><b>Combat stress</b></p> <p>The science of stress-busting</p> <p style="text-align: center;">1 day</p>	<p style="text-align: center;"><b>The physics of happiness</b></p> <p>An inspiring insight into personality, life and purpose!</p> <p style="text-align: center;">½ day</p>	<p style="text-align: center;"><b>Weight control and smoking</b></p> <p>NLP &amp; self-hypnosis workshops to help beat common problems</p> <p style="text-align: center;">½ day each</p>

*Note: All trainings suitable for any level of work experience or seniority.*

**Enquire about in-house and specially-designed trainings!**

## Trainings in more detail

### Certification trainings in NLP:

NLP Modular Training	NLP Practitioner Training	NLP Master Practitioner
<p>Select from twelve modules covering the full body of knowledge and techniques of NLP at the first level of expertise (Practitioner). Continue to full certification! <i>1-day modules</i></p>	<p>Learn the full content of NLP and Time Line Therapy™ at the first level of certification (Practitioner). Includes pre-study pack to support accelerated training. <i>7 days</i></p>	<p>Learn how to use the techniques and approach of NLP at the highest level, Master Practitioner. <i>14 days</i></p>

### NLP mentoring and personal evolution:

Personal Evolution	Keys to Personal Power	Executive NLP Mentoring
<p>Breakthrough to peak performance. One to one consultancy to take your performance to a whole new level of capability. <i>8hrs one-to-one</i></p>	<p>Transform your performance and success in this life-changing workshop. Eliminate all past bad feelings, and remove fears, doubts and anxieties. Set goals in the future with certainty. <i>2 days (workshop)</i></p>	<p>Problem solving and NLP coaching by phone. Periodic support by telephone following on from one to one consultancy, to ensure continued success. <i>By arrangement</i></p>

### Focused short trainings:

The science of selling	Advanced selling and persuasion
<p>The NLP 5-step sales process. How to set an appropriate mental state and overcome fears, anxieties and inappropriate self-talk. How to recognise a person's preferred 'representational system' and utilize it to drive your message home. Use of 'frames' to loosen resistance and how to counter the four key objections to a sale. <i>For anyone involved in persuading others about their ideas, products or services.</i> <i>1 day</i></p>	<p>Discover how use a person's decision-making process to make your proposal irresistible. How to generate 'sleight of mouth' to counter objections. How to use 'values' to motivate people to buy your proposition. <i>For anyone involved in persuading others about their ideas, products or services.</i> <i>1 day</i></p>

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<p style="text-align: center;"><b>Create instant rapport</b></p> <p>How to make contact with confidence and impact. Discover how, in less than a minute, you can create suggestibility to your message. Learn how to recognise a person's preferred representational system to 'speak their language'.  <i>For anyone who requires to get through to people quickly and get their message across!</i>          ½ day</p>	<p style="text-align: center;"><b>Powerful communication</b></p> <p>We all want to persuade others to do things, whether it's to buy our ideas, our products or our services. Yet sometimes we just can't seem to 'get through'. Discover how to communicate in ways that produce the behaviour you want from people. A science of communication that focuses on results!  <i>For anyone who wants others to do what they ask!</i>          1 day</p>
<p style="text-align: center;"><b>Presenting with impact</b></p> <p>Techniques for presenting with charisma and impact. Achieving 'buy in' to your message. Creating group rapport. Use of controlled and meaningful gestures. Universal language. Controlling your state and managing the audience's state. Powerful use of the stage.  <i>For you if you want to communicate your message to groups</i>          1 day</p>	<p style="text-align: center;"><b>Successful negotiation</b></p> <p>A structured approach to consistently get your best win/win outcome in negotiation. Clear steps to planning, opening, negotiation exchanges and closing. 21 tactical tips for keeping control and handling objections.  <i>For anyone who needs to seek agreement on a win/win outcome.</i>          ½ day</p>
<p style="text-align: center;"><b>Procrastination to motivation</b></p> <p>Powerful techniques to get moving on those tasks that we put off! How to use a motivational 'pump'. Powerful 'universal' motivating experiences to instantly get moving. Anchoring to defeat procrastination once and for all!  <i>For anyone who wants to get on with those less desirable tasks</i>          ½ day</p>	<p style="text-align: center;"><b>Goal setting that really works</b></p> <p>Would you be willing to drive your car, looking only through the rear view mirror? To get anywhere, you'd better focus on where you are going. If you think goal setting never works, well as with most things we do, there's a wrong way and a right way to go about it. With these steps, turning your wants into reality is unavoidable.  <i>For anyone who wants to get anywhere in life, no matter what their experience</i>          ½ day</p>
<p style="text-align: center;"><b>Effective feedback to change behaviour</b></p> <p>There is no failure, only lessons to be learnt. How to cause behaviour to change through effective and timely use of structured feedback. Focusing on your outcome. The true meaning of communication.  <i>For anyone who is serious about changing behaviour in others</i>          ½ day</p>	<p style="text-align: center;"><b>How to have confidence</b></p> <p>What is confidence and how to get it when you need it. Combat inappropriate mental states and negative thinking. Neutralise past bad experiences.  <i>For anyone wanting continued confidence</i>          ½ day</p>

<p style="text-align: center;"><b>What makes us work?</b></p> <p>The key personality traits in people and how to rapidly assess them. How to use this with colleagues, partners, clients or others, for highly effective communication, motivation, hiring the right staff, assigning job roles and more.</p> <p><i>For anyone involved in consultancy, managing client accounts or personnel, or hiring staff</i> 1 day</p>	<p style="text-align: center;"><b>Lead effective change at work</b></p> <p>The strategy and criteria for leading successful change. Based around 'the teamwork challenge' exercise. Agreeing the purpose and direction - the indicators of success: business, customers and 'us' - the staff. Building and maintaining momentum.</p> <p><i>A workshop for those leading and influencing change in working practices, at all levels</i> 1 day</p>
<p style="text-align: center;"><b>Combat stress</b></p> <p>Discover how stress works and how to combat it. Tools to detect stress. Dealing with negative emotions. Taking control and taking action. What's Identify and challenge negative thinking. Powerful techniques for reducing symptoms.</p> <p><i>For anyone who wants to keep in control</i> 1 day</p>	<p style="text-align: center;"><b>Training also delivered for you in-house – to save you time and money!</b></p>
<p style="text-align: center;"><b>The physics of happiness</b></p> <p>Ever wondered why you do what you do? Why does the world seem to treat you the way it does? Discover the link between personality, achievement and personal fulfilment, in this short yet inspiring presentation.</p> <p style="text-align: center;">½ day</p>	<p style="text-align: center;"><b>Help stop smoking / control your weight with self-hypnosis</b></p> <p>A structured approach using self-hypnosis and NLP to help you quit smoking or to help you make the necessary changes to your eating patterns and exercise regime by the end of this workshop. Any future re-attendance is free!</p> <p><i>For anyone who wants help to control their weight or to stop smoking.</i> <i>Two separate ½ day events</i></p>