

# **Advanced Communication Training in NLP, Hypnosis and Time Line Therapy**

## **How to Create Transformational Change in Yourself and Others:**

- Understand and change your beliefs to empower yourself
- How to take control of the links between your mind and your body
- How to set S.M.A.R.T. goals and outcomes that you will achieve
- Enable others to set goals in their personal and business life that will give them success

## **How to Create Deep Rapport With Clients, Partners, Staff and Prospects:**

- Indicators of Rapport using Sensory Acuity
- Learn how to match and mirror physiology for Instant Rapport
- Pacing & Leading
- How to create Rapport with a Group
- How to build rapport using Auditory Skills (critical application in tele-marketing)
- How to create Rapport using Sensory Language

## **Master Language & Communication:**

- Understand how to use language so effectively that you will be able to communicate both consciously and unconsciously
- Learn advanced questioning skills to really understand the other person's viewpoint and thus enable change to occur
- How to disagree elegantly and still maintain rapport and control
- Learn how to uncover hidden agendas
- Deliver your point of view effectively and without resistance
- Elicit the state of curiosity with your listeners
- Understand how to use metaphors to cement your point
- Understand the Hierarchy of Ideas
- Learn the delights of Milton Erickson Model language and its delicate vagueness
- Understand the use of Meta Model specifics
- How to use all these language skills to influence and negotiate

## **Enhancing Your Sensory Acuity:**

- Understanding how to develop your sensory acuity so you really know what's going on with the other person

## **Understanding Internal Representations:**

[How the world is represented inside our minds]

- Understanding Visual, Auditory and Kinaesthetic representational systems
- Learn how to use and match language predicates to take communication to a new level
- How other people represent the world and how to really communicate with them effectively and persuasively

- How to increase utilisation of your brain
- Understanding beliefs and how to change limiting beliefs
- How to change your internal representations using 'sub-modalities' and thus change how you feel
- Swish Patterns to remove unwanted habits

### **Understanding strategies and the impact they have on human behaviour:**

- Understand how our unconscious strategies impact learning. Understand eye patterns and eye accessing cues to understand how a person thinks
- Discover a person's buying and decision making strategy (vital in sales)
- Learn how to elicit a person's convincer and reassurance strategy (important in relationships)
- Find out how we use strategies and how we can change the less than perfect ones
- Understand relationship strategies

### **Discovering the Power of Association with a Specific Stimulus - Anchoring :**

- Learn the Four Vital Keys to Anchoring
- How to chain anchors to create change and transformation from a 'stuck' state like procrastination to a 'moving state' like motivation
- How to build personal resource anchors so you can change your state whenever you wish
- How to use anchors in relationships
- How to collapse anchors to rid ourselves of bad feelings

### **How to Resolve Internal Conflict :**

- Learn easily the art of Parts Integration to eliminate internal conflict
- Create total alignment in your life

### **Reframing:**

- Learn a variety of reframes that will allow you to change, to soften and shake up an objection or statement (excellent in sales)
- Understand the use of reframes when dealing with a phobia
- Discover the NLP Negotiation Model (vital for lawyers and mediators)

### **Time Line Therapy ® :**

Time Line Therapy (aka Strategic Visioning) is an added bonus certification that you will receive as part of your NLP Practitioner Course. This added bonus will provide you with a total understanding and application of the therapeutic, educational and business implications of this profound process. It is the pre-eminent process of removing negative emotions and self limiting decisions known to humanity. Time Line Therapy will allow you to take control of your life, career, relationships and business in the following ways:

- How to wash away those internal blocks that prevent you from fulfilling your potential
- Eliminate negative emotions, self limiting beliefs and decisions
- Understand where you are going and to control it
- Keep you motivated
- Understand how you internally create your future and thus be able to affect it.
- Learn how to visualise your future clearly and thus make it more achievable and compelling
- Learn how to independently set your goals, install them in your future, and have certainty that you will achieve them

### **Hypnosis:**

During your Fast-Track NLP Practitioners Course you will receive training in Hypnosis from Trainers who trained with the originals and the best. Particular focus will be placed on Ericksonian indirect permissive Hypnosis.