



The Performance Partnership

NLP Practitioner Certification Program

With John Stockdale
Certified Master Coach & Trainer of NLP

Why attend?

Is learning how to consistently set and **achieve any goal** important to you? Would you find value in being your own '**performance**' coach, while also knowing how to **communicate effectively** in any situation? If so, then learn the methodology and techniques used by some of world's most influential leaders in creating the habits and behaviors that lead to success!

What will I learn?

The Foundations of NLP – the foundations of what it's built on

- Empowering beliefs that will change the way you experience and interact with the world around you
- A simple model of communication that will enable you to always get your message across
- Discover and take control of the powerful links between your mind and physiology

Well Formed Outcomes – the keys to goal achievement

- How to set goals and more importantly, how to achieve them with consistency
- Ask the questions that enable someone to get very clear and specific about their objectives
- Learn how to differentiate between a 'wish' and a well formed 'goal'

Rapport – the corner-stone to communication, persuasion and influence

- Learn how to very quickly get on someone else's wavelength to build openness and trust
- Discover the real secrets to body language in communication
- Match and mirror physiology so that people unconsciously identify with you
- Use your voice to build rapport rapidly on the telephone
- Elegantly disagree with others while still maintaining rapport

Representational Systems – how we use our 5 senses

- Discover how we see, hear, feel and process the world around us
- Learn to match another person's preferred system to create rapport and deep understanding
- Learn how to read another's eye movements to discover how they are thinking

Sub Modalities – taking charge of your brain!

- Learn how to use your brain's own programming language
- Discover how someone internally structures their beliefs and how to change them
- Use submodalities to quickly change unwanted feelings and behaviors
- Use the SWISH pattern to rapidly break unwanted habits and behaviors

Language Patterns – use language with awareness, elegance and precision

- Learn to use the language patterns modeled on the master himself, Dr. Milton Erickson
- Use language patterns to gain greater acceptance of your message in all areas of life
- Ask questions that get you the information you need with speed and precision
- Challenge and overcome objections elegantly
- Know just the right question that will get to the very root of a problem
- Learn powerful conversational techniques to assist someone in shifting their thinking
- Negotiate with elegance and gain agreement on opposing points of view in just minutes

Anchoring – the power of associative conditioning at your fingertips

- Use resource anchors to strengthen your personal resources and your ability to access them whenever you want
- Collapse anchors to remove any negative associations from past experiences
- Create powerful chains of resources to get people out of 'stuck' states like procrastination or confusion

Strategies – the unconscious processes we use to create all our behaviors

- Discover and utilize someone's decision-making strategy - as well as learning your own!
- Find out how your customer's decide to buy and fine tune your process to precisely fit their buying strategy
- Change your less useful strategies for more effective ones and learn to use your new strategies more often

Parts Integration – the key to personal congruence and focus

- Learn to work with 'parts' to resolve internal conflict and gain congruence as well as clarity
- Assist others in being able to integrate them together

Time Line Therapy Practitioner® Certification– learn the power of working with your Time Line

- Elicit and learn how your own time line works
- Discover the root cause of any presenting problem currently holding you back
- Learn how to easily release any negative emotion or limiting belief that is preventing you from realizing your goals.
- Learn how to use the **Creating Your Future Coaching Process®**

Who will benefit from attending?

Some of our NLP Practitioners over the past 15 years have included delegates from the following professions:

- Senior executives, managers and supervisors from every market sector
- Business entrepreneurs, trainers and coaches from all fields
- Therapists, psychologists, doctors and nurses
- Lawyers, politicians and members of British Parliament
- Professional athletes and members of the media

Who is the Lead Trainer?

All courses running in Greece are led by John Stockdale, Certified Master Coach & Trainer of NLP, Certified Trainer of Time Line Therapy® and Certified Instructor of Hypnotherapy. John is also the Head of Training and Business Development for The Performance Partnership in Greece, the Balkans and the U.A.E. An engaging and innovative Coach & Trainer, he believes that learning should be as enjoyable and entertaining as it is relevant and important. As such, his energy and humor have led him to work with some of the leading professionals in business, sports and politics, as well as international organizations such as: The Coca Cola Company, Nike, BMW and Mercedes Benz.

How can I learn all this in just 7 days?

Before attending the live seminar you will study from a specially produced **audio-visual program package** consisting of 14 CD's and 1 DVD, a training manual as well as a set of carefully chosen books. During the live training itself, we put more emphasis on you actually practicing what you have learned rather than simply understanding the theory. This is accomplished by using a blend of teaching, training and **simulation-based exercises**. Additionally, you will be guided and coached through the entire process by our team of highly trained coaching assistants on the course. Our NLP Practitioner Certification program is also the only training in Greece to be **fully accredited** by both the *Association of NLP* in the UK (ANLP) and the *American Board of NLP* (ABNLP), as well as the *Time Line Therapy Association* (TLTA) in the United States.

What has been said about NLP?

- *"It may be the ultimate behavioral engineering tool...NLP could be the most important synthesis of knowledge about human communication to emerge since the explosion of humanistic psychology in the 60's."* -- **Science Digest**
- *"NLP may be the most powerful vehicle for change in existence, whether it is applied to business, law, medicine or therapy"* -- **Psychology Today Magazine**
- *"...NLP offers the opportunity to gain flexibility, creativity and greater freedom of action than most of us now know."* -- **Training & Development Journal**

Course Details

- **Dates:** November 6th – November 12th 2010
- **Venue:** Semiramis Hotel, Charilaou Trikoupi 68, Kefalari
- **Investment Price:** € 2,950
- **Early booking Price:** € **2,500**
- **Certification fee:** € 100
- **Payment Options:** We also accept payment by Credit Card with optional installments
- **Funding:** Our courses are recognized by **LAEK**, under the **0.45%** Funding Program

For more information regarding this course, please call us at: +30 210 623-6910 (920)

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