

NLP Practitioner Certification Training



Presented by Quest for Success Ltd

Welcome

Welcome to the Quest for Success Ltd NLP Practitioner Certification Training information brochure. You've arrived here because you have a personal practical objective. You want to create something or change something and you know that a new way of thinking can assist you to achieve it.

You are absolutely right! NLP is a very flexible and versatile model of new thinking which explores the secrets of human nature. When you think about your world in a new way, look at it differently, then reality will begin to transform. NLP is indeed a totally unique learning experience which builds on a foundation of the original content and weaves in threads of innovative contemporary thinking and application.

Why is our training so very special?

That's an easy question to answer, it's our personal touch and attention to detail. Our focus is to share our great wealth of knowledge and experience with you. When you enrol on our NLP Practitioner Training you will experience a unique level of individual support and guidance throughout your training journey, for as long as you need us. This is our commitment to you. We are one of the only NLP Training providers to offer a formal **NLP Coaching Supervision Programme** for our graduates. You can even refresh your entire training, attending as many repeat trainings as you like, *absolutely free* and experience helping others to learn as a Coaching Assistant.

We are fortunate to have a team of very accomplished trainers and coaches who graduated at the top of the most rigorous NLP Trainers Training in the world. They know NLP and how to train it. Their training style is charismatic, motivational and accurate and they make learning NLP with excellence easy and effortless for everyone.

Our courses are delivered to small groups, in an intensive format, which we believe is the easiest and most successful way of learning NLP. Learning in a small group, close supervision and one to one attention from a highly qualified trainer are guaranteed. You will learn precise, accurate and elegant NLP, Time Line Therapy®, NLP Coaching Practice and Hypnosis, qualities which are lost in larger groups. The clarity and detail of the pre-course study material is second to none. All of our courses are accredited and certified by the American Board of NLP, the Time Line Therapy® Association and the American Board of Hypnosis and carry International recognition. We were trained and work closely with the creator of Time Line Therapy® and of the school of NLP that we teach, so we are fully up to date with all the latest innovations in the profession.

We are focussed on making NLP accessible to everyone and so offer our courses at a price which is competitive and affordable to you. We offer flexible payment options to make achieving your goals very easy. All our courses are flexible and multi-directional, so whether you wish to embrace NLP to create success in Business, Coaching and NLP Therapy, Sport, Education (NLP for Teachers and Trainers) or for your own personal journey of development, our courses have everything you need. Each course is bursting at the seams with added extras which we know you will enjoy and value.

The Benefits

The inherent outcomes and benefits of studying NLP, Time Line Therapy®, NLP Coaching and Hypnosis are many, varied and unique to each individual student. Each participant comes along with their own personal objectives for the training and generally leave with much more than they expected. The NLP journey is a personal one and the training compass points everyone in exciting new directions across all parts of their life. Here are some of the incredible outcomes that you will achieve:

- Understand how to communicate effectively, both with yourself and those around you.
- The ability to support others in their quest to communicate with excellence.
- Take total responsibility and control over your life and your results and help others to achieve the same level of self-governance.
- Create a whole new career path.
- Significantly improve your performance and success in your existing career.
- Learn how to sell successfully.
- Understand how the mind processes information to create your model of reality.
- Improve your relationships by learning how to establish deep rapport by understanding and entering into other people's model of reality.
- Learn how to disagree with someone elegantly whilst maintaining rapport and striving for the win-win outcome.
- Discover how to be an influential communicator.
- Learn the language of metaphor.
- Understand what people are REALLY saying when they speak, learn to listen between the lines.
- Help others to develop their listening skills.
- Change how you think about certain things or people so you feel differently about them and behave in a more positive way.
- Be in control of your emotional state at all times thus allowing you to behave in a positive and effective way.
- Achieve personal alignment and congruence.
- Change what you don't want and develop what you do want.
- Assist others to remove everything that limits them.
- Remove beliefs that you have about yourself that limit your success and hold you back.
- Have the ability to change unhelpful strategies and replace them with ones that are more useful.
- Rid yourself of all of that emotional baggage which has built up over years and help others to do the same.
- Learn how to really relax and learn easily and effortlessly.
- Transform your dreams into compelling and exciting new goals that you will achieve.

Practical Applications of NLP

'So, once I've learned NLP, Time Line Therapy®, NLP Coaching and Hypnosis, how can I put my learning to practical use?'

The simpler question to answer would be 'how can't NLP be used?', as it is relevant across every element of our lives. Once learned, we guarantee you will use something from NLP every day of your life.

In Business

Every corporation, organisation and sole trader has a need for the incorporation of NLP into their business culture. Conducting Business is about communication, within the organisation and with customers and other stakeholders. The most successful businesses are excellent communicators. Unfortunately, communication is the one essential element that most businesses get wrong or pay very little attention too. Introducing NLP into any business will improve the effectiveness of their communication rapidly, with an associated bottom-line improvement. Sales will improve, customers will be more satisfied, staff will understand the business and managers will understand the staff, negotiating and influencing will be elegant and effortless and the whole workforce will be motivated to succeed with a common goal.

In Coaching and therapy

Any 'helping' profession would benefit from incorporating NLP into their working toolkit. NLP provides an understanding of language, what people say and more importantly, what they don't say. The practitioner learns how to gently guide their clients to a more focussed understanding of their problem and then to assist them to resolve the problem rapidly, easily and effortlessly. The speed and magnitude of change that clients can achieve is truly amazing.

In Education

Children and adults who have difficulties in learning are often simply trying to learn in the wrong representational system or using an unhelpful strategy. NLP allows us to learn in the way our brain wants to learn rather than the way we have been taught to learn. Conditions labelled as Dyslexia and Attention Deficit Disorder can be significantly improved using very simple NLP techniques. New strategies for spelling, for example, can have children spelling complex words both forward and backward within a matter of months.

In Sport

A key element to success in any sport is mental preparation. Science has proved through extensive research that the mind-body connection is real, so physical health and performance is driven by the mind. The ability to have total belief in ability, to visualise positively, to control the emotional reaction to pressure situations and to focus totally on the desired outcome are all key to success and enjoyment in sport and performance. By incorporating NLP into their preparation, sports men and women can maintain total control over mind and body, before, during and after their performance.

In Personal Development

A large percentage of people who attend our NLP Practitioner Certification Training do so because they want to change something about themselves and their lives. Many lack the confidence, self-belief and motivation to realise their goals. Others have internal conflicts which drain their energy or carry around a past full of negative emotion, feeling that they have the weight of the world on their shoulders. Some have problems building and maintaining relationships and others have unhelpful strategies, phobias and habits which control their lives. We meet people from all walks of life, but they all have one thing in common, they all leave their NLP training as very different people, having solved all of their issues and transformed themselves into the people they really wanted to be.

The NLP Practitioner Experience

Join Quest for Success for a comprehensive learning experience that will take you to the very forefront of the exciting and dynamic field of NLP.

Our Practitioner Certification Programme has been carefully designed to provide participants with the essential knowledge, skills and thinking platforms to become elegant and effective Practitioners of Neuro-Linguistic Programming, Time Line Therapy®, NLP Coaching and Hypnosis. Through experiential and accelerated learning, participants will discover how to recognise and utilise complex patterns of language and understand how we, as human beings, create our reality through intricate matrices of neurological processing. The aim of the programme is to develop confidence and competence in working with the fundamental tools and techniques of NLP, whilst developing new ways of thinking about self and others.

Expect the unexpected! Our students are often surprised and delighted by the transformational nature of this extraordinary course. Not only do they learn to be an excellent practitioner, they also embark on an amazing journey of personal development and change.

Course Structure

This course is delivered in a multi-sensory format providing an excellent blended learning experience.

1. Distance Learning:

- ❖ 20 professionally recorded audio tracks in MP3 format created by the eminent Dr. Tad James
- ❖ 3 Reading books
- ❖ Comprehensive manual

You will hear the entire training in the words of its creator, Dr. Tad James. The content of the audio tracks has been carefully and mindfully designed to provide the best possible learning experience. In conjunction with the supporting reading materials, the audio information will ensure that learning occurs both at the conscious and unconscious level and integrates easily into your memory.

2. Written Test – Open book. All of the answers are supplied within the book, manual or on the audio. Completing the test helps your trainer to assess your learning and to assist you with any areas of difficulty. Your completed test must be returned to your trainer at least 3 days prior to the commencement of your face to face training, enabling your trainer to offer you the feedback that you deserve and we hope, will value.

3. Face to face Training - Exciting, inspirational and experiential 8 days face to face training. The fun really begins here. During the 8 days training, you will have ample opportunity to practice all of the theory that you gained during the pre-course study, in a safe and supportive environment. We layer in the learning, taking you from a solid foundation to the peak of Practitioner level learning. You will also have the opportunity to work on your own limitations so that you leave us as the most motivated, elegant and precise Practitioner of NLP, Time Line Therapy®, NLP Coaching and Hypnosis.

Course Content in Detail

The Foundations and Philosophy of NLP and becoming an NLP Practitioner

- The origins of NLP and how the thinking has grown from then to now.
- Empowering new beliefs that will change the way you view your subjective experience of your reality.
- To take control of your thinking through the freedom of choice and embrace your personal power.
- A simple communication model that will enable you to always get your message across in the way you intended.
- Discover and take control of the powerful mind-body connection.

The Key to Achieving Your Goals

- How to consider and write your goals and importantly, how to consistently transform them into reality.
- A simple question set that enables us to get very clear and specific about our desired outcomes and objectives.
- To create your perfect future through inspirational goal setting.
- That a goal that is in your head is still a dream.

Representing our World Internally

- Discover how we form complex internal representations of our environment through our five senses.
- Recognise how people represent their world, enabling you to communicate, persuade, negotiate and influence elegantly and effectively.
- To match another person's internal representation to create deep rapport and understanding.
- Flexibility of language with a linguistic approach to suit every occasion.
- Reading eye movements to discover how people are thinking, how they decide, learn, recall, in fact all of their thinking processes.

Communicating Effectively with Rapport

- Quickly connect with someone at the unconscious level, creating openness and trust.
- Heal, nurture and grow your relationships.
- Notice what you never noticed before and discover the real secrets to physiological change in communication.
- Enhance your sensory acuity and learn the process of matching and mirroring in an elegant way.
- Use your language and your voice to build rapport rapidly over the telephone.
- Elegantly disagree with others and get your point across while still maintaining great rapport.

The Building Blocks of your Thinking – Sub Modalities

- How to use and control the language of your mind.
- Use the structure of submodalities to change unwanted and unhelpful feelings and behaviours about everyday things.
- Use SWISH pattern techniques to rapidly break patterns of unwanted habits and behaviours in particular contexts.
- The Fast Phobia Model, removing deeply held phobias and the results of past traumatic experience quickly and easily.

The Mastery of Language

- Precise, elegant and effective language patterns for practical daily use.
- Use the language patterns modelled on the past masters of communication, Dr. Milton Erickson and Virginia Satir.
- Use language patterns to gain greater acceptance of your message in all areas of life
- Questions techniques that get you the information you need for win-win outcomes.
- How to achieve sales with eloquent language and a highly effective process framework, overcoming objections with deep rapport, honesty and trust intact.
- Know how to ask the key question that will get to the very foundation of a problem.
- Listen between the lines and listen to what hasn't been said to gain complete understanding.
- Break down internal barriers to success with powerful conversational techniques.
- Negotiate with elegance and gain rapid agreement.

The Power of Stimulus Response through Anchoring

- Build your personal resources and access them whenever you need them.
- Maintain positive and helpful emotional states at all times.
- Immediate state control, in any context.
- Collapse anchors to remove any negative behaviours or states.
- Create new strategies with powerful chaining of resources to get people out of 'stuck' states like procrastination.

Personal alignment and Congruence with Parts Integration

- Identify and resolve internal conflict and release vast amounts of energy.
- Gain congruence, balance, alignment and clarity.
- Make the decision process easier and complete.
- Think with one voice, feeling assured and confident.

Strategies Create all of our Behaviour

- Discover what someone does in their head when they do what they do.
- Elicit and utilise decision-making strategies.
- Discover how your customer's decide to buy and develop your engagement process to precisely fit their strategy.
- New, simple strategies for learning and spelling.

Hypnosis Practitioner Training

Our Hypnosis Practitioner content has been carefully designed to take the mystery and misconception out of the social norms of hypnotic intervention. Creating change using altered states is all about the skillful crafting and delivery of language that encourages psychological shifts and personal transformation.

- A journey through time to understand the origins of hypnosis and trance work.
- Understanding the generic misconceptions about hypnosis and how to explain the truths.
- How to define hypnosis and understanding the different professional levels.
- Embedding an ethical and ecological approach into your work with hypnosis.
- Understanding the different levels of trance and how to recognise them.
- Preparing your client to work with altered states, how to explain the process and increase comfort and trust.
- Techniques for testing how suggestible to your instructions your client is likely to be.
- Understanding how Milton Erickson approached his particular school of hypnosis.
- Learn about Milton Erickson – the man.
- Discover how Milton Model language can be easily developed and utilised to generate altered states in your client or audience.
- Crafting positive and powerful suggestive language and delivering it to your client for amazing change.
- Learn how to create and maintain your own altered state for working with clients.
- How to utilise your physiology to get improved results.
- Learn how to find your ideal hypnotic voice.
- Understand how to assist your client to reach the desired altered state with a range of deepening techniques.
- How to identify when a post hypnotic suggestion is required and how to design and embed it.
- Learn how to write elegant and powerful scripts for use with clients.
- How to work with a pendulum, it's not what you think!
- Understand and practice the construction of a complete hypnotic intervention.
- Understand when working with hypnosis is not recommended.
- Regulation of the profession.

Creating Your Future® with your Powerful Time Line

Time Line Therapy® Practitioner Certification Training is a highly interactive and immersive training with the intent of ensuring you are a confident and elegant practitioner who is ready to work with clients and get really tremendous results.

- Introduction to the major Time Line Therapy™ techniques.
- How to pre-frame your client before they work with their Time Line.
- Teaching your client about the gestalt.
- Elicitation of the Time Line and how to deal with 'I don't know'.
- Guiding your client along their Time Line with a Test Flight and how to deal with any difficulties.
- Discovering the root cause.
- How to describe the Time Line concept to the client so that it is easy for them to understand.
- Teaching the client about the Time Line and how to demonstrate the Time Line positions.
- Releasing negative emotions from the past.
- How to elicit and develop the learnings the client discovers on the Time Line with Clean Language.
- What to do if the emotions don't release immediately.
- Useful packaged reframes for positive learnings.
- Working with clients who don't feel emotions on the Time Line.
- What to do if a client associates into a traumatic memory.
- Understanding how to recognise a limiting decision and a limiting belief.
- How to remove limiting beliefs and decisions on the Time Line.
- Understanding why the emotions disappear.
- Working with the Time Line to remove anxiety.
- Understanding how the client relates to time.
- Changing the direction of the Time Line.
- How to teach your client to set goals.
- The technique for putting a goal into the future Time Line.
- Working with trauma on the Time Line.
- Understand the practical aspects of working with clients and charging models.
- How to produce a Client disclosure and statement of scope of practice.
- Understand how to put together a complete Time Line Therapy™ techniques session.

NLP Coach Certification

Quest for Success Ltd have invested a great deal of thought and care into the design of the NLP Coach Course and we are confident that it combines thinking from the best sources in the world and delivers learning which will produce excellent NLP Coaching.

- Coaching for conscious and unconscious integration.
- What makes a successful NLP Coach?
- Frames for thinking about coaching
- Creating a 'Coaching Bubble'.
- How to access your Coach State.
- Learn to use the Quest for Success UCHANGE™ Coaching Model.
- Understand the on-going nature of coaching with the NLP Coaching Cycle.
- Familiarisation with the ABNLP Coaching Standards and Ethics.

Our Venues

Quest for Success Training & Coaching Centre

Our Manchester venue engenders the best of what rural Manchester has to offer. The Quest for Success Training & Coaching Centre is ideally located within easy access of the motorway network, only two minutes from J21 of the M62 Motorway. Only a two minute walk from the MetroLink tram service and local bus routes which service Manchester City Centre and surrounding towns every fifteen minutes.

The Centre is a short distance from the peaceful Saddleworth hills, ideal for those who enjoy walking, cycling, climbing, horse riding and peaceful contemplation. Years of training experience has demonstrated what a really great training venue should look, sound and feel like and we have created it here. As a bespoke venue, we have complete control over the learning environment, offering you the space you desire to reflect, learn, think and breathe.



Crowne Plaza – Athens City Centre



There are more surprises than first meet the eye in the busy centre of Athens. Built on the banks of the ancient Ilissos River, once mentioned in Plato's writings and still flowing secretly beneath the property's main road, the **Crowne Plaza Athens City Centre** is an ultra-modern tribute to Athens' rich past and the city's millennia of fascinating history.

The award-winning hotel lies strategically in the central Athens suburb of Ilissia, named after its hidden historic river, away from the hustle and bustle and only a 20-minute leisurely walk from the happening heart of the capital. There's a roof top pool too!



Schedule of Training 2016

Intensive NLP Practitioner Certification© Training

2016

5th – 12th March

Quest for Success Training & Coaching Centre, Greater Manchester

7th – 14th May

Quest for Success Training & Coaching Centre, Greater Manchester

28th – 31st May

Athens Part 1

25th – 28th June

Athens Part 2

10th – 17th September

Quest for Success Training & Coaching Centre, Greater Manchester

Contact Quest for Success Ltd

There are a number of ways to contact us, please choose the method that you prefer:

Website: www.qfscoaching.com

Telephone: 0845 467 3039 (5ppc + 5ppm after 60s)

E-mail: enquiries@qfscoaching.co.uk

Skype: Christine.qfscoaching

Facebook: Quest for Success

Twitter: QFS_NLPTraining

We look forward to connecting with you soon.