

NLP™ Practitioner & Master Practitioner Certification



*The Society of NLP™ is the only legitimate licensing body in the world
endorsed by the Co-Creator of NLP; Dr. Richard Bandler*

*Thought Models Training Company is a Licensed provider with the
Society of NLP™*

‘Spheres of Communication and Influence’

ThoughtModels.com

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‘Spheres of Communication and Influence’

This is designed for you first to really understand, define and build a working map of how you do what you do in the business of communications. It will also help you find out how others communicate and how building lasting relationships is fundamental to your continued success. You will gain the confidence and learn the skills to genuinely enjoy interacting with each other and through this be able to apply this to all areas of your life, including your business associates, customers, clients and prospects. You will have the ability to be effective in more complex situations. People will start to see you as a partner helping to solve their problems, rather than someone who is trying to push their opinions over on them.

*We cannot **not** communicate;* Communication is below language and below the sensory gate information and is a throwback to our early ancestry – *to communicate is to survive.*

CHANGE YOUR LIFE FOR THE BETTER.

The courses outlined in this booklet have helped thousands of people from around the world just like you to improve their business skills, the quality of their relationships and achieve financial outcomes, as well as desired changes in behaviour goals. In fact NLP will help you create SUCCESS IN ALL AREAS OF LIFE.

1. NLP Practitioner Certification

NLP is the most practical, results-driven method there is for detecting, understanding and controlling our conscious and unconscious thinking. We will show you how to harness the power of NLP and apply it to yourself and others – individually, in business and as a coach.

What you will learn during the training

- Understand the basis of NLP – principles and starting points
- Discover fundamental beliefs to empower Mind Mastery, not Mind Slavery
- Identify and take control of the intricate connections between your mind, emotions and behaviour
- Understand how you learn, communicate, change and evolve

Some of the topics you will cover

- Rapport – how to create instant liking and agreement
- Representational Systems – how we use our five senses to represent information from the world internally
- SubModalities – the secret programming software of your mind
- Language patterns – the words you use to demonstrate your intellectual attributes and personal characteristics
- Anchoring – how to control your feelings and your state of mind
- Strategies – how to control your mental processes to create specific results
- Parts – how to detect and stop inner conflict i

How you can use what you learn

Use your NLP applications across:

- All modes of business including sales and communication
 - Learning and educational coaching
 - Business and personal coaching
 - Personal growth and change
 - Performance enhancement and relationship coaching
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- Business and personal Managing Teams, Emotional Intelligence,
 - Personal growth and a range of new skills to work with others
 - Performance enhancement and relationship building

Get total control of your life Emotional Intelligence

- Discover how to find hidden unconscious patterns – yours and others' internal blocks
- Eliminate unwanted emotions that continue to bother you
- Understand the connection between healing your body and emotions

Create the future you really want

- Understand your own internal time machine and how it creates your future
 - Know the difference between Hope and Certainty
 - Eliminate limiting beliefs and decisions
 - Learn how to master visualizing your future, so it's more compelling, motivating and exciting for you
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- Control the connection between your mind, emotions and behaviour
 - Learn to set goals and achieve them
 - Learn how to coach yourself and others
 - Define exactly what you want in life
 - Create the future you really want
 - Eliminate negative habits
 - Accelerate healing
 - Awaken your higher consciousness

By learning NLP and understanding the methods of top achievers you are able to:

- Quickly and Easily Motivate Yourself and Others For Success
- Transform Your Body to its Peak Condition
- Influence Anyone to Follow Your Lead
- Communicate Effectively With Clients and Colleagues
- Become an Expert Negotiator and Get What You Want
- Attract Vibrant Relationships With Ease
- Naturally enhance your personal confidence
- instantly boost your motivation

Whether it is in business, for sales, management, communication, or coaching, as well as teaching, sports, therapy, and personal growth, motivation, ambition, and happiness

Learn to Do What the Super Achievers Do – Program Your Mind for Success
Here's A Breakdown of some of what you will learn:

“The Big Picture of NLP”

You will begin by discovering...

- The “Big Picture” of NLP and how you can use it to empower your life
- How your unconscious mind determines the choices that you make
- Simple keys to creating a compelling future
- Your unconscious “filters”
- The role your internal mindset plays with your physical health
- How to adopt a powerful mindset about money that will lead to a life of financial abundance

“How to Set Powerful Goals”

Some of what you will learn

- How to set irresistible goals that produce the kind of results you want
- The simple secret that will enable you to instantly change your physical state
- How you can coach others to create excellent behaviours by making little “tweaks”

to their internal mind

Why eliminating negative “self-talk” is often not enough to combat success

sabotage

The history of NLP and how you can use the tools of top achievers in your everyday life

Use the language of the mind to consistently get your desired outcomes

Setting intentions for your goals

“NLP Mindsets to Live By”

Successful Corporate Teams Begin with Successful Leadership

To “filter your reality” in an empowering way by adopting a set of useful

assumptions

The most important belief you must have when coaching others or using NLP with others

Use NLP to have more friends, be liked by more people and attract vibrant relationships on demand

How to quiet that negative voice in the back of your head that keeps you from getting what you want

Learn vital tips if you are working with someone who has a “learning disorder”

How to accomplish remarkable goals by adopting the same mindset as Thomas Edison

Why most relationships flounder because of poor communication

Why the subconscious mind is the key to becoming a master of influence

Simple insights that will help you to become healthier and have more energy

“How to Create Rapid Rapport”

- The secrets of Rapid Rapport
- Simple tip offs that will let you know if the person you are talking to is open for influential suggestions

- The 5 “Calibration Cues” to look for when talking to someone so that you can evaluate their behaviour effectively
- Body Language and how it helps with influence
- How to communicate directly to someone’s subconscious without saying a word
- Rapport Secret #1 – Being in rapport earns you the right to communicate
- Rapport Secret #2 – Synchronizing your breathing is a powerful technique to use with individuals and large groups
- Rapport Secret #3 – How to build rapport over the phone
- Rapport Secret #4 – 4 signs to watch for to know for certain that you have built rapport
- Rapport Secret #5 – How to go out of rapport with someone and why

“Representational Systems”

- How you learn the best
- Specific words to use with specific people to be incredibly persuasive
- 4 powerful sales scripts to use depending on the type of person you are selling to
- “Slow Talkers” – connect with this type of person more effectively
- “Fast Talkers” – Know what is going on inside them.
- “Intonation Patterns” – learn the most powerful pattern for persuasive speech
- “Eye Patterns” – Know how someone is thinking just by watching how they move their eyes
- The one test that you need to know to make sure you are using the power of eye patterns effectively

“Creating Change with Sub modalities”

- How to become totally motivated no matter what state you’re presently in
- Isolate the triggers that can instantly make you or your clients motivated
- Make problems disappear by changing the way you code them in your mind
- Simple technique that will give you an instant boost of motivation, happiness or energy

- “Swish Patterns” and how to use this simple process to eliminate bad habits and create momentum for a compelling future
- “Like-to-Dislike” – A technique that is useful in changing behaviours
- “Dissociative Technique” – A powerful change modality

The Powerful Use of Language

- The NLP use of language and how to communicate effectively to get what you want
- Stop “Autopilot Communication” – learn the power behind persuasive speech
- Control any conversation with NLP language patterns
- “The Agreement Frame” and two common phrases you must avoid or risk alienating the person you are speaking to
- “The Purpose Frame” – use this phrase to stop wasting time and get down to business fast and effectively
- “The What-If Frame” – A simple structure that opens up opportunities and turns objections into sales
- Deliver your suggestions directly to someone’s subconscious mind (and bypass resistance)
- “The Hierarchy of Ideas” – Use this powerful technique to negotiate effectively

Conversational Language Patterns

- Conversational Hypnosis and how to use it for powerful results
- How these language patterns are used in our world today
- The “Deep Structure” of communication – useful questions that create effortless change
- Learn how to utilize the “Distortions, Deletions & Generalizations” of everyday language

“State Elicitation & Anchoring”

- Elicit powerful states instantly using “Anchoring”
- Collapse Anchoring, how to eliminate negative or “stuck” states
- The 5 keys to anchoring you must know

- How to anchor yourself and others for maximum effectiveness
- Chaining Anchors – “Rewire” your brain and stop procrastination
- Circle of Excellence –A way of gathering powerful internal states in our unconscious and making them available when we need them

“Mastering Strategies”

- “Strategies” – uncover the subconscious “programs” that people run subconsciously
- The “Buying Strategy” – learn this trick that will make your products irresistible to your prospects
- “Negative Looping” and how to prevent this common source of unwanted behaviour
- The “T.O.T.E Model” for effective strategies

“Rapid Reframing”

- Make problems and objections disappear using “Reframing”
- A tested and proven method for eliminating sales objections
- Limiting Beliefs and how you can lead those around you to a more empowering future
- The Context & Content Reframes – Become powerfully influential with these two NLP patterns
- Parts and how they are the source of conflict in people’s lives

Fast Phobia & Parts Integration

- Parts Integration – How you can use this incredible technique to identify and eliminate conflict in your life
- The 9 steps to follow for a successful and empowering parts integration
- Fulfill your highest intention and purpose
- The one question you must ask your client before starting a parts integration
- Program your subconscious mind by using metaphors
- The Fast Phobia Technique – learn this powerful protocol for overcoming phobia’s

Hypnotic Induction

- How to integrate all the information from the NLP training class exercises
- How to create instant trance states
- Deep Trance States, benefits
- Understand how the mind process's information
- How to recall all the information you learned easily

Thought Models Training Company &

Master Trainer, Harry Nichols Licensed through the Society of NLP™

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By training with Harry Nichols through *Thought Models NLP Training*, you become a licensed NLP Practitioner and NLP Master Practitioner and become a member of the Society of NLP™. Your NLP certificates are signed by the Co-creator of NLP; Dr. Richard Bandler, and you will be allowed to carry the NLP Society seals on your marketing materials.

Harry Nichols has over 30 years of NLP experience and over 20 years of teaching at the Master Practitioner level. He has received the highest designation for a trainer, from Dr. Bandler directly, as *A Master Trainer of NLP with the Society of NLP™*. This is extremely rare in NLP training professions where most trainers have minimal NLP teaching and/or coaching experience.

This designation is acknowledgement from Dr. Bandler for the consistency in high level training demonstrated in the students we send forward to receive their Trainers Training Designation with the Society of NLP™; training with a Master Trainer ensures you receive optimal focus in NLP throughout the whole of the program. Thought Models is proud to say we offer one of the best “trainer to student” ratios – ensuring smaller classroom sizes so each student has personal time to interact with the trainer: Harry Nichols.

“I highly recommend Harry Nichols of Thought Models. He is continually updating his training with the most up-to-date skills I have developed. He’s not only a Master Trainer in NLP, A Design Human Engineer & does NHR; he does all kind of other things too. The one thing I know is he’s probably one of the best Trance Subjects I’ve ever had the pleasure of working with.”



*Dr Richard Bandler, co-creator
NLP. Creator of DHE & NHR*

www.thoughtmodels.com

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