



April—June 2009

NLP Learning Systems Corporation

# COACH

## Advanced Practitioner Certification Training: The magic of NLP

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uring the past month we have had several graduates from previous Advanced Practitioner programs stop by to share their success stories with us. One graduate shared with us the news that he had just gotten engaged and another came in after returning from an extended trip throughout Europe – and that someone else was delighted to pay for the entire trip. This is the magic of NLP!

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hat are your goals? What are your dreams? What would you ask for if you knew that you might actually get it?

Maybe you would ask for a new career, maybe a trip around the world or maybe a stable, loving relationship. All of these are possible and have previously been achieved by the students from **Advanced Practitioner Certification Training (APCT)** program.

If you already know what you could attain in your life by being a participant in the **APCT** program, then you would already be enrolled.

However, for those of you who need more information, let us tell you about some of the things you will get out of each weekend of the program.

### **Weekend One – Resource States**

In the very first weekend of the six month journey we assist you in developing new and powerful resource states. These resource states will enable you to be much more effective in dealing with adverse or negative situations which may occur in your life.

Also in the first weekend we assist you in opening up and expanding your sensory ability. This results in having a richer, fuller experience and ability to enjoy life.

### **Weekend Two – Mastery of Language**

The second weekend revolves around developing mastery with language. We will teach you how to be effective and elegant when you communicate with others.

This technology is essential for anyone who wants to be more effective in their job and thereby make more money. It is also essential and necessary for those of you who would like to improve the quality of your relationships, both personally and professionally.

### **Weekend Three – Change work techniques, especially reframing**

Weekend three includes some of the more powerful and transformational of the NLP change work techniques. This weekend is designed to create long-lasting and wide-ranging change in your attitudes, beliefs and behaviors.

### **Weekend Four – Advanced Submodalities & Time Line**

The fourth weekend of the program is again centered around advanced change-work techniques.

These techniques are designed to assist the participants in removing any blocks or unresolved negative experiences and emotions from their past.

This weekend is also about how to understand and use the power of your unconscious mind to create your future to be what you want it to be.

### **Weekend Five – Your five-year goal**

Weekend five will help you develop a valuable, worthwhile and achievable five-year goal or outcome. Many of our students achieve their five-year outcome within three years of graduating from the **APCT**. We encourage you to dream big – it will probably come true.

Also we do our Ropes course to supercharge yourself and your goals! This dynamic, powerful experience is like putting a rocket in your pocket! You will feel better about yourself and more alive.

### **Weekend Six – Putting it all together**

The final weekend includes a comprehensive demonstration of what you have learned.

In this weekend we also have lots of fun and many special activities which complete the process. Many of our students tell us that this weekend of our program is the best of all and we wouldn't spoil it for you by telling you the surprises at the end.

What would you ask for if you knew in advance that you would get it? Come join us and see for yourself how the magic of NLP can and will work for you, too.

### **WEEKEND DATES:**

*Friday 7pm-10pm; Saturday & Sunday 10am-6pm*

April 17-19

May 15-17

June 19-21

July 17-19

August 14-16

September 11-13

### **INVESTMENT:**

\$500 per weekend

\$2995 for the whole 6 months.

**Payment Plans Available**

### **LOCATION:**

NLP Learning Systems Corporation

**NLP Learning Systems Corporation**

4837 Keller Springs Road \* Addison, TX 75001 \* 972-931-9984 \* 800-301-9984 \* Fax: 972-931-6405  
nlpLearningSystems.com

Contact@nlpLearningSystems.com

## NLP TIPS & Techniques

*The words you choose to communicate, attached to the tone of your communication, delivered by your actions all reveal what you really mean with your word. The power of your word creates your world.*

### SUCCESS EXERCISE ! A WELL-TRAVELED PATH

A design exercise to create success as a well-traveled path in your unconscious, so it can continue to align the patterns we want ... with success.

Visualize your outcome, as it will be, some time in the future. Make it as perfect as you can. Include all the dynamic and peaceful aspects you'd like to have.

Next, add the sounds, i.e. voices, background noises, pitch, tone, volume, tempo. Is there music? Do you like it? If not, change it.

Now, what would you like it to feel like once you get there? ... And how do you represent that feeling in the body ... area, intensity, temperature, smell, taste, etc.

After creating your desired picture, decide how far off in the future you want this, giving yourself ample time to reach it. Imagine that it's NOW that time, and answer this question. "How did I achieve this outcome?" And look back and notice details.

This small shift in perspective can produce amazing information. Thinking backwards (hindsight is 20/20 theory) is easier than thinking forwards. This process creates a path in the nervous system so it's easier for you to achieve the program you consciously installed.

### HEALING THE HEART RELAXATION

(A Kinesthetic Exercise)

Lay on your back with your eyes closed. Move around a little to get comfortable and lay without moving. Inhale and tense your right leg raising it a few inches off the ground. Hold for a few seconds and let it drop as you exhale. Repeat with your left leg and then your arms and buttocks. Inhale deeply and push your abdomen out like a balloon, hold your breath for 5 seconds while tensing your abdomen. Exhale, letting your abdomen completely relax.

Repeat with your upper chest. Bring your shoulders up to your ears, then together in front of your chest, and then push them toward your feet. Relax.

Gently roll your head from side to side and allow your neck to relax. Inhale and squeeze together all your facial muscles, including your jaw, mouth, eyes and forehead.

Now mentally allow each part of your body to relax even more and focus on your breathing. After a while, deepen your breathing and slowly stretch and move and come to a seated position.

Relaxation is important. Relaxing can help rid your body of stress and relax your mind. As you relax, thoughts and feelings may surface. Just notice those thoughts, and let them pass without trying to judge, suppress or control. This relaxation exercise is based on the concept that a muscle will relax more profoundly if you first tense it.

### SPECIAL REQUEST

Postage has gone up again...help us stay in touch with you.

Please give us your email.

### What's new with you?

For monthly updates, special offers and NLP tips, please let us know your full name, e-mail address, mailing address and phone number by sending an email to:

[Contact@nlpLearningSystems.com](mailto:Contact@nlpLearningSystems.com)

.Thank you,  
Your NLP Learning Systems Corporation Staff

## **NLP BASIC LEVEL ONE TRAINING**

### ***Level ONE : In the beginning ... or way back when ...***

In 1982 when Jan first began to share information about NLP with friends and acquaintances in her living room, she developed a powerful and effective program which people called *the class*.

Over the years that same class has been given somewhere in the Dallas/Fort Worth area every month. That's at least 348 times over 26 years that people from all walks of life have come in to learn about NLP from Jan or one of her talented associate trainers.

That same class is still being offered today and is an introductory course that gives you some of the most valuable and powerful parts of NLP. This course is called ***Level ONE***.

We encourage each and every one of you to come back and repeat the class.

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**Who do you know that you care enough about to help them to be healthier, happier and more effective in their life?**

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We also encourage each of you to bring along someone else who you know that would benefit from NLP just the same way you did.

Remember when you first took the NLP ***Level ONE*** class? How did you hear about the class? What were your reasons for taking the class? I'll bet that the way you heard about it was from a friend of yours. Someone who cared enough about you to make sure that you enrolled to take your first class.

Who do you know that you care enough about to help them to be healthier, happier and more effective in their life?

If you feel that you got anything positive out of the class then you probably have some friends or acquaintance that you can thank for getting you started with NLP. You owe it to yourself and to that other person to continue the process by sharing the NLP story with others to assist them in becoming the best that they can be.

For those of you who prefer taking class in its original format, which is one evening per week, come join us on Thursday nights from 7pm to 10pm.

The Thursday night ***Level ONE*** class is currently being taught by Jan. We don't have to tell you how great it is having Jan back in the ***Level ONE*** class on a regular basis. She is a true master at NLP and her classes are always fun, interesting, exciting and positive learning experiences. You never know what to expect on any given Thursday night. The one thing you can be sure of is that you will be glad you came.

Remember, there are two great opportunities to take ***Level ONE***, Thursday nights and / or a weekend format. The next Thursday night starts May 7<sup>th</sup> where you can bring people for a FREE INTRO. Let them choose the rest.

The next weekend class is June 12, 13 and 14 with Friday night as a FREE INTRO. This class is often taught by other NLP trainers Tony Neal, Jim Walker and Dr. Cheryl Oden. Take both classes for the price of one and get other points of view.

### **NLP Level ONE Series**

Evening Format

#### **Thursday 7pm-10pm**

- #1 *FREE INTRO - May 7*
- #2 *May 14*
- #3 *May 21*
- #4 *May 28*
- #5 *June 4*
- #6 *June 11*

#### **Level ONE Weekend**

June 12 - 14  
Friday 7-10pm, FREE INTRO  
Saturday and Sunday 10am-6pm

**INVESTMENT: \$625**

**FREE REPEAT PRIVILEGES**

**Call NOW – 972-931-9984**

## STUDENT SUCCESS STORIES

Jan,

I received the newsletter and the article on your 26 years of teaching NLP took me back to 1983 when I sat in your living room for my **Level ONE** class. Followed by the **Tranceforming Selling** class and **APCT**. It all has served me well in my career and life. My son is still anchored to me with an elbow touch! ~ and still doesn't know it.

So, Congratulations! I expect you to go on until you are at least 100!

Anonymous NLP Practitioner

Dear Jan,

I just wanted to write and thank you for all your help, direction and insight to life's situations that are thrown a person's way. Since I have been attending **NLP classes** these are a few of the positive things that have come into my life as a result of the power of positive thinking and manifesting good power for one's self.

1. I found a furnished place to live In while my home was being worked on for Black mold.

2. The mold was finally removed and I was able to return home 2 years later.

3. As a result the legal matters were finished or settled and my family received \$100,000 for damages.

4. I received my personal belongings back that were in storage or at least what I could find.

5. I have begun studying yoga with the Sunstone Yoga group with intentions of receiving my yoga certificate and having my own studio.

I plan on learning as much as I can learn from my NLP classes & use the information in a positive way. I want to enjoy my life while I'm still young at heart & spirit, not to mention age ~

Truly your friend,

LB

Twenty some years ago Southwestern Bell Yellow Pages held a training for sales representatives. A number or representatives were selected and Jan Marszalek led the program.

In the goal reaching exercise I set 3 goals:

- Top of the Sales Force
- Handle millions of Dollars
- Get elected to a Labor Union Office

The first goal was met within 18 months after Level ONE NLP. I received the V.P. Award for Top 25% and the CEO Award for Top 5% of Southwestern Bell Yellow Pages Sales Representatives.

The money and position was achieved and I did not form the complete outcome on how to have me hold onto some of the millions for myself personally. I do manage millions for my company.

I took on more responsibility on the labor side of the house. I bargained the next Union contract. I am on the bargaining committee today over 15 years later.

The last goal has been 20 years in the making. I never lost sight as I acted as if I was destined. And I was the popular vote for Treasurer of the Union on October 10, 2008.

Thank you NLP for my continued success.

TL ~ NLP Practitioner

A student sent her Dad a rather substantial check and HE LOST IT!! "Gone forever," he said.—And it was an out of the country check. She could not replace it. In a private appointment with Jan, she was reminded how easy things can be...

Hi Jan,

I forgot to tell you my Dad found the check!! And, thinking about what you had said about making things easy, I contacted a few banks in the US and found one that can convert the check for me. Easy, easy, easy. Now I ask myself, "How can I make this easy?"; "What would be an easy solution?" Funny how sometimes I have a resistance to easy, even if I KNOW it works. So, thank you for the help with lasso-ing in the check.

M.L., English as a Second Language Teacher, Taiwan

## PROGRAM OFFERINGS

### OIL PAINTING WITH TONY NEAL

*Underwater scene with Coral and  
Turtles!*

Join us **Thursday, April 23<sup>rd</sup> 7:00 p.m. to 10:00 p.m.** for an evening of fun, creativity and fresh ideas. With a paintbrush in hand, explore your artistic side and learn how to express yourself with oil painting.

**INVESTMENT:** \$50.00  
(Supplies Included)

**You'll complete the painting in one lesson!**

### THURSDAY EVENING NLP BASIC LEVEL ONE

Come to **Level One** and learn skills to communicate more effectively and reach your objectives more often while establishing a foundation in NLP. The weekday **Level One** is on **Thursday nights 7:00 p.m. to 10:00 p.m.** The six-week series starts on **Thursday, May 7.**

**INVESTMENT:** \$625:  
**FREE** Repeat Privileges

### TRANSFORMATIVE BREATHING with SILVER RA BAKER

Come experience fully integrating your spirit body with your physical body. "As you breathe as you live." Learning how to breathe dynamically is mastering how to live dynamically. All that is needed is a better practice of the most basic of all our functions – breathing.

Continued in next column...

Continued from 1<sup>st</sup> column...

This will be fun and experiential event with the potential of experiencing more pleasure than you have in a long time. **Transformative Breathing** is reconnecting your inner breath with the Universal Breath of Life, breathing the energy within air. The next **Transformative Breathing** is **May 8, 7:00 p.m. to 9:00 p.m.**

**INVESTMENT:** \$75

### The Best Program The Best Value

### 12-HOUR BELIEF CHANGE WORKSHOP

That's what our graduates tell us about the **12-Hour Belief Change Workshop**. This course is not about teaching NLP, although you will learn a lot of NLP. It's about discovering what beliefs are running your life and changing them, if desired. It is a quiet, introspective day in which You meet YOU. The content is yours alone, so you feel safe exploring depths of yourself that you may not have reached before.

NLP change work techniques are done when and where necessary to help move you through blocks and stuck areas of your life.

Each one of us has that area of our life where we would like to make changes ... more Prosperity, Love, Happiness, Discipline, Courage, additions, etc... The **12-Hour** is simply an inexpensive way to make BIG, permanent change.

Continued in next column...

12-Hour continued...

Come join us on **Friday, June 5<sup>th</sup>, 7:00 p.m. – 11:00 p.m. and Saturday, June 6<sup>th</sup>, 9:00 a.m. – 9:00 p.m.**

**INVESTMENT** is \$290 and a great value.

### MEDITATION CLASS

8 nights of learning the chakra systems, how colors impact our lives, foods for the different energy systems and the "much loved" Energy Reframes, a \$2500 value alone taught in the Practitioner program. You will learn the 3 to 1 method, visualization, Hong Sau, Rudra, TM – mantras, yantras, breathing, so you can choose which system or systems work best for you. A smorgasbord of experiential learning.

The **Meditation** class is **Tuesday, May 5<sup>th</sup> and continues every Tuesday night through June 23<sup>rd</sup>, 7:00 p.m. – 9:30 p.m.**

**INVESTMENT:** \$360

**FREE REPEAT PRIVILEGES**

### TREASURE BOARDS WORKSHOP

**Treasure Boards Workshops** are an easy and fun way to see your goals become reality! You learn how to reach the goals you've been telling yourself you want. This is also a great way to introduce friends and family to NLP.

The next **Treasure Boards Workshop** is **7:00 p.m. to 10:00 p.m. Thursday, June 18<sup>th</sup>.** We look forward to seeing you here!

**INVESTMENT:** \$35; \$50 if not an NLP Student.

### ADVANCED SUBTLE ENERGY WORKSHOP

The next **Advanced Subtle Energy** course teaching the QCS System starts August 1<sup>st</sup>.

Call the office for details. 972-931-9984

DATE: August 1-2, 2009 TIME: 10:00 a.m. to 6:00 p.m. INVESTMENT: \$450; Repeaters: \$150

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## PROGRAM OFFERINGS continues



### DIAMONDS IN YOUR MIND WORKSHOP

#### A Special Summer

This is the Right Brain Training™ course that Jan Marszalek keeps referring to in the Level ONE and Practitioner Program! This course is recommended for everyone who thinks.

- ◆ Relieve stress using fast, effective, relaxation techniques
- ◆ Create a mental workshop full of useful tools and information
- ◆ Improve your memory and study skills
- ◆ Learn how to tap into energy reserves during the day, fall asleep easily at night, and awaken in the morning feeling refreshed and relaxed by managing your internal state
- ◆ Anchor powerful states of physical and mental calm so you can access them anywhere
- ◆ Discover how to communicate directly with your unconscious mind and replace unhelpful negative chatter with positive thoughts
- ◆ Use the three step goal creation process to formulate compelling outcomes
- ◆ Develop skill and confidence applying your intuition to aid in everyday situations
- ◆ Enhance your creativity and learn to apply it in problem solving

*"This is the most important skills drills training for your subconscious mind to learn to use it consciously."*

*~ V. Jan Marszalek.*

Join us for the next **Diamonds In Your Mind** Workshop, **Friday, July 10 6:00 p.m. – 10:30 p.m.** and **Saturday and Sunday July 11 -12, 10:00 a.m. – 7:00 p.m.**

**INVESTMENT:** \$540 prepaid / \$600

**FREE REPEAT PRIVILEGES**

The **Diamonds In Your Mind Workshop** is NOW part of the Master Track Certification Program.

### TRANCEFORMING SELLING SEMINAR

Graduates report the strategies and techniques learned in **TRANCEforming Selling** are easy to understand and apply. Many graduates have also reported that their productivity has increased as much as 300% (letters on file).

Don't let the name fool you. This Sales seminar is for anyone who wants to be more effective using NLP in business. Whether you are a professional sales person, a manager, a customer service person or if you sometimes find it necessary to convince others or negotiate things like a raise or a new job, then take **Tranceforming Selling**.

In this dynamic two-day program you will learn how to be more persuasive and effective whenever you communicate with other people in business or personal contexts. You will learn how personal needs affect your outcomes. You will also learn how to be more effective when you ask questions. Plus, you will learn how to use some of the meta programs patterns to manage and motivate others. Just because it's called **Tranceforming Selling** doesn't mean its for sales people only. If you want to get your outcomes more of the time, if you want to make friends and influence people, if you want to be more persuasive and in control, then this is the program for you.

Take this opportunity to do something that will make 2009 your best yet. One thing is for sure, things will continue to be more and more competitive. The difference between success and failure in a tight market many times is your own individual skills and abilities.

Join us **Saturday, July 25<sup>th</sup> from 9:00 a.m. to 5:00 p.m.** and again on **Sunday, July 26<sup>th</sup> from 9:00 a.m. to 6:00 p.m.** Investment is only \$600 ... prepaid \$540...and *tranceform* your sales into a fun and easy way to make more money!

**FREE REPEAT PRIVILEGES**

**Make More Money!**

# NLP Learning Systems Corporation

Please check online or with the office to verify dates and times of classes.

<u>April 2009</u>	<u>May 2009</u>	<u>June 2009</u>
2 Level One #5	5 Meditation #1	2 Meditation #5
3-4 12-Hour Belief Change	7 Level One <b>FREE INTRO</b> to NLP	4 Level One #5
16 Level One #6	8 Transformative Breathing	5-6 12-Hour Belief Change
17-19 Practitioner Weekend #1	12 Meditation #2	9 Meditation #6
23 Oil Painting with Tony Neal	14 Level One #2	11 Level One #6
28 Instant Clearing Techniques	15-17 Practitioner Weekend #2	12 Level One <b>FREE INTRO</b> to NLP
	19 Meditation #3	12-14 Level One Weekend
	21 Level One #3	16 Meditation #7
	26 Meditation #4	18 Treasure Board
	28 Level One #4	19-21 Practitioner Weekend #3
		23 Meditation #8
		25 Oil Painting with Tony Neal
<b>Tax deduction allowed on all classes. Call the office for more details.</b>		
<u>July 2009</u>	<u>August 2009</u>	<u>September 2009</u>
9 Level One <b>FREE INTRO</b> to NLP	1-2 Advanced Subtle Energy Class	3 Level One <b>FREE INTRO</b> to NLP
10-12 Diamonds in Your Mind	6 Level One #5	5-7 Diamonds in Your Mind
16 Level One #2	13 Level One #6	10 Level One #2
17-19 Practitioner Weekend #4	14-16 Practitioner Weekend #5	11-13 Practitioner Weekend #6
23 Level One #3	20 Oil Painting with Tony Neal	17-24 KA HUNA
25-26 Tranceforming Selling Seminar	27 Treasure Board	17 Level One #3
30 Level One #4	28-30 Master Track- Meta Programs, Values, Beliefs	24 Level One #4

## MASTER TRACK CERTIFICATION PROGRAM

**Meta Programs / Values / Beliefs**  
*with Jan Marszalek and Tony Neal*

Richard Bandler first uncovered Meta Programs as they were observed in therapeutic interventions. These programs, or filters, determine how an individual's personality is made up. By understanding this pattern, a communicator can package their language in ways that match and pace the unconscious mind of the listener. This creates levels of influence and rapport in powerful and impactful ways. Learn how these unconscious filters determine behavior, how they influence each other to limit choice, and how to adjust each filter in ways that balance and integrate individuals to make change ecological.

Values and beliefs are the factors that determine how our Meta Programs are arranged to support our realities. Learn how to find those values and beliefs that limit performance, and resolve any conflicts to build your verbal congruency in thought and action. Learn also how to change beliefs and reorient value in ways that contribute to your being able to assist yourself and others to achieve their goals.

Come join us for **The Master Track – Meta Programs / Values / Beliefs** class on August 28<sup>th</sup> – 30<sup>th</sup>.

**INVESTMENT:** \$3000 for the full Program / \$600 per weekend

## KA HUNA

**KA-THE KEEPER OF ~ HUNA~ THE SECRET**

Get ready for an amazing experience on the beautiful island of Maui! Come join this exotic journey to paradise that is the most spiritually rewarding experience we offer. Hands down, this will be an incredibly enlightening journey for those of you who truly seek your own connection to your God Source. A neat group of people, led by Kapuna, Kahuna Jan Marszalek, will be adventuring into this tropical paradise and learning ancient Huna spiritual practices as we explore the beauty and power of Maui's sacred places. Days and nights become one on our journey inward. Ancient Huna magic, holy places, beautiful beaches and waterfalls encompass our experience. The Ka Huna trip is September 17<sup>th</sup> - 24<sup>th</sup>.

**INVESTMENT:** 1st Timers \$3267; 2nd Timers \$2787; 3rd Timers \$2357

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**Advanced Practitioner Certification Training**

**APCT Weekend #1**

**April 17<sup>th</sup> – 19<sup>th</sup>**

Friday, 7pm; Saturday & Sunday 10am-6pm

See inside for complete schedule information.

Investment: \$500 per weekend;  
 \$2995 for the whole six months.

**Remember the next FREE  
 NLP Basic Level ONE Introduction**

**Thursday, May 7<sup>th</sup>, 7 p.m.**

See the calendar inside for other FREE  
 Introduction dates.

Full Course Investment \$625  
 with FREE REPEAT PRIVILEGES!



**with Tony Neal**

**Thursday, April 23<sup>rd</sup>, 7 p.m.**

Investment: \$50

For more information call 972-931-9984

**Master Track Certification Program  
 Meta Programs / Values / Beliefs**

*with Jan Marszalek and Tony Neal*

**August 28-30<sup>th</sup>**

Friday 7pm-10pm; Saturday & Sunday 10am – 6pm

Investment: \$600

\$3000 total for all five weekends!



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