

COACH

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July - September 2010

Brain Training: Reducing Information Overload

Have you noticed how much information we have to assimilate and use today as compared to when we were growing up? Kids today have to learn incredible amounts of detail about the world in a fraction of the time because we know so much more about things. Just like kids have computers, their brains are trained from an early age to process information faster.

Most of us as adults, however, are using brains that were trained in the 1940s through the 1970s. How different and more sophisticated are the computers of today as compared to the first computers.

So now we are trying to process more than 100 times the information with the processing mechanisms developed and trained several decades ago. This information bombards us from all sides. Our brains can't handle it and we go into overload. Overload is created by too many choices and chronic stress. We tune out the excess and lose the ability to make decisions. We lose

touch with our intuition, our knowing, our gut feelings. It's like being in a Model-T Ford at the Indy 500.

And the price we pay is staggering—alcohol & drug addiction, depression, learning disorders, cancer, heart disease, divorce, juvenile delinquency, eating disorders, obesity, premature aging, chronic pain and illness, etc. One of the things NLP does for people is that it helps them speed up their information processing time and allows the brain to keep track of more pieces of information at one time.

**You will be amazed
how much faster
you do things.**

The two basic methods for this are STUCK to CLEAR and the KAVK learning strategy taught in the **NLP Level ONE**. Utilizing these techniques

will allow you to assimilate more in less time with less frustration. You will spend less time in confusion and being stuck and **more time being productive** and perhaps even significantly more happy and able to **enjoy life more fully**.

Do a STUCK to CLEAR anchoring process every few days for about 4 months.

Practice using the KAVK strategy—seeing pictures and hearing words and sounds in kinesthetic. Study important information in a K posture.

Repeat the **NLP Level ONE** if you would like to refresh your memory on these. The more anchoring you do on a daily basis, the better able you will be to enhance your brain function.

When you are ready for your Indy 500 race car and the fast track, take the **Advanced Practitioner** course. Over time, you will be **amazed how much faster you do things**. Yes, in the beginning, it does take time. Consider the alternative—not knowing strategies to move through sticky situations!

Advanced Practitioner Certification Training



Appolinaire said:

“Come to the edge.”
“We might fall,” they replied.
“Come to the edge.”
“It’s too high,” they replied.
“COME TO THE EDGE!”
And they came
And he pushed them
And they flew.

NLP, as developed by Richard Bandler and John Grinder, is really the study of **understanding and transferring states of excellence from context to context and from person to person**. Through the APCT you will learn to model or copy human excellence in any form. You will learn how someone is exceptionally skilled and how to own that ability for yourself.

Through the APCT you will become better and more effective in all areas of your life; from relationships to business, to generating new possibilities and opportunities.

The APCT helps you improve and be more effective in your job, your relationships, your ability to make friends and get along in the world.

You are cordially invited to join us for the fourth weekend of the currently running *Advanced Practitioner Certification Training (APCT)* program. Each weekend can be taken as an individual session with no prior NLP experience required and it is easy to join in the third weekend of APCT.

Weekend four is about attracting money into your life. A lack of financial resources is often the result of limiting beliefs about money. So, this weekend is devoted to helping you understand and change whatever limiting beliefs you may have regarding money. You will learn how to use Submodalities, the Swish Pattern, and Time Line Therapy TM to bring about significant belief changes. Dramatic breakthroughs are often experienced using these three techniques.

Join us for APCT Weekend 4
August 6, 7, & 8
Friday 7:00pm to 10:00pm
Saturday & Sunday 10:00am to 6:00pm

Followed by:

Weekend 5 Aug. 27, 28 & 29
Weekend 6 Sept. 24, 25 & 26

Tuition: \$500 per weekend/\$2,995 total
Payment Plans & Discounts Available



Call the office today! (972) 931-9984

Do yourself a favor and become the very best you can possibly be.

The next APCT series starts October 22nd.

NLP Level ONE

What's *your* intention?

It seems that the world has shifted in the last few years to people becoming serious about making changes in their lives and the world.

Sometimes we get caught up in the idea of change and take no action. Sometimes we get caught up in the spiral of which course to take first, or which situation to fix first. People that get caught in this loop often do nothing because they go from one thought to another.

When you remove yourself from this loop and realize that all it takes is the **first step** to begin the process, it is actually very easy. You will be amazed at how many "things" just happen to get fixed or changed just by taking that first step.

In a little more than two days or six weeks (you decide), you will gain extraordinary ability to create your world the way you want it to be. We will teach you how to install new behaviors in yourself and others.

- ▶ The elements of Rapport
- ▶ Anchored Associations
- ▶ Goal Reaching
- ▶ Reframing
- ▶ And much, much more...

Come and learn how easy it is for you to communicate, create rapport and develop trust with those that are important in your life.

Did you know what you learn in our **NLP Level ONE** class is, in actual fact, part of the Practitioner level certification requirements? Most NLP Centers around the world give you this information and related techniques only in their Practitioner training!

So, take that first step to a better life and check out NLP for yourself. Check the class schedule best for you and then call the office and register today for **NLP Level ONE**. You will discover for yourself why so many people are so excited about learning and using these skills.

NLP Level ONE

WEEKENDS

July 9 Fri. 7 PM – 10 PM **FREE Intro**
 10 Sat. 10 AM – 6 PM
 11 Sun. 10 AM – 6 PM

October 1 Fri. 7 PM – 10 PM **FREE Intro**
 2 Sat. 10 AM – 6 PM
 3 Sun. 10 AM – 6 PM

*"You all took the time to give of yourselves, answer my (sudden) questions, and help me get unstuck."
 – Jay Graham*

"I credit a great deal of my success to your NLP course. It has been the single most important course I have ever taken in ten years of attending workshops and trainings. I highly recommend the course to anyone in sales, (except my competition) or to anyone who ever has to communicate with other human beings, for that matter." – Rheta Garcia

"I achieved a 100% increase in sales this month. I have new prospects that can produce not only additional money, but more prestige for me and the studio. It has become a time for many wonderful changes." – Warren Dittmar, Photographer

NLP Level ONE

WEEKDAYS ON THURSDAY NIGHTS

July 8 *Class 1* 7 PM – 10 PM **FREE intro**
 15 *Class 2* 7 PM – 10 PM
 22 *Class 3* 7 PM – 10 PM
 29 *Class 4* 7 PM – 10 PM

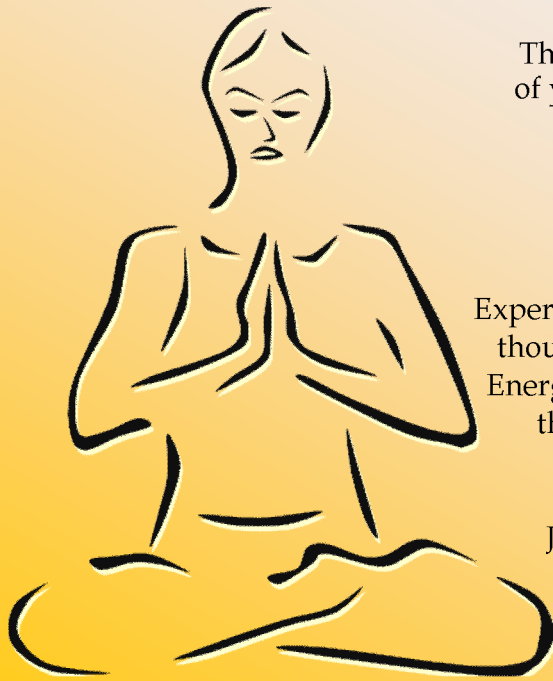
August 5 *Class 5* 7 PM – 10 PM
 12 *Class 6* 7 PM – 10 PM

Tuition: \$625

Free Repeat Privileges!

Payment Plans Available

Call the office today! (972) 931-9984



Meditation Workshop

This 8-week journey takes you into the deeper workings of your mind. Safely. Peacefully. Joyfully. You will learn:

*Peace of Mind ~ Deep Breathing ~ Mental Focus
Stillness ~ Total Body Relaxation ~ Inner Awareness
Visualization ~ Working with the Unconscious Mind*

Experience the colors of the chakra system and how they affect thought patterns, emotions and behavior. Learn about your Energy System and how it affects those around you and how that comes back to you. Even if you already meditate, this is a great way to learn new techniques.

Join us eight Tuesday nights from 7:00pm to 9:30pm
June 29th; July 6, 13, 20, 27th; August 3, 10, & 17th

Tuition: \$360 prepaid or \$400 at the door

Use Your **Free Repeat Privileges**
and Enjoy the Energy of Group Meditation!

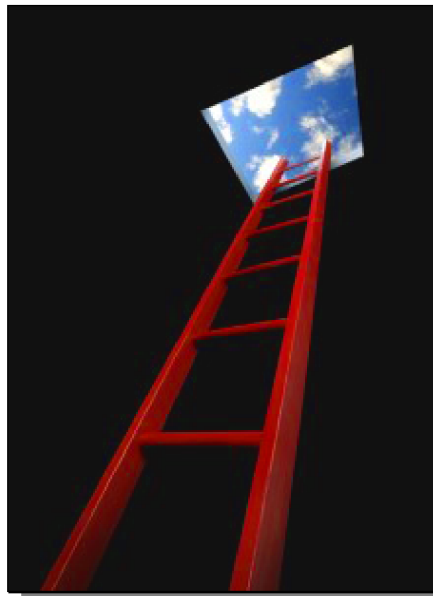
You can discover more about a person in an hour of play than in a year of conversation. ~ Plato

Hermetics "It's Magic!" Class #2

Are you looking for magic? Join us **July 16-18, 2010** for the 2nd weekend of this 6-weekend class series focused on experiencing Hermetic magic practices based on Franz Bardon's classic trilogy *Initiation into Hermetics*, *The Practice of Magical Evocation*, and *The Key to the True Kabbalah*.

You will be trained in all areas of **magic** from basic techniques in thought control and imagination to advanced teachings in astral travel, the use of talismans, magic mirrors and much more. The classes are offered every 3 months to allow students time to practice the Hermetics exercises between classes.

Class format: Friday 7pm-10pm, Saturday & Sunday 10am-6pm. **Investment:** \$500/weekend



12-Hour Belief Change Workshop

"I am not affected by MANY of the things that used to bother me. The negative tapes [in my mind] are gone AND there are positive messages now inside my head. . . These new tapes say things like: It's not about me, it's about them; it really doesn't matter; I'm great! – stuff like that. It's wonderful!"
– A. M. V.

The 12-Hour is a *very personal, private experience* where you will get to know and meet YOU. It is

about discovering what unconscious beliefs are running your life and then changing them if desired. The content is yours alone, so you feel safe exploring depths of yourself that you may not have reached before. The workshop is **September 10-11, 2010**, Friday 7pm – 11pm and Saturday 9am – 9pm. **Investment:** \$240

Hawaiian Huna 2010 . . . *An escape to paradise!*

Have you ever noticed the face of someone that has just returned from the Hawaiian islands? Their entire appearance radiates a peace and relaxation that tells you there is something very special about Hawaii.

Of all the islands, Kauai is the oldest, and many say that this *garden island* is the most beautiful of all the Hawaiian islands. This in itself may be reason enough to break away from the fast pace and pressure of life in the southwest. There are, however, many other reasons to join Jan and Tony on their upcoming *escape to paradise*.

For one glorious week in July, we will be taking a group of 16 very special people on a journey of

discovery to the garden isle of Kauai. The group will be given the opportunity to visit several sacred sites that the average tourists never have an opportunity to see.

Instruction in the culture, traditions, and healing arts of ancient Hawaii will be a part of this experience. Some of the teaching will be pure fun and, of course, there will be plenty of sunshine on some of the world's most beautiful and pristine beaches. Other lessons may be of a more serious nature, dealing with the philosophy and mysticism of Huna, the way of life that has contributed to making these islands such a special and powerful place.

Participants will be provided with a place to

stay, food to eat, transportation around the island, great companionship, yoga, Huna training and more.

The island will provide rainbows, waterfalls, beaches with an abundance of white sand and magic of all kinds. This will truly be a trip of a lifetime and space is limited, so send in your deposit today to reserve your place to be a part of this special group. Mark your calendar for the week of **July 24th** through **31st**. Total investment is only \$3,267 if this is your first time and you will wear a knowing smile, reflecting your inner peace when you return.

*Call the office today
to reserve your escape!
(972) 931-9984*

*The language of truth is
treasure but practice
in things, it is in us.
more than they deserve.*



*simple. Knowledge is a
is the key to it. Joy is not
Kindness is loving people
Time cures all things.*

- Benjamin Franklin

Dear NLP Staff:

I got it, I finally got it. I know I've got it and I love it. Now how do I express it? I'm different! People have been telling me that and I didn't get it. Sure I knew my relationship at home was worlds better, but that was because of how much HE had grown.

Now I have seen it in my own arena - I go to an annual professional conference. In the past, I have kind of wandered around feeling not a part of that and not really knowing what was going on and not believing that I had much of anything to contribute. This year, I knew what I wanted out of it, was able to go even though

we were very short at work, and I was willing to risk speaking out. In addition, I was given a position that offered an opportunity for service and had some power with it. I knew what to do with it. I gave people an opportunity to provide me with the resources that I needed to do it well, and they practically fell over backwards to do it (one going so far as to drive over 40 miles and find me in the middle of 4000 people). I attracted all that!

Thank you all for opening me to those possibilities within myself.

- S.O., NLP Practitioner

TRANCEforming Selling

"Effective and Successful Sales People are made, not born!" - Larry Wilson, Author



Are you sending mixed messages to your customers? Your message is much more complex than the words you speak. It is made up of hundreds of components: your choice of words, voice tonality, body physiology, belief in what you are saying.

How would it improve your bottom line if you could:

- ▶ Establish trust and rapport quickly and effectively
- ▶ Know what words to use to motivate your customers to buy your product
- ▶ Judge whether your customer wants differences or similarities, or if he/she moves towards or away from something
- ▶ Install urgency and the desire to buy now into your customers
- ▶ Elicit more information about your customers' needs and problems quicker and more effectively

Those are just a few of the benefits you will receive from attending **TRANCEforming Selling**.

Join us on **August 14-15, Saturday & Sunday from 9am to 5pm** and learn how to make the small changes that will lead to the big changes in your results and your pocketbook. *Investment:* \$540 prepaid, \$600 at the door.



Treasure Board

Bring your hopes, dreams and desires and spend a fun evening laying out your 2010 plans and beyond! Share in the synergy of group dynamics as your goals are placed before you! We will calibrate your treasure board for your future successes. Materials will be provided.

All are welcome!

\$35 for NLP students

\$50 for new students

August 19th, 7pm-10pm

Diamonds In Your Mind

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

- V. Jan Marszalek

With **Diamonds In Your Mind** you will learn to:

- ▶ Create a mental workshop full of useful tools and information
- ▶ Relieve stress using fast, effective, relaxation
- ▶ Improve your memory and study skills
- ▶ 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
- ▶ Develop skill and confidence applying your intuition to aid in everyday situations

And MUCH more! Be there **September 4th thru 6th, Saturday, Sunday & Monday 10:00am-6:00pm**. *Tuition:* \$600 at the door or \$540 prepaid. Free repeats!

Calendar of Events

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

July 2010	August 2010	September 2010
6 Meditation Workshop #2	3 Meditation Workshop #6	4-6 Diamonds In Your Mind
8 Level One FREE INTRO to NLP	5 Level One #5	9 Level One FREE INTRO to NLP
9 Level One FREE INTRO to NLP	6-8 Practitioner Weekend #4	10-11 12-Hour Belief Change
9-11 Level One Weekend	10 Meditation Workshop #7	16 Level One #2
13 Meditation Workshop #3	12 Level One #6	23 Level One #3
15 Level One #2	14-15 Tranceformational Selling	24-26 Practitioner Weekend #6
16-18 Magic Class	17 Meditation Workshop #8	30 Level One #4
20 Meditation Workshop #4	19 Treasure Board	
24-31 Hawai'i Huna Trip	21-22 Ho'oponopono	
22 Level One #3	21-22 Dream Class All Nite 8pm-8am	
23-24 12 Hour Belief Change	27-29 Practitioner Weekend #5	
27 Meditation Workshop #5		
29 Level One #4		
October 2010	November 2010	December 2010
1 Level One FREE INTRO to NLP	2 Meditation Workshop #1	2 Level One #4
1-3 Level One Weekend	4 Level One FREE INTRO to NLP	3-5 MPCT-Beliefs, Values, Meta Programs
7 Level One #5	9 Meditation Workshop #2	7 Meditation Workshop #6
8-10 Magic Class	11 Level One #2	9 Level One #5
14 Level One #6	12-13 12 Hour Belief Change	14 Meditation Workshop #7
22-24 Practitioner Weekend #1	16 Meditation Workshop #3	16 Level One #6
	18 Level One #3	17-19 Practitioner Weekend #3
	19-21 Practitioner Weekend #2	21 Meditation Workshop #8
	23 Meditation Workshop #4	23 Treasure Board
	30 Meditation Workshop #5	

Intimacy *by Tony Neal*

One area that was missing in my life was intimacy. In the **NLP Level ONE** class, I opened up to the possibility of being intimate.

So, first I went and got a dictionary. Webster had 12 meanings for the word and I asked myself, "How will I know which one is correct for the moment or the person? And do I really want to be intimate with everybody, a select few or somewhere in between?"

I thought about my definition of intimacy. My experience of intimacy is to be open and vulnerable. To be in touch with one's soul. To be as one with another person. To be intimate is to share secret or privileged information with another person. It's saying all the things you want to say. And where intimacy really kicks in, is when you say all the things you don't want to say also.

For example, "Honey, I love you! And your feet stink." It is very important to share both parts

to fully experience intimacy.

Then, I realized, one way to have others be intimate with me is to ask them, "What is your definition of intimacy?" This inquiry automatically shifts a person into the STATE of intimacy to answer my question. Based on their set of rules, or their criteria, I could then share that part of me with them, i.e. IN TO ME SEE.

The results were staggering and I began to see how I could use this information to benefit my relationships enormously. The value for me to discover this missing piece of intimacy and to share my SELF with others and to have them share their SELF with me is too great to put a price on.

This insight and change in my life took part using my repeat privileges of the **NLP Level ONE** class.

Thank you NLP Learning Systems for giving me a place to grow and stretch.



See us online at:

nlpLearningSystems.com

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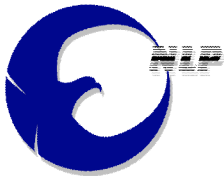
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Any comments, suggestions and stories of your successes and experience are welcome and encouraged. This newsletter is a service by, with, and for you, our past, current and future students, to keep you informed, updated, and growing to be the best you can be!

FREE INTRODUCTION TO NLP: 7pm-10pm Thursday, July 8; Friday, July 9; Thursday, September 9th; Friday, October 1st... Mark your calendars and bring your friends to our free introduction to Neuro-Linguistic Programming, or bring them to any Thursday evening class for a personal introduction. No advance reservations required.

UP AND COMING CLASSES:

- ▶ *Advanced Practitioner Certification – Class #4*
Friday, August 6th through Sunday, August 8th
- ▶ *Meditation Workshop – Class #2*
Tuesday, July 6th
- ▶ *Magic Class*
- ▶ *12-Hour Belief Change*
- ▶ *And much, much more, including an escape to paradise THIS MONTH!*



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