

# COACH

4837 Keller Springs Road • Addison, TX 75001 • (972) 931-9984 • (800) 301-9984  
 Fax (972) 931-6405 • [nlpLearningSystems.com](http://nlpLearningSystems.com) • [contact@nlpLearningSystems.com](mailto:contact@nlpLearningSystems.com)

October - December 2010

During this summer we have had a large number of graduates from previous **Advanced Practitioner** programs stop by to share their success stories with us. To give an example of the magical quality all of the success stories consist of, here is one man's tale:

"I have wanted a new car for some time now, but not quite the way it happened. I needed it to be free and I did cut my bills the month before by the amount of the car...I was looking at a used car for around \$10,000. My dad really wanted me to be in a new car and had \$2,000 on a GM credit card he offered me, so why not look. The more I went down this path, the more rebates I found and after \$8,000 off on a \$19,000 car, I decided to buy.

Twice in the process they had a car that was close to what I wanted but lost it before they could get a hold on it. After being delayed for 3 days, they found a car that matched what I wanted better than others and the day I went to pick up the car my dad got another rebate for \$1,000. That put this \$19,000 car at \$10,000 which is what I wanted to spend *and* almost 50% off!

It was the next day before I put all the pieces together. This is all very interesting..." - C.H., *NLP Practitioner, Summer 2010*

## Advanced Practitioner Certification Training: The Magic in NLP

What 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 and **much more** are possible and have previously been achieved by the students from the **Advanced Practitioner Certification Training (APCT)** program. This magical journey through **excellence** begins Friday, October 22<sup>nd</sup>, 2010.

### Course Synopsis

This is an intense, highly rewarding six-month course. NLP Level ONE is not a prerequisite but is required for certification.

### October 22-24, 2010

- ▶ Get Acquainted
- ▶ Installation of resource states
- ▶ Team building
- ▶ Trust exercises
- ▶ Presuppositions of NLP
- ▶ Metaphor Work
- ▶ Well-Formed Outcomes

### November 19-21, 2010

- ▶ The Meta Model
- ▶ Categories of Experience
- ▶ Visual Squash
- ▶ New Behavior Generator
- ▶ Creating Compelling Futures
- ▶ Introduction to Advanced Change Techniques

### December 17-19, 2010

- ▶ Belief Changes
- ▶ Reframing
- ▶ Specific Strategy Work—Elicitation and Installation
- ▶ Discovering and Removing Self-Limiting Beliefs and Failure Loops
- ▶ Expanding Personal Power

### January 14-16, 2011

- ▶ Submodalities and Money
- ▶ Using newest techniques from Richard Bandler, i.e., Belief Change, Swish Patterns, Time Line Therapy™. We devote this weekend to attracting money into your life.

### February 18-20, 2011

- ▶ Future Pacing
- ▶ Building Your Five-Year Plan
- ▶ Change Work Techniques
- ▶ Examining Success Models
- ▶ Balancing Energies
- ▶ Team Strategy Games
- ▶ Intensive ROPES Course (by choice)

### March 18-20, 2011

- ▶ Psycho-immunology, the field of handling Mental, Physical and Emotional Health Issues
- ▶ Learning when/how to trust your own unconscious mind
- ▶ Executive ESP, quantum thinking, right brain training
- ▶ Final "Exams" and Review
- ▶ Graduation & Next Step

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



Call the office today! (972) 931-9984

Friday 7 PM to 10 PM, Saturday & Sunday 10 AM to 6 PM

## Healing Steps in Level ONE

Level One, with its multiple personal and business applications, can also be focused as mental and emotional steps on the path to physical health. Here's how the steps on the pathway to health flow with each week of this class:

**Step 1:** Start Level ONE and learn more about your brain and how it operates. You will also learn how to interact with yourself and others in incredibly useful ways, specifically the part inside of you running the health issue.

**Step 2:** Incorporate additional listening skills so you can not only hear but listen, really listen, to that part!

**Step 3:** Achieve new levels of bonding and trust through rapport so that we may begin the next step on the way to health.

**Step 4:** Access or establish additional resourceful emotional states which are reinforced and strengthened as time goes on. Change and adjust interpretations of past experiences connected to the unwanted health issue. Add resources from other aspects of your own life experiences to the parts of you that know how to fix the problem.

**Step 5:** Create a "neurological super highway" in your brain that can speed you along your road to recovery. Get an understanding of the positive intentions behind the issue and create new choices and options in behavior that can result in new ways of well being beyond current perceptions.

**Step 6:** Achieve new results with unconscious ability. Install the "wellformedness conditions" for an achievable outcome combined with ancient and modern technologies and give yourself a super healing edge.

*For those of you holding positions in management – including teachers, parents, managers and other professionals – we encourage you to take advantage of our Level ONE program. Simply put, it will dramatically positively shape the effectiveness of your communication with others as well as with yourself.*

*Give us a call today to expand your future!  
(972) 931-9984*

## NLP Level ONE

### THURSDAY NIGHTS

**October 14** Class 6 7 PM – 10 PM

**November 4** Class 1 7 PM – 10 PM **FREE intro**

11 Class 2 7 PM – 10 PM

18 Class 3 7 PM – 10 PM

**December 2** Class 4 7 PM – 10 PM

9 Class 5 7 PM – 10 PM

16 Class 6 7 PM – 10 PM

**January 6** Class 1 7 PM – 10 PM **FREE intro**

### WEEKENDS

**March 25** Fri. 7 PM – 10 PM **FREE Intro**

26 Sat. 10 AM – 6 PM

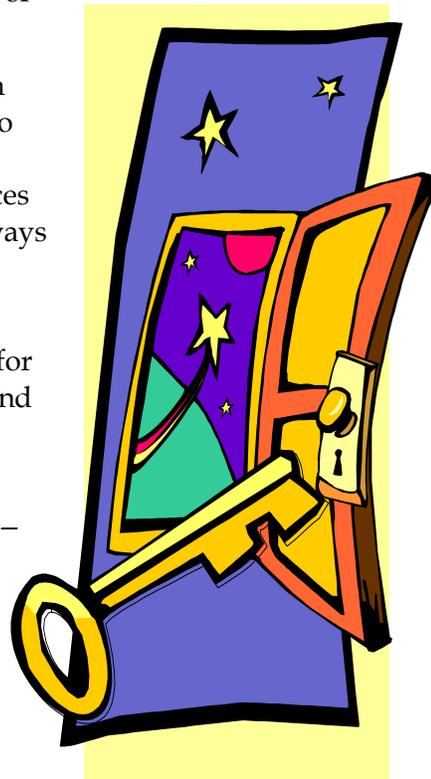
27 Sun. 10 AM – 6 PM

**NLP Level ONE Tuition: \$625**

**Free Repeat Privileges!**

Payment Plans & Discounts Available

Call the office today! (972) 931-9984



*Unlock a world of experience and learning about yourself and others. It is easy and powerful and you will notice the results immediately.*

# MASTER PRACTITIONER CERTIFICATION TRAINING

*Reorient your life before the beginning of the New Year for a wonderful New You!*

This series is about creating possibilities where previously there were none.

This **Master Practitioner Series** is about **expanding** our personal models of reality and **achieving** new levels of success and productivity. Directing the process of generalization and the creation of beliefs – gently creates changes which can easily last for a lifetime. Starting December, the **Master Practitioner** classes will be offered every two months.

## META PROGRAMS / VALUES / BELIEFS

DECEMBER 3–5, 2010

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 values in ways that contribute to your being able to assist yourself and others to achieve their goals.

**Mastery Schedule: Friday 7pm–10pm**

**Saturday & Sunday 10am–6pm**

*Invest \$600 per class into your new life.*

## THE ART OF MASTERY

FEBRUARY 11–13, 2011

Mastery is just that...mastery. In this weekend, we make available the mastery of health, a high level skill leading to physiological control. Such control relates to temperature of skin, blood flow, heart rate, as well as mental control, i.e., brain-waves – beta, alpha, theta and delta.

Once we have installed optimum health and well being, learning about the cybernetic system along the way, we move into understanding of **genius** qualities. This is a weekend of **Going For It...** by blending Submodalities, time line therapy and strategies, each participant will install values and beliefs consistent with **excellence** for their success.

Topics to be covered include: propulsion strategies, genius faculties, flirting, quantum leaps, cybernetics, values for excellence, modeling the strategy of K, advanced representational systems, and ecstasy in love relationships. These are presented as personal therapeutic tools to create an ongoing centeredness and balance, as you propel yourself into the next level of your success.

*Since 1982, Jan Marszalek has been one of the most effective and innovative NLP trainers and therapists in the world. During this dynamic weekend, Jan will share with you the strategies and success formulas she has modeled during the past 29 years.*



## TRANCEforming Selling

*with Tony Neal*

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 and your 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 receive when attending **TRANCEforming Selling**.

Join Tony Neal on **October 30<sup>th</sup> & 31<sup>st</sup>, 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.

## Tips for honing your NLP Skills

Beginners: For voice flexibility, match the pitch, volume and speed of voice you've just heard when you leave your message on a voice mail.

Intermediate: Practice "overlapping" your sales or other communications to include visual, auditory and kinesthetic language within one sentence. Try to generate at least one such sentence each day. Example: "You'll be able to **see clear** results, and **tell yourself** that this was a good **solid** decision – one you can live with **comfortably**." – or – "Several clients have **told** me that things have begun **looking better** in their businesses, and they **feel** they have had **CONT'D ON PAGE 5**

## Meditation Workshop

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

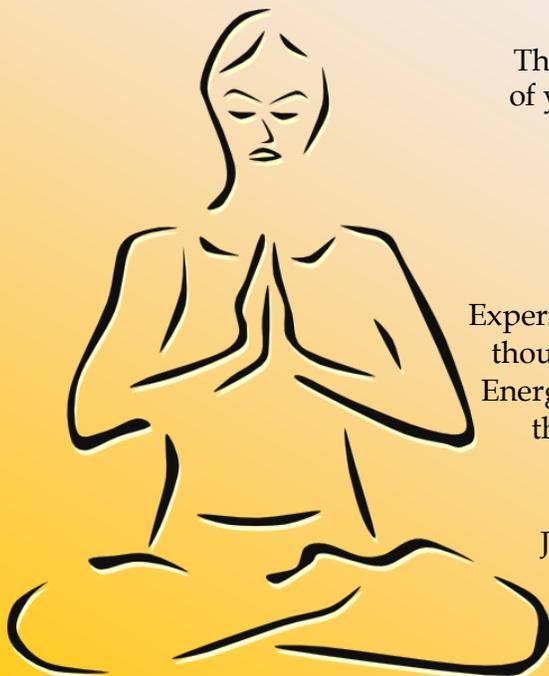
*Peace of Mind ~ Deep Breathing ~ Mental Focus  
Stillness ~ Total Body Relaxation ~ Inner Awareness  
Visualization ~ Working with the Unconscious Mind*

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  
**November 2, 9, 16, 23, 30<sup>th</sup>; December 7, 14, 21<sup>st</sup>**

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

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



## CONT'D FROM PAGE 4

a better **grasp** on things."

**Advanced:** When you notice a recurring "glitch," try to identify what happens just before the problem: keep backing up until you identify the sequence of conditions that makes it possible for the problem to occur, then interrupt the sequence (artfully, of course). Example: man "frowns," woman folds arms and tilts head, child begins to whine. To change sequence, woman might lean forward and direct a pleasant comment to the child as soon as "frown" is noticed.

Doing something different will lead to a different result.

Welcome problems as opportunities to practice!

## Ho'oponopono and Dreamtime Classes

These two Hawaiian offerings will be the closest thing you can get to besides going on the Huna trip with us. This will be the third and final Ho'oponopono and Dreamtime classes we teach. Mark your calendar for Saturday & Sunday, February 5-6, 2011.  
*Ho'oponopono:* 10am-5pm on Saturday & Sunday, \$425.  
*Dreamtime:* 8pm Saturday all night to 8am Sunday morning, \$300.  
 \$725 for both. Contact the office for more details at (972) 931-9984

"I found an awesome technique! Take the book Heal Your Body by Louise Hay, go into Time Line Therapy™ to when your body first started having a specific problem, then say the NEW THOUGHT PATTERN at that point on your timeline! It worked wonders for me just now!"  
 - J.P., NLP Practitioner

*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 WORLD. THE POWER OF YOUR WORD CREATES YOUR WORLD.*

## The Gift of NLP

The upcoming Halloween, Thanksgiving and Christmas/New Year Holidays present an excellent opportunity to put into practice many of the NLP skills and information learned in the **NLP Level ONE** and **Advanced Practitioner Certification Training**. During time off from our careers, we may find ourselves involved in a host of activities that are very different from our usual daily routines.

Can you see yourself establishing better rapport with an in-law by matching during a holiday dinner? How much better can you converse with your parents now that you notice and match their predicate words? Many of you will have children of your own visiting from college. Now that you can meta-model them, you may actually be able to find out what they have been doing there. And by the way, have you figured out yet that you can save money by mismatching?

Perhaps you can recall some past holiday events that were not particularly stimulating for you because those people involved were not people with whom you could "make contact," or

"see eye to eye," or "hear what you had to say." How much less stressful this time can be now that you have the calibration skills to know how people are reacting to you. How much more enriching can those family gatherings be when you fire the "right" anchor to get your desired response.

Even shopping can be more fun. Can't decide what to get a loved one for Christmas? Try the visual squash for clarity. And if you don't get what you want for Christmas, handle your grief with double dissociation – then future pace to next Christmas so such a horrible mistake doesn't happen again! If you have completed **Tranceformational Selling**, you are way ahead of most salespeople, so you should be able to negotiate the perfect gift at the very best price.

Let's remember that a New Year is coming. Instead of New Year's resolutions, how about a Reframe? Isn't it time that Pattern X had some new choices?

Well, all of us at NLP Learning Systems wish you the very best over the coming holidays and hope to see you at some of the coming events.

😊 **HAPPY HOLIDAYS!** 😊

# We're going to Maui.

## Are you coming with us?

Get ready for an amazing experience on the beautiful island of Maui! This Hawaiian Huna Trip takes place from January 22<sup>nd</sup> through the 29<sup>th</sup> of 2011 but I can feel the sand between my toes and the cool evening breezes touching my skin right now. It's easy to visualize the vibrant sky and in fact, it is very often just like the photo behind this text...simply magnificent. As the intense colors of sunset glow and reflect from the sky to the earth, each color saturates everything in sight with itself, then eventually fades into the night with grace. And of course, the swooshing sounds of ocean surf ebbing and flowing soothes my consciousness. I cannot wait! So, are you coming with us?

We would love for you to join us in this exotic journey to paradise! Participants will be provided a place to stay, food to eat, transportation around the island, yoga, Huna training and more. The Hawaiian Huna Trip is by far the most spiritually rewarding program we offer. This will be an incredibly enlightening journey for those of you who truly seek your connection to your God Source.

A neat group of people, led by Kapuna, Kahuna Jan Marszalek will be adventuring into this tropical wonderland and learning ancient Huna spiritual practices as we explore the beauty and power of Maui's sacred places known as Heiaus. These are the temples of old Hawaii and are vortexes, or power places, with very specific energies. In these power places, birthing new things (attitudes, behaviors, money, relationships), letting things go (old patterns, ways of thinking, beliefs) and any other transformations and healings are exponentially magnified in speed and ease. Whether you've been on numerous trips or this is the first time you've been curious about going, the Huna trip offers new teachings and wisdom, something different and unique, every time.

Days and nights become one on our journey inward. 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 very special group. Total investment is \$3,267 if this is your first time.

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

*A Hui Ho,  
Malamo Pono*



# Calendar of Events

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

October 2010	November 2010	December 2010
1 Level One <b>FREE INTRO</b> to NLP	2 Meditation Workshop #1	2 Level One #4
1-3 Level One Weekend	4 Level One <b>FREE INTRO</b> 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
30-31 Tranceformational Selling	18 Level One #3	17-19 Practitioner Weekend #3
	19-21 Practitioner Weekend #2	21 Meditation Workshop #5
	23 Meditation Workshop #4	
	30 Meditation Workshop #5	
January 2011	February 2011	March 2011
6 Level One <b>FREE INTRO</b> to NLP	2 Meditation Workshop #1	1 Meditation Workshop #5
7-9 Magic Class	3 Level One #5	3 Level One <b>FREE INTRO</b> to NLP
13 Level One #2	5-6 Ho'oponopono	8 Meditation Workshop #6
14-16 Practitioner Weekend #4	5-6 Dreamtime All Nite 8pm-8am	10 Level One #2
20 Level One #3	8 Meditation Workshop #2	12-13 Tranceformational Selling
22-29 Hawaii Huna Trip	10 Level One #6	15 Meditation Workshop #7
27 Level One #4	11-13 MPCT: The Art of Mastery	17 Level One #3
	15 Meditation Workshop #3	18-20 Practitioner Weekend #6
	18-20 Practitioner Weekend #5	22 Meditation Workshop #8
	22 Meditation Workshop #4	24 Level One #4
		25 Level One <b>FREE INTRO</b> to NLP
		25-27 Level One Weekend
		31 Level One #5

## Give Yourself A Holiday Gift

"No man becomes rich unless he enriches others."

- Andrew Carnegie

Do you remember who cared enough about you to introduce you to NLP? Can you think of all the learning and fresh new experiences this information has given you? Now, think of all the different ways your life is better as a result of a single event in your life – that friend or relative who introduced you to NLP.

How many people in your life are so important that you would choose to give them the gift of knowledge and flexibility to achieve their goals? NLP is that knowledge and flexibility. Bring your friends and family to Level ONE.

Have you still not decided to take Level ONE? This class forms the foundation of NLP. If you should enroll in this course, you will learn communication patterns, listening/rapport skills, and behavioral change techniques that you can use to improve all areas of your life. We offer Level ONE in two formats for your convenience as a series of six Thursday nights and as a one



weekend course.

The next Thursday evening series (7pm to 10pm) starts November 4<sup>th</sup>. The next weekend course runs the weekend of March 25-27, 2011 on Friday from 7pm to 10pm, followed by Saturday and Sunday from 10am to 6pm. Graduates, remember you can't get what you want unless you practice the NLP you come here to learn. Take advantage of your *free repeat* privileges. Come in for a refresher! And remember, the first night of each Level ONE course is free and you may bring as many guests as you like. Join us for a highly informative, rewarding and fun time in Level ONE!

*The biggest compliment we can receive is your referral!*



See us online at:

[nlpLearningSystems.com](http://nlpLearningSystems.com)

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## Join us for the next 12 Hour Belief Change Workshop on

November 12-13, 2010 for what many students call the best program and best value we offer because of the low tuition, massive shifts and lasting positive benefits that you will discover when you decide to take this class now. Imagine having everything you thought you would when you were young and full of dreams. Would you take this class if you think it may make some of those dreams possible again?

The 12 Hour is a very personal, private experience where you will get to know yourself in an up-close and personal way which can lead to exciting and far-reaching changes. We do the NLP change work necessary to dissolve these blocks and create and install new empowering beliefs and changes. It's safe...only you know what you're working on. Friday 7pm-11pm and Saturday 9am-9pm. *Investment: \$240*

### UP AND COMING CLASSES:

- ▶ ***Advanced Practitioner Certification***  
NEW series starts October 22<sup>nd</sup>!
- ▶ ***Meditation Workshop***  
Series begins November 2<sup>nd</sup>
- ▶ ***Master Practitioner Training***  
December 3-5<sup>th</sup>: Beliefs / Values / Meta Programs



**NLP Learning Systems Corporation**

4837 Keller Springs Rd.  
Addison, TX 75001  
(972) 931-9984

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