



Jan—Mar 2009

NLP Learning Systems Corporation

COACH

Happy New Year 2009 !

Happy New Year from Hawaii...

Here we sit, Poipu Beach on Kauai, enjoying the body surfing waves, the warm sun with cool ocean trade winds, blue sky with an occasional white cloud, suntan lotion, pineapple & other fruit to share with our new found friends and being reminded what this journey on earth might be about, anyway. We had to slow down ~ sleeping late in the morning, having a late breakfast, a little class and then off for the day's lessons...maybe even a little rest or a sleep in the next classroom (the beach or a 850 foot waterfall.)

Ritual, NLP techniques, huna information and history, storytelling, relating, learning new and ancient kindlier self disciplines. All while enhancing & fine-tuning our kinesthetic channel. Now, picture yourself here with us, on one of our future Huna experiences and it will be so.



There's new research now that indicates and lets us know that we actually have three brains and not just one. Might there be more? The first brain, located in the head, carries twenty thousand neurons to "think" with and make decisions... certainly the AD channel.

The second brain, located in the heart area, has forty thousand neurons to "think" with and make decisions. Working at something you love to do is smart.

The third brain, called "unihipili" by the Hawaiians has sixty thousand neurons. This is the brain we focus with while in Hawaii. It's the "gut" brain...all Kinesthetic may not make sense yet you know it's the "right decision". So many of us make decisions without understanding as completely as we can with these last two brains.

*It starts with the **NLP Level ONE** class where we introduce to you a world where you really can have what you need the way you want it. You can have your cake and eat it too!*

We want to thank each and everyone one of you who have allowed us to continue serving our community in this way. We certainly experience great joy and satisfaction in all your successes. Please continue to send us your cards and letters. We love to receive them.

Aloha
A Hui ho Mahalo nui loa
Your NLP Training Center

Level ONE Basic NLP Training

*In the Level ONE class you learn the basic concepts to improve your communication with others in ways that increase the probability that people will like you, understand you, and take action on what you are saying. You will also learn how to train yourself to perform at your best on a consistent basis, to diminish your past bad feelings, memories and experiences and to intensify your good feelings, experiences and memories. The course follows a carefully planned sequence designed to ensure that you systematically acquire and integrate the required skills and information. **INVESTMENT: \$625***

DIVIDENDS YOUR LIFETIME!

FREE INTRODUCTORY EVENINGS

Thursday: January 22, 2009

Friday: January 30, 2009

Thursday: March 5, 2009

Friday: March 27, 2009

Call the office for info

972-931-9984

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 FOR JOB INTERVIEWING

These skills taught in Level ONE. Are you between jobs? Do you need a payment plan? Call the office. 972-931-9984

With the economy the way it is today, we know some of you out there are looking for jobs. The following elicitation questions will help you get the job once you've been granted an interview. You could also use them when interviewing for a promotion or looking for a job upgrade. Remember that rapport skills are very important for interviewing situations as well (if you need to know more about rapport, come back and repeat Level ONE or enroll in Level ONE if you haven't taken it yet). The following questions combined with good rapport will increase your likelihood of getting the job.

1. Before we start the interview, may I ask you some questions?

This question is very important! If you start asking questions without permission, it could break rapport. It's also an easy question, because people just about always say yes to it.



2. When you think about the best person that's ever worked for you, what was it that made them so good?

This question causes the interviewer to think about their favorite employee while looking at and talking to you, so they begin to associate those good feelings with you!

3. When you think about the ideal person for this position, what characteristics does this person have?

Remember these characteristics and emphasize them in the interview.

For example, if they say they want someone with a lot of energy for the position, act energetic! Tell them about your experiences that reflect the characteristics they want in the person they're going to hire. At this point you want to thank them and begin the interview. There is one more question that you want to ask at the end of the interview. When the interviewer asks you if you have any questions, ask any other questions you may have and save this one for last.

4. What has to happen in order for you to hire me today?

The interviewer will then give you the steps that are required in the sequence they require them to happen! This is very valuable information that you might otherwise have difficulty getting. The word "today" at the end of the question is very important also, as you may actually get them to change their timetable for when they hire someone just by adding that one word at the end! If you are interviewing, **use these questions because they work** and remember to have fun!

I GOT IT!

Dear NLP Learning Systems:

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 these possibilities within myself.

CHA-CHING ! APCT

S.O.
NLP Practitioner

USE YOUR MIND FOR SELF-CONTROL

At no time in history have so many people been so actively involved in taking charge of their lives. People have reached a point where they want something more—not externally, rather from within.

More creative ideas to solve their problems, more control over their health and longevity, more peace of mind, more confidence, more of what life has to offer.

Once you come to realize that the potential for having the life you want is within your reach and you undertake learning a few simple steps toward change a bunch of wonderful things begin to happen.

You think more about the future and make positive plans; you take better care of yourself, your body, your appearance; your energy level increases and relationships with others improve, just to name a few. Dormant faculties, talents and ideas become alive. You discover yourself to be a greater person by far than you ever dreamed yourself to be. These capacities are within reach of every human being.

**Thank you for your
Many Years of Service!**

**Tony Neal
Jeff Sullivan
Peggy Walker
Jim Walker
Beth Sabre
Dr. Sheri Sabre
Dr. Cheryl Oden**

That's what NLP—Neuro Linguistic Programming is all about and why we encourage you to continue with your practice and development of your NLP skills.

It is when we control our minds that we experience the greatest freedom. It is mental clarity, inner strength and self esteem that expand the capacity in loving, in success and happiness.



Aristotle said,
*“We are what we
repeatedly do.
Excellence then is
not an act but a
habit.”* –



**MAKE NLP A HABIT
OF SUCCESS!!!** Using
NLP helps you become better
and better every day, in useful
ways.

**BASIC INTRODUCTION TO
NLP – Are You Getting the
Results You Want Yet?**

For Results NOW – Level ONE

NLP Level ONE Series

Thursday 7pm-10pm

- #1 January 22
- #2 January 29
- #3 February 5
- #4 February 12
- #5 February 19
- #6 February 26

Weekend Level ONE

January 30- February 1
Friday 7-10pm
Sat. & Sun. 10am-6pm

NEW STUDENTS

We recognize that schedules require flexibility. Since we are teaching how to have more choices and expand your own flexibility, we put that in the class structure. In our teaching, each class session is an entity unto itself. It is possible to miss a class and jump into the next one ... often we even have people actually start the class in the second session. If you choose that, we would like to know so we can catch you up on basic information quickly. At some later point, you will want to attend the class you missed.

An income tax deduction may be allowed for educational expenses incurred to maintain or improve professional skills.

NLP Level ONE Series

**WHEN: January 2009
INVESTMENT: \$625
FREE REPEAT Privileges**

SUCCESS STORIES FROM OUR STUDENTS

PIECE OF CAKE

Dear NLP:

Just wanted to let you know that I am now into my new job. It is really a "piece of cake" knowing what I know about NLP and using it! People really are SO EASY to know and establish rapport with once I know their strategies. I am already experiencing tremendous success with my new job. They think I am wonderful and so smart because I understand each one of them so well (or so I am told!) Even those people here that are supposedly "difficult to deal with" are impressed with my intelligence and ability to understand their communication.

On my application for this job, I stated that I am a Certified NLP Practitioner. They were really impressed. After I reported to work, someone finally asked me: What is NLP? I explained and was asked to make a presentation at the next departmental meeting. I am happy to do it and I am fully qualified...after all, I am "Certified".

J.S.
NLP Practitioner

"In the past, I floundered from one major to another in college, and then after college from one job to another. I also had poor social skills that prevented me from doing well in job interviews and kept me from having many friends. I used to sit and wait for whatever came my way instead of deciding what I wanted and going after it. When I discovered NLP, I was consistently performing poorly in sales at my fitness training job. After experiencing one NLP class, my sales numbers quadrupled and I very soon became one of the top two trainers in my gym. Only seven months after beginning to practice NLP, I gained a promotion into management and a transfer to another city. When I found that my new job was limiting me from doing many things that I wanted to do, I had the courage and confidence to leave that position instead of remaining stuck in a job I disliked. I now have a wonderful job where I learn constantly and look forward to going to work each day! The vastly improved social skills that I have built for myself using NLP have also allowed me to make new friends easily and quickly wherever I go. Using the simple and fun techniques that I have learned in NLP, I have created direction and purpose in my life!"
--Vice President of Student Relations

Glimpses of Spring
Watch for more details in the
Spring Newsletter

Advanced Practitioner Certification

- #1 Apr. 17-19
- #2 May 15-17
- #3 Jun. 19-21
- #4 Jul. 17-19
- #5 Aug. 14-16
- #6 Sep. 11-13

INVESTMENT: \$500 per weekend
\$2995 for the whole 6 months.

Diamonds in Your Mind

WHEN: May 23-25
INVESTMENT: \$600
\$540 Prepaid

Call us or go online for more details - 972-931-9984



"I've heard many stories about graduates from NLP Learning Systems earning four times the income they had when they first started learning NLP. That doesn't apply to me! Instead I can honestly say that I am working four times less hard earning the same salary. And while I'm working less hard, I am having more fun, doing more of what I want to do and incredibly getting more acknowledgment from my management at the same time. It's giving me more time to focus on my family, prepare for a change of career and generally get more fun in life. Hey, I may not have more money as a result of NLP but I am richer!"
-- Vice President of Information Technology

ADVANCED PRACTITIONER #4

THE MONEY WEEKEND

WHEN: January 16-18, 2009

WHERE: NLP CENTER

INVESTMENT \$500

OPEN TO ALL !

(See Next Page) !



PROGRAM OFFERINGS

WELCOME

Thank you for being part of a successful 2008 season with NLP Learning Systems Corporation. We invite you to continue to attend all our courses that will benefit you. Whether you want to see from a different perspective, hear about new opportunities, or feel differently about your life, we will help you make the change. We have many upcoming courses for your benefit.

TREASURE BOARD

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 pm to 10 pm Thursday, January 8, 2009**. We look forward to seeing you here!

INVESTMENT: \$50 New Students, \$35 Practitioners

THE MONEY WEEKEND

Weekend #4 of the Advanced Practitioner Certification Training is about attracting money into your life, and lots of it!

THE MONEY WEEKEND cont...

A lack of financial resources is often the result of limiting beliefs about money. This weekend is devoted to helping you understand and change whatever limiting beliefs you may have regarding money. **Join us on January 16-18, 2009** for weekend #4 of the **Advanced Practitioner Certification Training** program. (NO NLP Necessary to Attend) **INVESTMENT:** \$500

OIL PAINTING WITH TONY

OPEN YOUR VISUAL and let your creative juices Flow! January 20, 2009, 7 pm to 10 pm. No experience necessary (often best) All supplies included. You will complete your painting in 3 hours. **INVESTMENT:** \$50

THURSDAY EVENING 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 pm to 10 pm. The six-week series starts on **Thursday, January 22, 2009**. **INVESTMENT:** \$625 **FREE** Repeat Privileges

Start the New Year 2009 NEW

ADVANCED PRACTITIONER CERTIFICATION TRAINING SIX MONTHS SERIES

What areas of your life would you like to have work better? The Practitioner Program is an intense, highly rewarding six-month course of instruction that continues to run one weekend a month for 6 months. Practitioner weekends are 7 pm to 10 pm on Friday and 10 am to 6 pm on Saturday and Sunday.

Join the Practitioner Program to create more choices in your life and learn to become the best that you can be!

A new Practitioner Program begins with **on April 17-19, 2009** and create your future!

INVESTMENT: \$2995
(\$500 per weekend)

NLP LEVEL ONE EVENING OR WEEKEND FORMATS

When: January 22 & 30, 2009

Where: NLP Center

Investment: \$625

NLP WORKS! THE LIST GROWS!

"I wasn't looking for drastic changes when I started NLP; I wanted to do some fine tuning. After learning NLP, my job became easier and my sales increased. Just a few months later my company was bought out resulting in big profits for me. Two months after that I received a promotion and a raise and now I'm leaving my job and going to graduate school. I received a merit scholarship to a top business school where I'll be going right after I spend the summer in Europe!"

**Senior Manager
IT Consulting Company**

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PROGRAM OFFERINGS continues

TRANCEFORMING SELLING

NEW & IMPROVED

TONY & JAN together. We're remodeling the class. Come enjoy all you FREE Repeaters!

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).

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.

Take the **TRANCEforming Selling** Seminar, the edge that will make the difference. The next **Tranceforming Selling class** is **February 14-15, during a special time of 9 am to 5 pm.**

INVESTMENT: \$500 and trance *form* your sales into a fun and easy way to make more money!

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. 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 **February 6, 2009, 7 pm to 10 pm. INVESTMENT:** \$75

ADVANCED SUBTLE ENERGY

- Raising Energetic Vibration
- Sensing Subtle Energy
- Energy Field Cleansing & Maintenance
- Protecting Your Energy Field

"Before this program I was not aware of how much other people and crowds drained me of my energy and health. My peace of mind and health has greatly improved because now I keep my energy field strong and in a healthy balance. I am so grateful to Jan for sharing this system." ~ J. S.

The next **Advanced Subtle Energy Practitioner** is **February 7-8, 2009, 10 am to 6 pm.**

INVESTMENT: \$450; Repeaters: \$150

WEEKEND LEVEL ONE

For your convenience, Level ONE is also available as a one-weekend course! It begins Friday night 7 pm to 10 pm and continues Saturday and Sunday 10 am to 6 pm. The next weekend Level One course is January 30-February 1.

INVESTMENT: \$625

FREE Repeat Privileges

*You Are Ready
for You!*

12-HOUR BELIEF CHANGE

"So, it took years and years of learning and behavior to have these beliefs installed... beliefs about money, relationships, health, happiness, success, etc., and you're telling me it only takes 24 hours to change them?"

~ Prospective Student

"No, it actually only takes anywhere from 15 minutes to an hour to change them. It takes 24 hours to find them!"

~NLP Trainer

The next **12 Hour Belief Change** Workshop is **April 3-4, 2009 INVESTMENT:** \$290

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NLP Learning Systems Corporation

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

| | | |
|---|--|---|
| <p>January 2009</p> <p>7-14 Hawaiian Huna Training 8 Treasure Board 16-18 Practitioner Weekend #4 20 Oil Paint Lesson with Tony 22 Level One FREE INTRO to NLP 23-25 Magic Class 29 Level One #2 30 Level One FREE INTRO to NLP 30-2/1 Level One Weekend</p> | <p>February 2009</p> <p>5 Level One #3 6 Transformative Breathing 7-8 Advanced Subtle Energy Class #2 12 Level One #4 14-15 TranceFormational Selling 19 Level One #5 20-22 Practitioner Weekend #5 26 Level One #6 27-3/1 Master Track</p> | <p>March 2009</p> <p>5 Level One FREE INTRO to NLP 12 Level One #2 19 Level One #3 20-22 Practitioner Weekend #6 26 Level One #4 27 Level One FREE INTRO to NLP 27-29 Level One Weekend</p> |
| <p>April 2009</p> <p>2 Level One #5 3-4 12-Hour Belief Change 16 Level One #6 17-19 Practitioner Weekend #1</p> | <p>May 2009</p> <p>7 Level One FREE INTRO to NLP 8 Transformative Breathing 14 Level One #2 15-17 Practitioner Weekend #2 21 Level One #3 23-25 Diamonds in Your Mind 28 Level One #4</p> | <p>June 2009</p> <p>5-6 12-Hour Belief Change 12 Level One FREE INTRO to NLP 12-14 Level One Weekend 19-21 Practitioner Weekend #3</p> <p>Tax deduction allowed on most classes. Call the office for more details.</p> |

MASTER TRACK CERTIFICATION TRAINING

Continued from page 8...

Come take a guided tour into your unconscious mind. Expect to emerge this weekend with an intriguing sense of certain satisfaction, and confidence in self. Smooth your voice into a *powerful* tool of comfort and change. See you here improving.

Possible Trainers

Jan, Tony and Jeff are all asking to teach this one.
We'll see who wins!

WHEN: February 27- March 1, 2009,
Friday. 7 – 10pm, Sat. & Sun. 10 am – 6 pm
WHERE: NLP Center
INVESTMENT: \$600
Prepaid by November 1 - \$540

ADVANCED PRACTITIONER CERTIFICATION THE MONEY WEEKEND

Continued from page 8...

Weekend #4 of the **Advanced Practitioner Certification** Series 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™ to bring about significant belief changes. Dramatic breakthroughs are often experienced using these three techniques.

Go to your core. Create a blueprint.
Learn to do it quickly and efficiently.
Small investment for the huge returns you'll receive.

WHEN: January 16-18, 2009,
Friday. 7 – 10pm, Sat. & Sun. 10 am – 6 pm
WHERE: NLP Center
INVESTMENT: \$500

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FREE INTRODUCTORY CLASSES * January 22, 2009 Thursday, 7 pm–10 pm * January 30, 2009 Friday, 7 pm–10 pm

**MASTER TRACK
 CERTIFICATION TRAINING**

Ericksonian Language Patterns
 Otherwise known as Hypnosis

“Find a comfortable position, take a deep breath and quietly say to yourself, Relax.” I know that your conscious mind learns in a variety of ways...I know that sometimes you can...feel confused and not know yet...continue to learn because...your conscious mind is very intelligent and...your unconscious mind also learns in a varieties of different ways so...why not let it do the work.

Now, as your body remembers relaxing, allow yourself to wonder about the power of *Ericksonian Language Patterns*. I wonder if you fully realize what could be possible for you to achieve in your personal life, your career, and in your change work on yourself and others... maybe... probably not...yet you will.

WHEN: February 27 – March 1, 2009;
INVESTMENT: \$600

continued on page 7...

\$\$\$ The MONEY \$\$\$ WEEKEND

SUBMODALITIES & TIMELINE

PROSPERITY
MONEY
HEALTH



* OPEN TO THE PUBLIC *

I AM READY TO HAVE MORE MONEY IN MY LIFE.

Take Action Immediately & Sign Up :
972-931-9984

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WHEN: January 16-18, 2009,
 Friday. 7 – 10pm, Sat. & Sun. 10 am – 6 pm
WHERE: NLP Center
INVESTMENT: \$500