

BALANCED APPROACH

Enjoyable • Accessible • Sustainable • Innovative

INTRODUCTION TO NLP FOR BUSINESS – 1 day

A day to explore the applications of NLP in all levels of business and management. This is the first step in a process that will give you the skills, tools and information you need to create a radical leap in your working life.

Whatever your working background you will benefit from the techniques you will learn on this course

You will learn

Communication

- Leadership
- Problem Solving
- Enhancing Performance
- Learn how NLP can fit into and enhance current business models.

Change your own attitudes beliefs and behaviours and those people around you to enhance your organisational performance

Introduction to Effective Communication – 1 day

Learn to listen. Learn to communicate through NLP skills.

Stress Buster day – 1 day

A new perspective to stress awareness and how to change your response

Communications and relationship management – 4 days

Understand the importance of communication and relationships with customers and within your own organisation. Develop the skills to develop relationships that really work

NLP Coaching

NLP's roots lie in personal change, so NLP coaching is perfect for addressing issues that you want to change.

A common situation for professional people is knowing you have something you want to change but not knowing how to change it. You might also know what you want to change, but don't think it's possible to change. These include:

- Problems with public speaking and presenting
 - Difficulties managing certain relationships
 - Difficulty resolving conflict
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Introduction to NLP for sales – 1 day

The 'Selling With NLP' workshop provides an holistic and totally fresh approach to the whole world of selling; bringing together the power of mind and body united for success - words, voice, and physical 'language' - combined with a completely new understanding of how each unique individual thinks, feels, and **MAKES THEIR DECISION TO BUY!!**

This workshop begins with the basis of NLP

THE FIVE PILLARS

- which are the framework and support of building sales success. These encompass:-

FLEXIBILITY. If you always do what you've always done, you'll always get what you've always got, so do something different! Many of us, when something isn't working, either give up on that prospective client or sale, or repeat the same things only louder!

STATE MANAGEMENT. If you're not in the best emotional state to achieve success, or your client isn't, the deal isn't going to happen! Our 'MASTER CLASS' will show you how to ensure you and they are, and make that sale!

HIGH AWARENESS. Developing your thinking - sensing to always be aware of whether what you're doing is keeping you on-track to your outcomes, and your client's needs. Which of course also requires highly-developed

RAPPORT. We will give you the skills to 'read' people and ensure fast rapport at any level you want, to achieve the most important of The Five Pillars, your

OUTCOMES. We are all goal-oriented, but most of us don't define our goals specifically enough, or move in the optimum direction to achieve them.

Part two will give you the tools to achieve ANY OUTCOME, in a unique way which we call

THE ART OF SELLING BACKWARDS!

Having modelled many many highly successful sales achievers, we have unpacked their strategy.....

Begin with the end in mind, where you've already clinched the sale - and 'look back' to see **HOW YOU DID IT!** Sounds simple? It is - when you know how. And the 'how' is what we'll show you!

Finally, our 'MASTER CLASS' brings you

SALES MAGIC

This is your chance to use the tools of PPL, and PLPLT – Pace, Pace, Lead, and People Like People Like Themselves! - Plus your newly-acquired modelling skills.