

# The Leadership Practitioner

## Practitioner Certification in NLP

***A NLP Training Concepts, LLC Course  
The Society of Neuro-Linguistic  
Programming***



**NLP Training Concepts**  
*A life changing experience*

### **Why NLP belongs in your life...**

Do you ever wonder how some people effortlessly achieve phenomenal success in their personal and professional lives...while you must work harder – and longer – to achieve your potential?

We know their secret. And we can teach you how to replicate their success in your own life using NLP (Neuro-Linguistic Programming).

NLP is the science of studying the patterns of excellence in the world's most successful people...identifying the processes that produce their amazing results... and then “re-programming” the software of your mind to replicate their successes.

In other words, you'll discover what you need to change to achieve your fullest potential. And then you'll learn how to do it, by mastering the step-by-step process and skills to implement rapid, lasting change in your life...and the lives of others.

Designed for people of all walks of life, this program ensures you'll be able to instantly incorporate these behavior-based methods and skills into your daily life. For changes you can see quickly...and results you can count on.

### **Four Powerful reasons...**

- Gain tools to produce rapid – and lasting – change
- Improve your management and leadership skills
- Learn to build rapport, mediate and negotiate with anyone
- Discover the easiest, most predictable path to achieving your dreams

*"Leaders are people who are able to express themselves fully. By this I mean that they know who they are, what their strength and weaknesses are, and how to fully deploy their strengths and compensate for their weaknesses. They know what they want, why they want it, and how to communicate what they want to others, in order to gain their co-operation and support. Finally, they know how to achieve their goals. The key to full self-expression is understanding one's self and the world and the key to understanding is learning... from one's own life and experience." **Warren Bennis, On Becoming a Leader.***

Warren Bennis, one of the world's top authority on leadership, in identifying the qualities and criteria necessary for true leaders has also identified the precise areas where only the elite few will take the steps to learn and enhance their competence -- *the areas of interpersonal skills and self knowledge.*

## **This program is for you if you want to:**

- **Achieve greater professional success**
- **Increase love, respect and support in your relationships**
- **Evolve as an individual**
- **Learn things more quickly...and retain information longer**
- **Express yourself more clearly and better persuade others to see your point of view**
- **Communicate and build rapport with anyone...in any situation**
- **Help your children succeed in school, sports and friendships**
- **Enable your body to heal itself**
- **Recover from trauma in minutes rather than years**
- **Assist yourself and others in overcoming mental blocks that limit their success**
- **Learn and adopt the proven techniques used by the world's most successful people**

Have you ever missed important cues or information in a conversation that would have changed the outcome that you got with that person or in that meeting? Through a process called calibration, the technology teaches you to sharpen your sensory acuity and you will **become conscious of what is really going on**. You will notice things about people and situations that were unavailable to you in the past.

The **Leadership Practitioner Training** has the dual purpose of **optimizing learning as well as enhancing "people" skills**.

*No matter what you want in life --NLP makes it easier to get.*

**Neuro-Linguistic Programming** is a learning system that recognizes the wide diversities of human experience, its structure and expression. The technology provides a step-by step procedure of **acquiring any skill or ability**.

Neuro-linguistic Programming is the study of the structure of subjective experience: how humans think and communicate, both with themselves and with others. It is also a set of procedures and specific tools you can use to empower yourself and others. **Neuro-Linguistic Programming** provides powerful and unique **tools** for helping people to **achieve higher levels of personal effectiveness and self-mastery**, not only in critical areas of personal relations but in important competency areas such as **achievement orientation, thinking styles and self-management**.

**Based on the study of high performers, the technology has always concerned itself with peak performance, results orientation, self control, concern for standards, self image, adaptability, innovativeness and self-development.**

In the **NLP Practitioner Training** you will be introduced to the concepts and theory but more importantly, you will have the opportunity to immediately use the concepts and tools in your life to effect positive change where the change is necessary, appropriate and helpful. You will become more aware, more empowered and more creative in every aspect of your life.

**Professionals in sales and management** have found that the Leadership Practitioner Training has given them more **powerful motivation and communication skills to identify their customers' needs and supply the service that is really wanted**. **Business consultants** have developed a deeper understanding of how their particular discipline works, and how to improve it.

Our students come from all walks of life: **health care professionals, chiropractors, nurses, social workers, police officers, ministers, priests, rabbis, students, actors, lawyers, managers, executives, salespeople, teachers, administrators, leaders, parents, and coaches**

# The Leadership Practitioner

## Everyone can benefit

Our Training is suited for the professional as well as the layperson.

*Individuals, coaches and consultants, professionals in high-tech industries, managers, therapists and counselors, Health professionals, trainers, sales professionals, teachers and parents are many of the participants who achieve phenomenal results!*

### Benefits of attending:

1. A world-class trainer with 18 years experience who has collected information from many NLP trainers to bring to Dallas the best of NLP.
2. An information packed manual to use in class and home
3. A class list that includes endless networking opportunities
4. A class schedule designed to facilitate long-term learning
5. Personal attention and support
6. Methods and skills that are demonstrated through role play in class
7. Professionally guided sessions
8. Mid-month study groups to reinforce learning
9. Competitive pricing. It's only \$23.00/hour for training and interest free payment plans
10. Your satisfaction is guaranteed

## Course Outline:

### Foundation Skills

Well-formed outcomes  
Presuppositions of Neuro-linguistic Programming  
Representational Systems and Communication Channels  
Rapport building to gain trust /Calibration  
Eye Access and Predicates  
Anchoring and Chaining of Anchors

### Behavioral Resources:

Creating resource states  
Advanced VAK Acuity and Flexibility training  
Perceptual Positions

### Language Patterns:

Incongruities  
Categories of Experience  
Meta Model  
Identifying presuppositions

### Ropes/Challenge Course to Install strategies

### Submodality Training

Identifying / using submodality structures  
Visual and auditory swish patterns and conflict resolution  
Phobia/Trauma Process  
Submodality belief change

### Change Work and Advanced Skills:

Aligning neurological levels  
Six-step reframing / Ecology checking  
Change and Installing Beliefs, Timeline belief installation  
Releasing Emotional Enmeshment for addiction  
Allergy Process

### Implementation and Tasking

Creating and implementing outcomes  
Planning interventions  
Empowering resources for evolutionary change  
Applications for personal growth and change

**AND SO MUCH MORE!**



**Easy Registration: Pick up the phone and register by calling 214-351-5433. All Major Credit Cards accepted!**

More information is available through the office by calling 214/351-5433

**Easy registration:** Register by phone at 214/351-5433 or by mail your payment(s) along with your day and evening phone numbers to: **NLP Training Concepts, 9556 Lakemont Dr., Dallas, TX 75220.**

**Schedule:** Saturday 9:30am-6:00pm, Sunday 9:30am-6:00pm (varies according to schedule)

**Dates:** 2008-9. See Schedule or calendar

**Call 214-351-5433 for tuition**



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**Payment plans:** Payment must be made with post dated checks or signed credit card forms. Payments may be made by CHECK, made out to NLP Training Concepts, or MASTERCARD/VISA. \$250.00 cancellation fee. **Refund Policy:** *NLP Training Concepts offers a 100% satisfaction, no-questions-asked guarantee for all of its certification trainings. Attend the first 2 days of the Leadership Practitioner. If the training isn't for you, we'll refund your tuition minus the training you have taken and a \$250 cancellation fee and credit card charges should they apply. You'll be completely delighted with your Leadership Practitioner Training – we promise!. Susan Stageman, President., NLP Training Concept, LLC.*



**Susan Stageman, M.A** is a Master NLP Practitioner and Certified Trainer. In her practice, she trains both individuals and facilitates group sessions in Neuro-linguistic Programming. Susan also conducts classes in stress reduction, identity work and is a Certified Challenge Course Instructor (Ropes). She has been teaching NLP since 1989.

Her outstanding one-on-one sessions and group workshops throughout the U.S. and Canada have received high praise as she successfully guides individuals to initiate growth and greater achievement in both personal and professional capacities. Her areas of expertise include communication and use of language, building productive relationships, how to know and get what you want, and changes in behaviors, beliefs and identity. Susan has worked extensively with salespeople and entrepreneurs in the areas of attitudes, image, identity and beliefs, using adult learning models.

She does public speaking (NTSA) and was the national forum editor for Neurolinguistics for ASTD. Susan received her trainer certification from Christina Hall, Meta Master Trainer, her brief therapy training from Robert McDonald, and Health Practitioner Certification from Robert Dilts, Tim Halbom and Suzie, Smith. She has studied with the top NLP trainers in the world, including the aforementioned, Judith Delozier, Stephen Josephs, Richard Bandler, Tamara Andreas, Dr. Tad James, Wyatt Woodsmal, Steve Andreas and Marilou Seavey.

Her work experience includes Sandler Sales Institute, Dallas, Minneapolis, Indianapolis, et. al., ENSCO, Acuity Training Systems, Universal Health Care, Inc., Public seminars in Dallas and Ft. Worth, EDS, Fina Oil, GTE Directories, SunAmerica Securities, Inc., Cybertek, Inc., Bell Helicopter, Watson and Taylor Companies, Illinova (Illinois Power and Light), Slaterry Sales Group (Minneapolis), Chase Manhattan Mortgage, Metrocall, SMU Continuing Ed., Wells Fargo Bank, et. al. She has a Masters Degree with honors from the University of Michigan, a B.S. Degree in Biology and Sociology with honors from Augustana College (Rock Island, IL.).

## **You will learn:**

- **40+ strategies** for creating and maintaining states of personal excellence
- 20+ ways to **read the unconscious physical signals** that other people send in conversation and be able to respond accordingly.
- Tried and truth methods for **keeping yourself motivated**...even when you are having a hard time getting yourself going.
- **Greatly improve your ability to learn as others speak**...and speak so others will listen.
- **Influence and inspire others**...just by changing the words you use and how you use them.
- **Give feedback that people will accept**...facilitation change while minimizing personal conflict.
- **Maximize your efficiency at any task**... so you can accomplish more in less time.
- Dramatically **reduce conflict** in your life by gaining an understanding of how others see the world... and why they act the way they do.
- **Embrace failures and setbacks** as opportunities to grow and learn.
- Use eye movement integration to **eliminate emotional blocks and fears**.
- **Tap into an internal source of patience**...for your kids, your difficult clients and co-workers, and even for daily frustration like bumper-to-bumper traffic.
- **Rid yourself of mental blocks** that are holding you back.
- **Attract the things you really want in life**...without conscious effort or thought.
- **Conquer lifelong fears and phobias** (in as little as 15 minutes).
- **Build rapport** with any person...even people with difficult personalities.
- **Negotiate deals and solutions** that leave all parties feeling like a winner.
- **Boost your immune system**...to help you prevent and fight disease.
- **Recover more quickly** from mental and physical traumas...greatly enhancing your quality of life, as well as potentially savings thousands of dollars of medical treatments.
- Learn proven methods to **achieve rapid – and lasting—change**.
- **Boost your happiness and self-esteem**.
- **Deepen the special bond you have with your spouse** or significant other by opening lines of communication and understanding.
- **Manage your emotional states**...so you can quickly shift from a bad mood to a sunny attitude.
- **Achieve unlimited success** by replicating patterns of excellence found in some of the most successful people in the world.