



Sep12-13 Oct 10-11 or Oct. 31-Nov 1 '08 & Jan 23-24 Feb 27-28 '09

## Intro to NLP (Neuro-Linguistic Programming)

By Dee Kinder and Associates, Internationally Respected NLP Trainers and Coaches  
Affiliated with the NLP Midwest Institute

### NLP is coming back to Omaha!

NLP Midwest proudly presents Introduction to NLP: Basic Fundamentals. Dee Kinder and Associates, renowned international NLP Trainers & Coaches of the NLP Midwest Institute, and Success Enterprises, are once again offering an Introduction to NLP in the Omaha area. NLP is the transformational technology that helps you do whatever you do BETTER.

**Who should attend:** Mental health Practitioners, coaches, executives, managers and supervisors, sales and marketing professionals, trainers, and teachers who want to learn to better use their mind to get the results they want, and anyone wanting to make great personal strides.

### NLP will empower you to:

- Communicate and use language more effectively
- Coach others to win
- Gain new behavior choices
- Partner and close more successfully
- "Read" and match unconscious signals of others
- Access your personal resources
- Create excellent states in yourself and others systematically, quickly and efficiently
- Leave people in a useful state of mind
- Ensure the skills you learn work easily in your professional and personal life

**What is it?** NLP or Neuro-Linguistic Programming is a transformational psychology field started in the 70s by John Grinder and Richard Bandler. John and Richard modeled 'patterns of excellence' in business, sales, leadership, health, personal and professional development, etc. They modeled experts who consistently got exceptional results in their area of expertise. They then turned these 'patterns of excellence' into 'step by step' procedures and taught the patterns using learning 'best practices'. The outcome - Practitioners of NLP quickly internalize 'patterns of excellence' and duplicate the results of experts. Today, NLPers are modeling and teaching hundreds of 'patterns of excellence' drawn from every field of expertise.

**Introduction to NLP:** is a two-day training program that teaches a dozen basic 'patterns of excellence' to get the results you want. You will find yourself using them over and over again in business, sales, health, leadership, personal and professional development, etc. While those who take this program and no more will benefit from the basic 'patterns of excellence', the two day program also serves as the first two days of NLP Practitioner Certification Training, a 20 day program of excellence to be presented by Dee Kinder in the Winter and Spring of 2009. The focus of the NLP Practitioner Certification Program will be on applications of NLP to your life.

### Outline: NLP: Intro to Neuro-Linguistic Programming

- N.L.P. History, Definitions and Applications
- Principles of S→R (Stimulus/Response)
- Increasing Choices and Flexibility, and Influencing with Integrity vs. Manipulation
- Introduction of the A – B Cycle and Intention
- Presuppositions of N.L.P.
- Frames of N.L.P.
- State Management: Accessing, Changing and Maintaining Positive States, Circle of Excellence
- Representational Systems (Introduction to VAK Modalities)
- Thinking Styles: Eye Movements, Eye Movement Exercise, Predicates
- Sensory Acuity: Calibration, Like/Dislike, Attention Training (Internal/External)
- Rapport – Match/Mirror, Pace and Lead and Agree/Disagree (Match/Mismatch)
- Outcomes: Well-formed Conditions, Meta-Outcome Questions, Blame to Aim
- Perceptual Positions, and Association /Disassociation,
- Structure of NLP Work: Present State – Desired State, and Resources Needed to Close the Gap
- Tape Editing and Future Pacing
- Personal Skill Building

**Registration: 402.597.6981 x 2**

**Dates: Sep 11-12 Oct. 10-11 or Oct. 31-Nov. 1, 2008  
Jan 23-24 or Feb 27-28, 2009**

**Times: Fri. 12:30 – 7:30 p.m., Sat. 10 a.m. to 6 p.m.**

**Fee: \$295.00 (Can be applied to the full Practitioner Certification in 2008-2009)**

### Location:

NLP Midwest Institute  
On the Lake  
8416 Kauai Drive  
Papillion, NE 68046  
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