

The 9-day NLP Practitioner Accelerated Learning Certification training

Be at your best with 7 full days of inspiring training skills and techniques for making yourself even better and for coaching others.



THINKBOX LTD is all about training with a passion and commitment to help you develop real excellence in NLP skills and techniques. Our practitioner courses include coaching and training applications and have a strong education and therapy focus.

“we believe that practice is the key to making learning permanent”

We will give you all the support and encouragement you need to get the most from the training because the changes that can happen may have far reaching benefits than you imagined yet.

You will also gain skills to:

- Communicate exquisitely
- Coach and support others
- Influence with integrity
- Understand other people

Training content



Days will have a mixture of entertaining delivery, practice and application so that you understand each technique and, most importantly, can apply them in your work, life and relationships.



Amongst other things expect to learn about:



The Presuppositions of NLP	V-K Dissociation	Timeline Techniques
The Pillars of NLP	Meta-Model	In time - Through time
The Present to Desired State Model	Metaphors	Hypnosis and Trance Work
Rapport	Basic Hypnotic Inductions	Inducing Trance
State Management	Pacing and Leading	Hypnotic Language Patterns and the Milton Model
Well-formed Conditions for Outcomes	Basic Anchoring	Chunking and Sequencing
Calibration	Stacking anchors	6 Step Reframe
Sensory acuity	Collapsing anchors	Linguistic Wizardry
7+/-2	Chaining anchors	Content/Context reframes
Uptime/Downtime	Future Pacing	Negotiating between Parts
Representational systems, Primary & Lead	Circle of Excellence	Creating a New Part
Predicates	TOTEs and Strategies	Reframing
Eye Patterns	Pattern Interrupts	Visual Squash
Synesthesias	Submodalities	New Behaviour Generator
Overlapping	Critical and Driver Submodalities	Time line therapy technique
Association and Dissociation	Swish Pattern	Belief Change
NLP Frames	Phobia Cure	Logical Levels

BENEFITS OF NLP PRACTITIONER TRAINING

Self Employed / Entrepreneurs

- You will learn Advanced Communication skills to ethically influence customers and clients more successfully.
- You will master the influencing skills needed to increase sales.
- You will develop the creative thinking skills to adapt and grow - and deal with the challenges of a rapidly changing business world.



Coaches

- Coaches learn some of the most advanced skills for enabling individuals to achieve rapid progress and change.
- You will discover how to enable clients to get clear on what they want in the key areas of life by setting precise and achievable outcomes.
- The language and questioning skills you will master enable clients to achieve rapid change and progress on the key issues in their lives.

Managers

- Managers are able to build more fruitful business relationships with a wider variety of people.
- By developing a greater awareness of how individuals are motivated, managers are able to enhance the performance of their team.
- You will prepare for and run more effective meetings, especially those that involve conflict.

Human Resources

- Managers within HR have improved success rates in interviewing, which leads to reduced staff turnover and savings in recruitment and induction.
- You will improve your ability to coach, counsel and appraise your people.
- You will be more aware of the meanings behind what people are saying - thereby gaining a greater understanding of what's really going on, especially where conflict is involved.

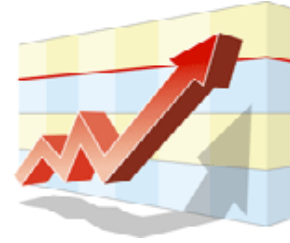


Trainers / Presenters

- Trainers and presenters are better able to make their trainings come alive and be memorable by using sensory-based language and descriptive metaphors.
- You will have greater confidence and presence when presenting in front of a group.
- By understanding different learning styles, trainers and presenters develop multiple descriptions for the learning they wish to deliver.

Sales/Marketing

- Sales and marketing professionals are better able to develop long-term relationships for long-term business results.
- Improved questioning techniques enable you to more accurately define customer needs and stimulate the desire to buy.
- With the use of sensory language that corresponds to customer preferences, you will be able to present your products with greater impact.



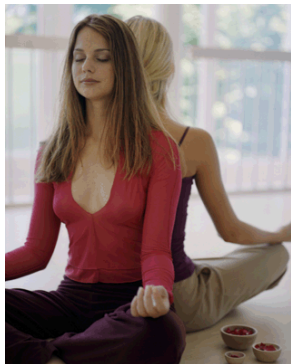
Consultants

- You will be able to assist clients in setting outcomes, problem solving, communication and negotiation skills and modelling success.
- You will learn how to elicit your clients' real needs and values.

Teaching / Education

- Teachers find they are better able to handle difficult pupils.
- You will develop a greater understanding of different learning styles.
- You will be able to be more creative, imaginative and stimulating in your presentations.

Medical Profession



- By being able to gather more information in a shorter time, you will be able to get to root causes more effectively and have ways of being able to address those without resorting to drugs. This is especially relevant where the presenting symptom masks a more chronic depression or anxiety.
- Through the relationship-building skills of the course, doctors and health professionals are able to handle the most stressful of situations whilst minimising the emotional demands placed upon them.
- After training for so long within a medical context, doctors and health professionals find that training with a cross section of the population increases their ability to understand and relate to their patients.

Counselors / Therapists

- Counsellors and therapists gain an entirely new language to describe what's going on with someone - a language and a way of thinking based on a very healthy model, focusing on solutions as opposed to an individual's pathology.
- You will find that the therapeutic process is quicker and smoother producing increased results in a shorter time. By broadening your approach to clients, you will be able to be more creative in the way you work and more personally stimulated by the process and the results.



Career Transition



- If you are considering career transition or are unhappy in your present career you will clarify your thinking and begin to make important decisions.
- You will gain the skills to get clear on your values and what's important to you in your career. You will learn how to 'model' or duplicate excellence in your chosen profession and so accelerate your career progression.
- Your enhanced communication and professional skills

will make you more valuable to future employers. At job interviews you will be able to develop rapid rapport with your interviewers.

Individuals

- Those who take the training also include individuals who are taking a break from work, retired or still making career decisions
- You will develop a genuine understanding of the value of excellent communication in all walks of life - and the skills with which to achieve this. You will be able to get on with and understand a wider variety of other people.
- It helps many people clarify their direction in life and gives them the skills to achieve more of their potential. The training leads to greater self-confidence and self-esteem.



Meet your trainer?



McDermott and David Shephard.

THINKBOX LTD is a company that specialises in the business applications of Neuro-Linguistic Programming (NLP). It was founded by Demetris Stylianides, a Branding/Executive Coach and a Certified NLP Trainer, the first ABNLP and ANLP approved trainer to offer business solutions using NLP in Cyprus. NLP has been described by many, as **the user manual for the brain.**

For the last 17 years, Demetris has trained more than 12,000 professionals all over Cyprus, Greece and Poland. Three years ago, he decided to leave a successful career in professional training to pursue his life-long passion of setting up his own coaching and training business - thinkBOX. Over the years he was trained by top coaches around the world, including amongst others Anthony Robbins, Ian

If you have ever attended Demetris' unique workshops/seminars you will know that he is a speaker with a passion for inspiring individuals and businesses to raise their game and achieve remarkable goals. Demetris is passionate about learning and above all enjoys working with people and enabling them to achieve their full potential. At the heart of Demetris' popularity is an entertaining and inspiring style and a real sense of commitment for those he works with.



Demetris contributes regularly to the press and articles featuring his business and his training appeared recently in Cyprus Mail, Purple magazine (Politis Newspaper) and in the **IN BUSINESS** magazine. He is a regular contributor to the Accountancy Magazine of the Institute of Certified Public Accountants of Cyprus.

Qualifications

Life Coach (Dip. LC)
 Master Hypnotherapist
 Master Practitioner of NLP
 Image/Branding Consultant
 Approved International Trainer of NLP
 Fellow International Accountant (FAIA)
 Competent Leader (CL) - Toastmasters
 Fellow Chartered Certified Accountant (FCCA)
 Master Practitioner of Time Line Therapy® (TLT)
 Mastery University Graduate (Anthony Robbins, USA)

Memberships

Life Coaching Institute
 Toastmasters International
 American Board of Hypnotherapy
 The Time Line Therapy Association®
 International Coaching Federation (ICF)
 Association of International Accountants (AAIA)
 Institute of Certified Public Accountants (ICPAC)
 Human Resource Management Association of Cyprus
 Association of Neuro-Linguistic Programming (ANLP)
 Association of Chartered Certified Accountants (ACCA)
 Chamber of Commerce and Industry of Cyprus (KEVE)
 Employers and Industrialists Federation of Cyprus (OEV)
 American Board of Neuro-Linguistic Programming (ABNLP)
 Approved trainer of the Human Resource Development Authority