

Destiny is not a matter of chance,
it is a matter of choice. Winston Churchill

If you think you can, or think
you can't, you're right. Henry Ford

A real decision is measured by the fact that you've taken
action. If there's no action, you haven't truly decided.

Tony Robbins. Action is the foundation
of all success. Pablo Picasso We
are all what we repeatedly do.

Excellence then is not an act, but a
habit. Aristotle Change will not come if you
wait for some other person or for some other time.

Barrack Obama Be the change you
wish to see in the world. Ghandi

Make a difference. Man can alter his life by
altering his thinking. William James Excellence

NLP

How to achieve your goals and dreams
How to breakthrough limits
How to accelerate results
How to understand and be understood.

Certification Training: NLP Core Skills | NLP Practitioner Certification | NLP Master
Practitioner | NLP for Trainers & Presenters | NLP for Business | NLP for Leadership
admin@universallyspeaking.com.au

What is Neuro-Linguistic Programming?

Ever wondered how some people manage to be so successful in business and in life? NLP shows you how...

Ever wanted to breakthrough and take your life to the next level, but didn't know how? NLP can...

NLP is a technology, a systemized approach that comes from the study of human excellence. Developed by John Grinder and Richard Bandler nearly 50 years ago, NLP has been providing solutions for millions of people at many levels in fields such as **business, sport, education, politics, health, art and personal growth**. NLP can be used in so many areas, by anyone, and has so many applications, because it is practical and adaptable. NLP can be described as the instruction manual for the mind, an understanding of **how our mind works**. The application of NLP is so vast that all we shall say here is, no matter what you are doing, NLP will help you do it better.

Discover how to...

- **Be more effective, efficient and successful**
- **Improve your influencing and motivating skills**
- **Improve the quality of your life**
- **Understand and use body language**
- **Communicate more effectively to achieve your goals and have greater results**
- **Eliminate fears and negative self talk**
- **Build confidence and self esteem thru action**
- **Learn the success secrets of the top achievers**
- **Change unwanted behaviours and bad habits**
- **Identify and achieve your goals and outcomes**
- **Have a greater understanding of others**
- **Build confidence and self esteem in others**
- **Wake up every day even more excited and into life than you were the day before...**

Some people appear more gifted than others. NLP, one of the fastest growing developments in applied psychology describes in simple terms what they do differently, and enables you to understand and learn these patterns of excellence. This approach fast tracks your results and gives you the practical skills, that anyone can use, to excel in your field.



This is the best training I have ever done. I have a brilliant set of tools and techniques to apply to my business and to every area of my life. That in itself is exceptional because I have realized the power I have now to create an extraordinary life for myself and also help the people around me do the same. It has been an amazing 7 days. It sounds cliché, but it is life changing, in the best possible way.

Katie Dryden, The HR Company, Eltham. Vic

Natalie and Sandra's enthusiasm and knowledge of NLP Human Behaviour & Communication is all consuming. It is clear that they can't give enough and even then it's too much.

*Tim Crackanthorp,
Standing MP Newcastle
Member of the Legislative Assembly*



NLP Australasia



NLP Core Skills
NLP Practitioner Certification
NLP Master Practitioner Cert.
NLP for Trainers & Presenters
NLP for Business & Leadership
NLP for Elite Performance
NLP for Sales & Negotiation
NLP for Coaches
We can customize a training for your organization or business.

How Will NLP Benefit You?

In Business:

NLP is the **difference that makes the difference**; an invisible science and proven technology that enhances your teams and your own ability to communicate effectively, establish lasting relationships, and have clarity in thinking, problem solving and decision making. It gives you the skills and the tools of excellence to **lead and motivate, influence and negotiate**.

It is an essential tool for your personal success and the success of your company, business or organization in the 21st century.

Organizations around the world have used the technology of NLP to assist them to achieve their corporate objectives: Leadership, Communication, Sales, Management, Customer Service, Frontline, Negotiations & Mediation and Marketing.

Companies such as **BMW, McDonalds, Diners Club, David Jones, Crowe Horwarth, Fiat, AMP, Mercedes Benz, Jamaica Blue, Body Shop, and American Express** to name a few, have utilized the cutting edge advantage that NLP offers;

Ranging from individual executive coaching for improved performance and communication, to sales and customer service initiatives involving every employee in the company.

Welcome to business in the 21st century.

You will be able to apply the principles of NLP to both your business and your personal life:



- ✓ Understand group & team dynamics
 - ✓ Listening skills: how to hear what is not being said, thru understanding the NLP meta model
 - ✓ Bring out the best qualities in those around you
 - ✓ Set achievable outcomes and goals, planning success through creative design.
 - ✓ Make effective presentations, master the art of effective and influential public speaking
 - ✓ Adapt to new skills and embrace change for positive results
 - ✓ Create better relationships with your Managers, Teams, Colleagues, Employees, Customers and Clients with an understanding of how we think and communicate using verbal and non-verbal language
 - ✓ Change and overcome limiting beliefs and mindset that may be holding you back or sabotaging your success
- And so much more...
- ✓ Understand peoples decision making and buying strategies, to make you more prepared and improve your performance
 - ✓ Communicate in such a way that builds instant rapport with anyone
 - ✓ Motivate and influence others
 - ✓ How to gain and maintain agreement even when there is opposition



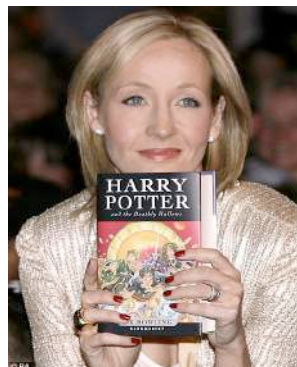
How Will NLP Benefit You? In Personal Growth

What do Bill Clinton, Tony Blair, Oprah Winfrey, J.K Rowling, Heston Blumenthal, Tiger Woods, Bill Gates, Lily Allen, Gerri Haliwell, Tony Robbins, Sophie Dahl, Andre Agasi, Serena Williams and Jim Carr, have in common?

Answer: They are just a few of the hundreds of thousands of people who have trained in and use NLP for their own personal growth and development. Success leaves clues!

If you want to have more choices: about your thinking, behaviour and emotions, to improve your relationships and the way you communicate with others, and create better results through becoming a greater thinker and decision maker, then NLP can provide you with a step-by-step framework for achieving all this and more. Not just in the short term, but lasting transformation, which will stay with you for your entire life.

NLP is a skill set that transforms every area of your life, and allows you to **make a difference** and become a great example and role model in the life of others.



In Health, Wellbeing & Sport

Most of us have heard about the concept of the mind-body connection. That's where NLP fits in.

- NLP helps you achieve your health and wellbeing goals and outcomes.
- Learn how to reduce stress and anxiety
- Induce relaxation and states of wellbeing in yourself, in seconds
- Change limiting beliefs such as body shape and weight loss, that hold you back from achieving your desired outcomes.
- Create positive outcomes and states that influence your state of mind
-

Whether you're a professional athlete, athlete in the making, or a team coach, you will almost certainly benefit from the proven techniques of NLP.

- Positive states 'a can do attitude', relaxation, recovery and healing
- Setting and Accomplishing achievable performance goals
- Modeling excellence and learning from leaders in your game
- Access peak performance states instantly

Module 1: NLP Core Skills

This is a unique stand-alone 4-day course, that makes up the first part of the 7 day NLP Practitioner Certification.

In NLP Core Skills you will explore a wide range of practical applications, including insights, skills, tools and techniques that will add real and immediate value to every area of your life.

You will discover how to:

- Get into the right mental and emotional states to deal with any situation
 - Recognize our automatic mental filters and how they influence moods, attitudes, and the understanding of others
 - Negotiate, Influence and persuade others with integrity
 - Improve your ability to listen – and hear
 - Clear blocks and limiting beliefs that may be holding you back
 - Create instant and lasting rapport with anyone, anywhere, anytime.
 - Increase yours and others motivation & energy
 - Empower yourself and assist other individuals, teams & organizations to create lasting behavioral change
 - Enhance and improve performance and understand what motivates you and other people
 - Transform your thinking to produce the results that you want
 - Communicate effectively so others understand and 'get' your message
 - Learn how to read the body language and physiology of others
 - Improve your behavioral flexibility so you can adapt to any situation
 - Align your values to accomplish and fast track your goals
 - Gain the mindset of success
 - Become an outstanding mentor to others
- ... and so much more.



Who Attends?

Parents, come to learn skills to better guide and empower their children. **Leaders** who want to improve their personal performance and effectively lead others. **Managers** who want to learn better ways of motivating and leading their teams. **Sales Personnel**, learning to better engage, influence and negotiate with their clients & customers. **Business Owners** who want to improve team performance and better deal with challenging times. **Doctors & other Health Professionals** who want to communicate and improve their ability to encourage and guide their patients. **Students / Athletes / Sports Coaches** who are looking to improve their performance and to have a competitive mental edge. **Therapists & Coaches**, who want to have extensive NLP skills to best guide and encourage their clients.

What's included:

Prior to attending your training, you will receive a **Pre-Learning Pack**, delivered to your door.

In the pack you will find material to stimulate and motivate you, **pre-learning CD's, a manual, and questions to answer and exercises to do**. So when you come along to the *face-to-face, hands on training sessions* you'll be on the same level of understanding as the other participants and you'll already be primed and ready to succeed.

At the workshops you will receive a **NLP Training Manual** and training notes.

A healthy lunch and both morning and afternoon tea will be provided.

Filtered water is replenished and available throughout the day.

Learning with Experienced Facilitators

Universally Speaking's NLP courses are often delivered by one or more trainers from our team of Certified NLP Trainers. Collectively our trainers have tens of thousands of training hours and facilitation experience. They are all highly skilled, enthusiastic and inspirational trainers.



Dr. Natalie Shepard

Natalie is a Certified NLP Trainer, Master Practitioner, and allied Health professional, her trainings benefit from nearly 30 years of practical use of NLP in patient & client care, leadership and management, team development and building sustainable & successful businesses. She has been a trainer and workshop facilitator for more than 20 years in the areas of NLP, Leadership, Communication & Behaviour and brings a wealth of experience and knowledge to all of her trainings. Natalie is best known for her ability of taking the complex and making it simple.



Timothy Bishop

Tim is a natural leader and trainer, having graduated as a Commissioned Officer from the prestigious Royal Military College, Duntroon, with degree qualifications from the University of New South Wales. Tim has led, trained and inspired hundreds of individuals to be the best that they can be. He brings, passion, enthusiasm and a great sense of fun and adventure to all of his trainings. He is a certified NLP Trainer and NLP Master Practitioner and has extensive experience as a trainer and facilitator. Tim is best known for his ability to motivate and inspire, and bring out the best in anyone.



Sandra Martin

Sandra has over 20000 hours of training & facilitation under her belt, she is an acclaimed keynote speaker and consults as a Personal Branding, Color, Image & Style specialist in China, USA, New Zealand and Australia. Sandra's background is in National Senior Management, in both the Travel and Finance industries, she is an NLP Master Practitioner and is an enthusiastic and passionate NLP training assistant in most of our NLP trainings. She is the NLP Australasia's training and course director. Sandra is passionate about helping individual's live to their full potential both personally and professionally.



Ivy Stewart

Ivy is a certified Executive & Business Coach and is a Master Practitioner of NLP. Ivy's background is in small business, being a successful business owner for over 25 years, she now brings her expertise, experience and knowledge to her trainings. We call Ivy our 'ideas' girl, using her innate skills and NLP abilities, Ivy thinks outside the square, problem solves and always comes up with alternatives, choices and ideas. Ivy is an enthusiastic, highly competent and passionate training assistant, who brings a sense of fun and playfulness, and at the same time calm reassurance. You will love Ivy.



Darren Mitchell

Darren is a passionate and driven individual who for over 20 years has built a successful career in Corporate Sales, Sales Management, People Leadership, People Development & Leadership Coaching in the Corporate world. Combine this experience with the skills, strategies and tools of an outstanding NLP Trainer and NLP Master Practitioner and you have a winning combination that takes NLP in business and leadership to a whole new level. Darren brings a unique set of skills to all of his NLP trainings and assists teams and organizations to unleash their full potential.

Course information:

NLP PRACTITIONER CERTIFICATION

Module 1: NLP Core Skills

Is usually held 4 times a year: February, June, August, and November
Contact us for the exact dates.

Module 2 : NLP Practitioner Certification,

As mentioned before NLP Core Skills is a stand alone training and is also part one of our full length 7 day NLP Practitioner Certification.

Once you have experienced the benefits of what you learn at NLP Core Skills you may decide to take your NLP skills even further.

Module 2 builds onto and enhances what you have learned in the NLP Core Skills training. Module 2 is more advanced with more advanced techniques and strategies. It moves from an open more generalist approach to a more focused and tailored training with an emphasis on coaching and helping others.

If you choose to do Module 2 and complete NLP Practitioner Certification, we recommend that ideally, you complete your training within 12 months of your NLP Core Skills workshop.

Module 2 : NLP Practitioner Certification is held three - four times a year.
Dates for forthcoming Module 2 courses are in your NLP Core Skills Manual and are discussed at the training.

If you intend to do the NLP Practitioner Certification we recommend you book as early as possible as these courses tend to book up early.



What makes us different?

We aim to make your experience of NLP the most thorough, and most enjoyable, available anywhere. Our courses are **interactive, down to earth, no nonsense, highly practical and fun.** We deliver what we claim.

Dynamic Learning

Some people can sit and listen to lecturers for hours without 'doing' anything. None of us on the Universally Speaking's NLP team can, so we don't inflict this on any one else.

- We aim for 50-60 minute sessions of which at least 15-25 minutes will be exercises and break out sessions for you to explore the topic with other participants and your trainers
- Games, exercises, exploration and experiential sessions are frequently used to enhance learning

Unparalleled Training Materials

- Prior to the training you will be sent a Pre-Training Study Kit, containing a set of CD's, Books and Questionnaire, this allows you to arrive at the training with confidence and enthusiasm. Everyone is at a similar level of knowledge and understanding.



Guaranteed Small Group Learning

Our 'small group' guarantee ensures that you learn as a part of a team, of around a 8-12 like minded people conspiring for each others success. The small group allows you to have plenty of time to practice your new skills in an encouraging and safe place.

Check Availability:

Contact us to confirm that there is an available space in the course you wish to attend.

To Register:

Fill in the Registration Form below along with your credit card or payment details. A \$500 deposit is required at the time of booking, with the balance owing paid 14 days prior to the start of the training. (Check below for the Early Bird or Multiple Booking Discounts)

Your place on the course is secure once you have received your confirmation from us.

Then What?

You will then receive your Pre-Training Learning Kit, and you can begin your NLP journey one of the most rewarding and empowering things that you will ever do.

We will send you all the information you will need to know about the training: directions, nearby choices of accommodation, what to wear, what to bring etc.

CONTACT US:

If you want to check availability, clarify anything or need further information, email or call Natalie Shepard: Principal: Ph. 0419 607200 Email: admin@universallyspeaking.com.au

Sandra Martin: Director: Ph. 0414 728968 Email: admin@universallyspeaking.com.au

Ivy Stewart (for all Queensland events) 0417510636

Your Investment

A \$500 deposit is required, with completed registration form to secure your place.

Module 1: NLP Core Skills :

Regular fee: \$1997

Early Bird : \$ 1797 when full payment is received up to 30 days prior to training date.

Multiple Bookings : \$ 1747, per person when 2 or more people book at the same time.

(All fees are inclusive of GST)

Module 2 : NLP Practitioner Certification:

Regular fee: \$1497

Early Bird : \$1347 when full payment is received up to 30 days prior to training date

Multiple Bookings : \$1297 per person when 2 or more people book at the same time

Pay off your investment: Contact Us for Easy Monthly Payment options

NLP Practitioner Certification : 7 Days

Module 1 & Module 2

Regular: \$3447 Early Bird : \$3105 Multiple : \$ 2955pp

4 Day, NLP for Trainers & Presenters

Regular : \$1997 Early Bird : \$1797 Multiple : \$1747pp



'...This training, was an invaluable experience for both my professional and personal development. Not only were the concepts clearly delivered, they were made simple; there was a huge depth of knowledge behind every component of the course.

It is the perfect combination of course delivery through stimulating methods, with the needed depth and insight when the tricky questions came along...'

Tim Crackanthorp

MP Newcastle: Member of Legislative Assembly

NLP Training Dates for 2015

Module 1 : NLP Core Skills, 4 Day Training

February: Thursday 12th - Sunday 15th 2015

Albury/Wodonga NSW

March: Thurs 5th – Sunday 8th 2015

Sunshine Coast, Qld

August: Thursday 13th – Sunday 16th 2015

Canberra, ACT

August: Thursday 27th - Sunday 30th 2015

Albury/Wodonga NSW

Module 2 : NLP Practitioner Certification, 3 Day Training

May: Friday 1st – Sunday 3rd 2015

Albury/ Wodonga, NSW

June: Friday 12th – Sunday 14th 2015

Sunshine Coast, Qld

November: Friday 6th – Sunday 8th 2015

Canberra, ACT

November: Friday 13th – Sunday 15th 2015

Albury/Wodonga, NSW

NLP Practitioner Certification Full Syllabus 7 day Training

October : Thursday 1st – Wednesday 7th 2015

Albury / Wodonga NSW

NLP for Business and/or NLP for Sales (4 Day training)

Contact us for course details and the 2015 training dates & locations

NLP for Speakers & Presenters, including Selling from Stage 4 Day Training

Contact us for course details and the 2015 training dates & locations (usually 2nd half of year)

How to Register

Please confirm your registration by completing and returning your registration form (see next page) along with your cheque, credit card details or bank transfer receipt. A \$500 deposit will hold your place with full payment required 14 days prior to training/ or early bird should be paid 30 days prior.

Or contact us for Easy Payment options. *We believe that NLP should be available to anyone who is interested enough in their own personal and professional development to take action, so please take advantage of the Easy Pay option, and say 'Yes' to you.*

Cancellation Policy

Your training fee less a \$50 processing fee will be fully refunded if registration is cancelled up until 21 days prior to the start of the training and the complete Pre-Training Study kit is returned to us. After that date, your training fee can be applied to any future training program we offer.

In-House Training

The application of NLP is vast, it is used as an amazing tool to accelerate results and achieve outcomes. Let us design and develop a program to specifically meet your needs or the needs of your business or organization. Contact us, to see how we can fast track your success.

You can Contact us at:

Universally Speaking NLP: admin@universallyspeaking.com.au

Sandra Martin: Training Coordinator : 0414728968

Dr. Natalie Shepard: Head Trainer : 0419 607200

For all Sunshine Coast Events : Ph: Ivy Stewart: QLD Coordinator: 0417510636

How to Register

Registration Form *(fax, scan or post this completed form back to us)*

Name _____ Best Phone _____

Address _____

Postcode _____

Email _____

Company / Business name _____

Training Details *(please tick)*

Part 1. NLP Core Skills ___ Part 2. NLP Practitioner Certification ___

Full 7 Day NLP Practitioner Certification ___ NLP Master Practitioner Certification ___

NLP for Trainers/Workshop Facilitators ___ NLP for Business ___

Other Universally Speaking Workshops/Training _____

Course Location & Dates : _____

Payment

Credit Card Details:

Mastercard ___ Visa ___ Expiry Date ___/___ Card Number _____

Name on card _____ Signature _____ Amount _____

Deposit: \$500 _____ Contact Us for : Easy Pay: 4 or 7 Monthly payments _____

Bank Transfer Details:

Account Name: Universally Speaking BSB : 062500 Account No. 10433792

Cheque :

Payable to Universally Speaking:

Post to : NLP Australasia PO Box 5063 Lavington, NSW 2641

Contact Us:

Email: admin@universallyspeaking.com.au

Sandra Martin (+61) 0414 728968

Dr. Natalie Shepard (+61) 0419 607200

Fax: 02 60 232002 ABN : 18369582429



Office Use

Registration _____ Confirmation / Receipt Date _____

Training Date: _____ Location _____

Deposit _____ Payment Schedule _____

Discounts: _____

Date _____ Module 1: NLP Core Skills, Pre-Training Kit ___

Date _____ Module 2: NLP Practitioner Certification Pre-Training Kit ___

Date _____ NLP Master Practitioner: Pre-Training Kit ___

NLP for Trainers and Presenters ___ Other Training _____