



## **NLP Practitioner**

# Certified NLP Practitioner

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## **What will becoming a certified NLP Practitioner give me?**

The NLP Practitioner course can be used to gain improvement in any area of your life, depending on what is most important to YOU.

Here are some examples of the reasons other people have attended our course:

To learn to see the structure of excellence around you and to be able to reproduce it for yourself and others.

To become more effective in your field, be that as a teacher, business leader, business executive, coach, entrepreneur, sports person, health worker....the list is endless.

To learn communication skills that transform relationships, enabling you to interact with others to negotiate, to lead, to empower, to heal, to motivate, to sell.

To understand others and yourself more successfully – NLP is known as the most powerful personal and business development tool that we have at our disposal.

To take charge of your emotional state and make it work for you.

To develop coaching and therapeutic skills to a global standard, e.g. enabling others (and yourself!) to overcome phobias, habits and fears.

## **Can I start the process of change before I even arrive?**

Before you attend the course you will be given a comprehensive portfolio of learning resources, devised by us to ensure you have everything you need to succeed on the course. These materials provide you with:

A clear and practical understanding of what NLP is

How you can start to employ it in everyday life

Step by step techniques to practice

A glossary of NLP terms.

The materials are also hugely useful to refer back to once you've completed your training.

The full portfolio of resources is included within the price of the Practitioner course and is yours to keep and work from.

### **What will I learn on the course?**

#### Presuppositions of NLP

NLP has a number of principles commonly referred to as Presuppositions these form an important basis for understanding the way we think and communicate with ourselves and others. These are guiding principles that are held by the Practitioner, a founding example of which is that we pre-suppose "People are doing the very best they can with the resources they have available", we change our own Model of the World to effect change in others.

#### Rapport building

Learn how to use a range of techniques, both verbal and non-verbal, to create rapport, making people feel relaxed and at ease and open to communication. You will learn how to 'pace' and 'lead' in order to establish and confirm rapport which enables you to improve any interpersonal interaction.

#### Sensory Acuity

Here you will discover an enhanced way of observing others, noticing the finer points of their physiology, the movement of their eyes for example or the smaller muscle movements of their face and gives you a greater understanding of how an individual's representation of their world is for them in that moment only. Representational Systems do not define who we are.

#### Representational Systems

Learn about the representational systems that correspond to each of the five senses and how these work to understand the world in your mind. Discover which of the five systems you predominately use and learn how to discover the same in others. Find out how this can be used to improve communication and improve the way in which you use all of your own senses to enhance your ability to think and to experience, to explore what you do best.

#### The Language model or 'Meta-Model'

This is powerful and far-reaching and enables you to recognise the beliefs that lie behind a person's words and speech including your own. What has been generalised and deleted? By crafting very specific questions to clarify language, seemingly innocuous phraseology will take on specific meaning. In understanding how the Meta-Model works you will be able to help other people clarify their thinking while fine tuning your own communication.

### Milton Model

In contrast to the Meta-Model language patterns the Milton Model is designed to produce a trance state or accord. You will be learning to understand these language patterns as used by the originator Milton Erickson, considered to be the father of Hypnotherapy. Erickson used ambiguous and abstract language to match the clients experience and assists them to access their unconscious resource.

These language patterns can be used in brain storming and negotiation as they foster the uncovering of possible solution.

### Metaphor Creation

Within the course you will discover how metaphorical language can be utilised to great effect both personally and professionally in a variety of ways. We will explore how to use metaphor to simplify complex issues, depersonalise content that may be too personal for the conscious brain and stimulate the senses in order to access the unconscious. This increases your ability to communicate in an influential way and much more besides.

### Anchoring

Develops your ability to recognise anchors and learn to use these powerful patterns to create beneficial stimulus responses. You will also learn how to collapse un resourceful anchors, how to create a calm state with anchors and access your desired state.

### Logical Levels of Thinking

The NLP Logical Levels teaches you how to explore and structure your thinking, your communication and, importantly, your information gathering skills. The Logical Levels is one of the most valuable of all the NLP concepts, and being skilful in Logical Levels will add a quality of precision and depth to both our communication with, and our understanding of, other people. You will be learning to attend to a person's environment, behaviours, skills, motivation, beliefs, identity and purpose all whilst continuing a normal social interaction or conversation. This tool can be applied to a system, as well as a person, such as a work team or a marriage.

### Submodalities

You will be exploring these important sub-sets of each of our Representational Systems (our five senses) on the course. Learning to understand them is key and you will experience what they are for yourself, this is important as many tools require a good working knowledge of submodalities in order to be successful. These are powerful constructs that will enable you to change limiting beliefs, speak the language of your senses and break habits that no longer serve you.

### Reframing

You will begin by identifying exactly how we 'frame' events within our lives, then learning how to 're-frame' in order to enhance your experience of a situation. By reframing we are able to influence our own response and the response we receive from another's meaning. Reframing creates a shift in the nature of problem giving it

another meaning. This construct provides you with unlimited applications ranging from improving sales to helping with misunderstandings, and can create profound change when working with teams.

#### Strategies

You will learn how to identify strategies; these are specific and repeated programmes which organise everything we do. Recognise those that serve you well and those which create problems. You will learn how to apply strategies both personally and in the workplace, choosing and changing strategies to produce desired behaviours and outcomes.

#### Well-formed Outcomes

Strategies have to be intrinsically linked to any "Well-formed Outcome"

Because when we know what we want, we already unconsciously know how to achieve this through our desires and dreams, we have already lived them.

We will guide you through this process to clarify your Goals.

#### Parts Integration

Learn how to use this tool to create internal wholeness, gaining a new level of congruence that resolves inner inconsistencies and self-sabotage. You will be using Logical Levels and learning how Chunking works within this powerful tool.

When you hear "Well part of me .... And part of me....." this is your cue.

Our training is a combination of experiential learning, cognitive dissonance, demonstration and practice with direct input and feedback from the trainers, and you will also work in small groups exploring and practicing the topics interactively.

#### How long is the course?

The Certified NLP Practitioner course is a six day course in two modules. Typically from a Friday through to Monday, plus a further two days, typically a Saturday and Sunday approximately two weeks later.

#### Certification accreditation

The course will provide you with a globally recognised certification as a certified NLP Practitioner that is accredited by the AIP (Association of Integrative Psychology). In addition to this six day course you are expected to engage in some self-paced learning, this should equate to around 80 hours, and be a mixture of research, study and practice.

#### To reserve your place

We limit this course to small numbers to preserve the close relationship we want to foster during the training and of course this means that spaces sell out very quickly. We

recommend that you book early to ensure your place. If you would like further clarification around coming on the Practitioner course, we would be delighted to hear from you.

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0844 478 1NLP

[www.ellicetraining.co.uk](http://www.ellicetraining.co.uk)

### Payment

#### BACS payments

\* Full payment by BACS, we will send you an invoice with our account details.

\* 50% deposit by BACS, followed by the balance One Calendar Month prior to course start date.

*Please note when booking less than One Calendar Month prior to course start date, payment needs to be made in full to secure your attendance on that course.*