



SYDNEY -- MELBOURNE -- BRISBANE -- HOBART

## Certified NLP Practitioner Course

**ARE YOU READY TO UNLEASH YOUR HIGHEST AND BEST POTENTIALS?**

**3 Certifications in one; NLP Practitioner, Neuro Semantic Practitioner and Level 1 Meta Coaching Certification in one training program.**

Unlock your potential with our internationally recognised 7-day Neuro Linguistic Programming (NLP) PRACTITIONER CERTIFICATION TRAINING



The Coaching Room is an NLP (Practitioner and Master Practitioner) and Neuro-Semantic (NS) training provider with a core focus on generative (generating potential) people development & self-actualisation.

Offering Australia's best-priced full NLP practitioner certification means more money in your pocket.

Our NLP practitioner certification is internationally licensed and credentialed under the auspices of the International Society of Neuro-Semantics (ISNS).

Our NLP certification courses are delivered in The Coaching Room's training room at Sydney University Village. This is a great learning environment, with ample space for training delivery and break out space as you go explore and learn and practice with your fellow students. There is a lot of natural light and the room is extremely comfortable to the senses. This facility will enable you to feel welcomed, relax and get ready to learn, evolve and have some fun.

Upon successful completion of your NLP practitioner training you will become a member of a supportive learning community of over 2500 NLP & NS trainers, practitioners, coaches and individuals passionate about human growth and development. This includes ongoing membership of the world-wide e-group, 'Neurons'.

## SUPPORT

Our NLP certification is focused on giving you significant 'support' in finding your best and most effective self (your self-actualised self) so that you can live a great life and go out in the world and make a difference; your difference!

The Coaching Room's Meta-NLP Practitioner training offers you traditional, grounded NLP Practitioner training, as well as Neuro-Semantic (NS) Practitioner certification that transcends and includes NLP, with new distinctions, understandings and models. This includes The Meta-States Model, "*The model that ate NLP*" DR Graham Dawes.

***At The Coaching Room, there are no gimmicks - no chocolates in the post - no fancy DVD sets - just an outstanding training experience that will empower you to transform your life with a leading edge certification as an NLP Practitioner (and a Meta-States Practitioner), at a truly affordable cost.***

## COURSE FEES

We are offering Australia's most cost-effective 7-day face-to-face fully accredited NLP practitioner certification training. Our regular price is \$4,000. To greatly reduce this (to some, a prohibitive) cost, The Coaching Room has created a unique NLP Course 25 introductory offer of just \$1699.

**COURSE 25 (Limited to 25 people)**

**3 Certifications in one!**

**Our 'Course 25' Meta-NLP  
Practitioner Certification, a full 7  
day (face to face) training program**

**LIMITED SEATING!**

**Introductory Offer \$1699.00  
(including GST)**

**Over 55% off!**

This training will run in Sydney's CBD with no more than 25 participants, supported by two qualified trainers and 2 qualified assist team leaders, giving a learning ratio of around students to 6-1 trainer or assist team leader.

### UPCOMING DATES

#### July/August 2012 Course

Part 1 (4-days) July 19-22 2012

Part 2 (3-days) August 10-12 2012

#### November/December 2012 Course

Part 1 (4-days) November 1-4 2012

Part 2 (3-days) December 14-16 2012

Places are first come, first served, so secure your place today. Call to talk to one of the trainers delivering this training and book your seat or to have your questions answered on **1300 858 089**. Or email us at [nlprac@thecoachingroom.com.au](mailto:nlprac@thecoachingroom.com.au)

To book on one of our NLP Practitioner courses, we need the following info:

Course dates

Name for Invoice and Certificate

Organisation's Name (if applicable)

Physical Address (for the invoice)

Contact Number:

Email us at [nlprac@thecoachingroom.com.au](mailto:nlprac@thecoachingroom.com.au) or call **1300 858 089**

## WHAT IS NEURO SEMANTIC (NS) META NLP?

Neuro-Semantic NLP is high quality NLP in terms of knowing the basic models. That's part of our vision and mission. Why? Because there is a lot of very poor quality NLP taught around the world. So we spend time teaching the Meta-Model of Language right from the beginning, as well as the NLP Communication Model of representational systems, strategies, and sub-modalities, along with the basic NLP patterns. All this is foundational. In far too many places, people get NLP Practitioner certificates and have not studied the Meta-Model distinctions, don't know the precision questions, and don't know how to track the strategy of an experience. Yet NLP is "the study of the structure of subjective experience."

Neuro-Semantic NLP is high quality NLP in terms of applications. To achieve this, we put a lot of emphasis on "apply to self". Our stated certification policy is – you are not ready to use this material or these patterns on others until you have used them with yourself and applied then to your own issues. This is what earns you the right to use it with others. This is what creates your credibility with others. We do this also because there are still a lot of people doing NLP on people and not applying to self. That makes them inauthentic, incongruent, and generally ineffective practitioners.

Neuro-Semantic NLP is high quality NLP in terms of relationships. As a Communication Model, one of the first things modelled in NLP was "the structure of rapport." And what was discovered from Virginia and Fritz and later Erickson, was that Carl Roger's focus on "accurate empathy" could be obtained by spending time listening, noticing, observing, and calibrating to the other person and then matching them. So relationship is central to high quality NLP. This, in fact, distinguishes those who use NLP with respect and dignity and those who mis-use it for their own manipulations.

Neuro-Semantic NLP is high quality NLP in terms of collaboration. If we learn NLP in a solid and thorough way, if we apply NLP to ourselves, if we build respectful relationships, then we will naturally and inevitably operate from a state of abundance (there's plenty for all) and collaboration. We will live above "the jungle" of the lower needs (Maslow), we will acknowledge sources, we will give credit to those we learn from, and we will seek to set up collaborative partnerships. This lies at the heart of our Vision and Mission in Neuro-Semantics.

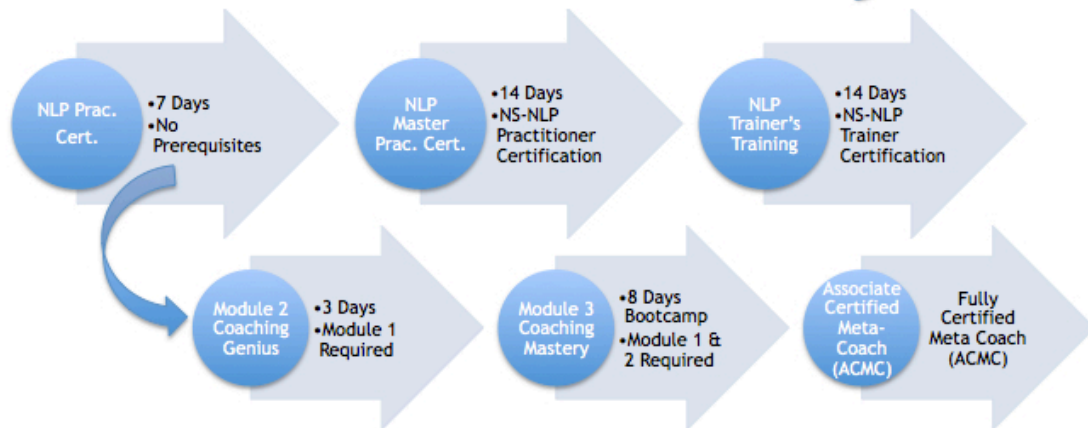
## PATHWAYS

The Coaching Room offers 2 key pathways that you can take after our NS NLP Practitioner Courses.

Pathway 1 is the NS NLP Trainer's pathway (contact us for more information on the Trainer's pathway [nlp@thecoachingroom.com.au](mailto:nlp@thecoachingroom.com.au) or call us on 1300 858 089)

Pathway 2 is the NS Meta Coach pathway (click on the link for more information - email us [nlprac@thecoachingroom.com.au](mailto:nlprac@thecoachingroom.com.au) or call us on 1300 858 089)

### NS NLP Trainer's Pathway



### NS Meta Coach Pathway

# THE META NLP PRACTITIONER COURSE CURRICULUM

Here is some of what you can expect from your NS NLP Practitioner Certification Training program:

## 1. Learn the art and skill of listening

Introduction and skills in using the NLP Communication model.  
How you uniquely experience the world out there.  
How you make your world a delight or a disaster.  
How you delete, generalise and distort information in your world.  
How your state of mind-body-emotion has you and dictates the quality of your life.  
How you can master your reactions and choose your responses to yourself, others and the world.  
Watch eye chatter. Learn listen with skill through calibration.  
Find and rate your listening skills with our unique “listening benchmarks”.

## 2. Learn the skill of supporting others

Learn to gain instant rapport, how to meet people in their world; people like people like themselves...  
How to develop deep connection through a meeting of minds.  
Understand the language preferences of others.  
Step into wisdom as you learn the multiple perspectives of reality.  
Find and rate your supporting skills on our unique “supporting benchmarks”.

## 3. Learn and grow your emotional intelligence (EI) through state management mastery

Discover and use the ‘map/territory’ distinction.  
Learn state management 101.  
Learn state accessing, elicitation and anchoring.  
Find and rate your state induction skills on our unique “state induction benchmarks”.

## 4. Learn precision questioning- great questions are great questions!

Introducing the Meta-Model, closing the map-territory gap.  
Free your thinking; learn there are multiple levels in language.

5. Questions and their effects.

Understand POWER conversations for outstanding clarity.

Find and rate your questioning skills on our unique questioning benchmarks.

6. Learn to detect how you and others think

Defining Meta-Programs (perception filters).

The 60 Meta-Program template & Meta-Program mastery.

Changing Meta-Programs.

7. The Meta States model

Introducing the Meta-States model.

Meta-states for framing and re-framing.

Belief change simplicity (Meta-Yes/Meta-No).

Learn the NLP six step reframe process

8. Strategies and modeling tools

The strategy elicitation model.

The TOTE model.

Strategy elicitation pattern.

Motivation, decision.

The SCORE model.

The Dancing SCORE.

Collapsing Anchors.

9. Time-lines

Introduction to time-line.

Eliciting time-lines.

Changing time-lines.

The trance-logical levels.

Using language hypnotically.

The Milton model.

Kinaesthetic time-lines.

Changing time-lines.

10. NLP & NS patterns

Time-lines as Meta-States.

Change personal history.

Change history using Meta-States.

Releasing negative emotions.

## YOUR TRAINERS

**Joseph Scott - Managing Partner at The Coaching Room,  
coach and trainer**

**Public Linked-In Profile - <http://au.linkedin.com/in/thecoachingroom>**

### EXPERIENCE, QUALIFICATIONS AND ASSOCIATIONS

Trainer of Neuro Linguistic Programming (ISNS)

Recognised Australian Board of NLP Trainers (ABNLP)

Master of Neuro Linguistic Programming (JSA, ANLP)

Trainer of Neuro-Semantics (ISNS)

Meta-Coach Trainer (ISNS)

Associate Certified Meta-Coach (ACMC) with the Meta Coach Foundation (MCF)

Licensed Identity Compass Practitioner

Member of the Institute of Integral Leadership

Member of the International Society of Neuro-Semantics

Member of the Meta-Coach Federation

Member of the Integral Institute & Integral Spiritual Centre

**Jay Hedley - Managing Partner at The Coaching Room,  
coach and trainer**

**Public Linked-In Profile - <http://au.linkedin.com/in/jayhedley>**

### EXPERIENCE, QUALIFICATIONS AND ASSOCIATIONS

Trainer of Neuro Linguistic Programming (ISNS)

Master Practitioner of NS and NLP

Practitioner of Neuro Semantics (NS) & Neuro Linguistic Programming (NLP)

Associate Certified Meta Coach (ACMC)

Member of The Meta Coach Foundation (MCF)

DISC Accredited Practitioner and Extended DISC Accredited Practitioner

SDi (Spiral Dynamics) Accredited Practitioner

COI Group (OEP & TEP) Employee Survey Platinum Certified Consultant

## PARTICIPANT FEEDBACK FROM PREVIOUS PROGRAMMES

**Vivienne Howard, Business Development Manager NSW & Qld, Thompson Reuters**

This Training opened my eyes, giving me the tools to creating a new level of awareness for myself first. The program offered me immediate tangible changes in how I view my experiences and thoughts, both personally and professionally. I'd highly recommend the course to anyone looking to grow their awareness of states and how to master them in any context.

**John McCracken, Senior Manager, Financial Risk Management Advisory, KPMG**

As I write this testimonial I realise that I completed this less than 24hrs ago. Yet my view of the world only three days ago seems like a distant memory compared with how I experienced the world today, it is profoundly different in the most positively powerful way. I started the course with the hope I may be able to gain some skills to be a more effective leader, I finished the course unable not to be a more effective person for myself and all those around me. I believe the technical jargon for the type of change I have undergone is transformational.

This has been evidenced in almost every interaction with my family and team over the last day. There are many examples I could share, one of the most powerful in a personal context I is a conversation between my 8 year old daughter and my wife this morning - from the mouths of our babes;

*Daughter* - "what happened to Daddy on the weekend?"

*Wife* - "why do you ask?"

*Daughter* - "he was just so nice to us last night"

*Wife* - "what do you mean sweetie"

*Daughter* - "he just really listened to us all like he never has before"

I now listen so effectively that I am able to hear things that I didn't know existed three days ago; presuppositions, deletions, distortions, generalisations, meta-programs, to name a few. Even when trying to keep a lid on responding to what I was hearing, I was able to stay so completely present to my team members and really catch where they were coming from (and some of the programs they were running which got them there). I was also able to deliberately switch states as appropriate to different situations, which made the interactions more effective and outcomes derived more efficiently.

**Kerry Sefton, Group Manager, People & Systems, Griffith City Council**

“I had long been interested in NLP and Neuro-Semantic coaching. Well I got much more than that, as an experienced HR and Learning Development Manager, I thought I was well tuned to people and a good listener - boy did I find out my limitations. It was a transformational experience for me and I came back to work absolutely hooked on how I could make myself a better person and therefore a better manager and team member.

I am a member of the senior management team within local government and had long advocated that as a team we needed some training/coaching to make us function better as a team and operate more strategically and suggested The Coaching Room as our coaching providers.

Following an exchange of emails and calls with Jay I presented the team with the Unleashing Leadership 3 day course. I informed the team that we would be acknowledging where we were now on an individual basis in terms of what leadership skills we had, how our personality types - gained from the Enneagram - influence our behaviours, then think about where we wanted to be and how we were going to get there.

I did say that the course was probably going to be confrontational but everyone felt that they were up to the challenge and the mood was, I'd say, apprehensive excitement. The coaching has exceeded our expectations. The 3-day course is being followed up by specific group coaching and one to one coaching with Jay and Joseph to inbed what we have learnt and how we want to be in the future.

I do believe that the one to one coaching that we are receiving makes all the difference and I know from the feedback I am getting from the team that the coaching is having an impact not only on our working lives and how we inter-act with each other but is also influencing our private lives as we open up and become more self-aware. The Coaching Room guys are not just another team of 'trainers' they are much more than that and the difference is felt from the first hour - we couldn't recommend them more highly and are planning to have a long relationship with them as we can see the benefits of their coaching throughout our organisation.”

**Lisa Taggart, Student at the Australian College of Applied Psychology- Coaching Essentials Participant.**

“I received greater awareness of human nature & human Meta Programs (thinking patterns). I also feel that I have accessed the way to profound change in my life & for others close to me. I feel that I am much more aware of my choices, coming from specific frames of reference”.

**Jason Bailey, Manager - Anglicare Australia.**

" I found the training extremely insightful and extremely beneficial - both professionally and personally. I highly recommend this for anyone looking at coaching, managing and leading".

**George Ribar, Director Promena Management Contracting & Consulting**

I would highly recommend this program to anyone who wants to learn to coach and communicate, and learn about themselves. The knowledge learned will greatly assist with positive outcomes - both personally and professionally.

**Craig Lamberton, Director Specialised Regulation, Department of Environment & Heritage, NSW**

This course opened my mind to moving from communicating in black and white to communicating in FULL COLOUR. Great for leadership and great fun!

**Sally Castle, Marketing Manager, Climate Friendly**

The training program has given me the knowledge that being truly present with people is possible - more deeply than I could have imagined. Even better, the course gave me practical tools that I can use every day to achieve the deep connections with myself and those around me (that I have been looking for).

**Jan Cope HR Business Partner - Technology, Vodafone Hutchison Australia**

Day 3, after completing the NLP Practitioners Course ... where do I start! So enjoying what I now think, see, hear + how feel.

This morning, I thought how fortunate I am to have experienced and felt and seen changes that have occurred for me in the last 7 days.

As I arrived at work this morning, I was offered the opportunity to draw on new resources and learning's in a way I could not have ever imagined previously... I'm loving that change!

I can only imagine what I will experience during the Masters in September " Wow wow wow!"

## RESERVE YOUR SEAT NOW

Places are strictly limited. Secure your place today.

Call to talk to one of the trainers delivering this training and book your seat or to have your questions answered on **1300 858 089**. Or email us at [nlprac@thecoachingroom.com.au](mailto:nlprac@thecoachingroom.com.au)