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## **NLP Trainer Certification Program**

**with Roger Deaner  
NLP Master Trainer and Trainer Assessor**

**Outstanding New Course Structure  
Melbourne - 2007**



**REACH THE PINNACLE OF NLP  
BECOME AN NLP TRAINER.**

- **Combine your knowledge and experience of NLP and apply your enhanced skills to NLP trainer level.**
- **Create your own unique style.**
- **Gain legitimacy and credibility in your NLP business.**
- **Amplify your mastery and develop a whole new level of confidence and skill in training.**

# NLP Trainer Program—Melbourne 2007

## YOU CAN LOOK FORWARD TO

- Your increased level of confidence and capability. Having the power of knowing you know how to train others in the skills of NLP.
- Having the inner assurance that only comes from combining knowledge and experience.
- Developing your own unique individual style - no scripts to learn, no designs to adhere to. Your designs being your own, your teaching methods devised by you.
- Qualifying as a Certified NLP Trainer and adding legitimacy and credibility to your NLP business.
- Gaining a high level of mastery and soaring to a whole new level of skill in whatever domain you choose to train.

## DO YOU HAVE WHAT IT TAKES TO BE A TRAINER OF NLP?

It takes passion, rigour and skilled craftsmanship to become a Trainer of NLP.

It takes business ability and sales skill to run your own successful NLP Training company.

It takes confidence, commitment, aspiration and belief in yourself.

## ABOUT YOUR TRAINER



**Roger Deaner** is a consummate Master Trainer of NLP. Specialising in the teaching of NLP from first principles and general applications, Roger conducts courses in Practitioner of NLP; Master Practitioner of NLP and Trainer of NLP. He is a certified Master Trainer of NLP and a Trainer Assessor for the NLPTRB, with a commitment to training others to become NLP Trainers.

He has learned NLP with Dr John Grinder, Carmen Bostic St Clare, Richard Bandler, Marvin Oka, Wyatt Woodsmall and Charlotte Bretto. He has also studied with Steven Gilligan, Robert Dilts, Steve Andreas, Jonathan Altfeld, Humberto Maturana and Drs Don Beck and Chris Cowan.

Roger uses his insightful combination of new code and classic code NLP combining this with his detailed understanding of the work of Dr Clare Graves, Dr Don Beck and Chris Cowan, together with Ken Wilber, and the organisational model Spiral Dynamics-*integral*, to design and conduct a range of courses for business.

His success is due to his extensive experience in business, his ability to train leaders, his willingness to pass on his vast skills so others can succeed and his accomplished teaching style.

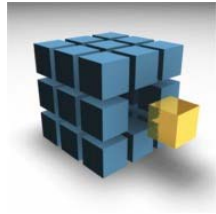
# NLP Trainer Program—Why Us?

Roger, a true master of the technology he teaches, offers a unique insight into the needs and drives of the NLP training world and their markets—whether in business, education, sport or therapy.

By popular request, this training is offered by Roger alone. He will be aided by NLP trainers he has mentored and who, in turn, will mentor you. He urges you to do as he has done and continue to attend trainings by other respected people in this field, so that you will gain as many descriptions of NLP as possible.

## WHY STUDY WITH US?

1. **Quality of Training**—you will experience not only the high standard and generosity of teaching which those who have trained with Roger already expect, but also mentoring and on-going support.
2. **Trainer Expertise**—Roger's 20 years of experience with NLP, his commitment to his own on-going education, his development of original material and his dedication to teaching and skill in imparting this information to others means you get the best training available anywhere.
3. **Record Of Success**—of the many NLP trainers he has trained more than 85% have been successful in acquiring certification.
4. **Walk The Talk**—NLP is about modelling excellence so that you are always in command of your own life. It is about having freedom of choice. Roger uses NLP to teach NLP. He is committed to being what he teaches.
5. **Outstanding New Course Structure**—see details on page 6.
6. **Practical Experience in a Practitioner Course**—you will be mentored through an actual Practitioner course, delivering topics, facilitating processes and conducting open frames.
7. **Challenge yourself to gain amazing Expertise**—this course will challenge you as never before—but the results will astound and enthuse you.
8. **Develop your own style**—you will be encouraged to design your own courses in your own way so that you can meet the needs of your students in the moment. Scripts, manuals and PowerPoint limit you to someone else's ideas of how to train.
9. **On-going support**—you will receive continued mentoring and ongoing support from Roger via e-mail or phone or in person. In this way Roger is able to encourage your continued growth.



# NLP Trainer Program—Benefits

## PRE-REQUISITES—CLIMBING THE LADDER:

- Certification as an NLP Practitioner.
- Certification as an NLP Master Practitioner.
- Complete a preliminary questionnaire and outcomes statement.
- Attendance at **“Training Dynamics”** is essential prior to certification being granted.
- More than one experience of both NLP Practitioner Training and Master Practitioner training is highly recommended.
- Previous experience with training or presenting to groups is highly recommended, or if you have none then attendance at **“Professional Presenting”** prior to “Training Dynamics” is essential.



## BENEFITS OF THIS TRAINING?

- You will be qualified to conduct NLP Practitioner Certification courses.
- You will be qualified to conduct NLP Master Practitioner Certification courses.
- Develop your own unique corporate training modules.
- Develop group oriented perceptive facilitation skills.
- Gain greater personal and professional development.
- Learn the fundamental skills of training the unconscious mind.
- Engage your students' attention in all representational systems to accommodate all learning styles and strategies.
- Refine and extend your modelling abilities.
- Gain the skills to conduct a training needs analysis.
- Design a systemic intervention to achieve the outcome determined.
- Gain the competitive edge as a trainer, presenter, facilitator and coach.
- Develop your leadership skills.
- You will qualify to apply for membership to the Professional Guild of NLP.
- Become part of the world wide network of NLP trainers, who wish to offer real NLP training.

# NLP Trainer Program—Content

## CUSTOMISED TOPICS—GOING ALL THE WAY

- Teaching to the conscious and unconscious minds simultaneously.
- Developing and maintaining your training state and creating moment-to-moment state control in yourself and your audience.
- Working with the group process, common challenges and solutions.
- Utilising and controlling energy in the room.
- Identifying unconscious leaders and gaining group rapport.
- Develop your own NLP Practitioner and NLP Master Practitioner courses.
- Developing stage anchors and platform skills
- Integrating any content into a flawless format for effective presentations every time.
- Using language patterns, nested loops and multiple embedded metaphors.
- Incorporating both physiology and language to empower your teaching.
- Conducting successful demonstrations and selecting subjects.
- Making future learnings easy to teach by pre-teaching.
- Dealing with and making use of objections, questions and interruptions.
- Develop and enhance your identity as a trainer and expert modeller.
- Testing, evaluating, giving feedback and re-testing.
- Understanding learning styles and training styles.
- Training design and sequencing.
- Demonstrating content as you teach.
- Expanding vocal flexibility.
- Concepts, Principles, Process and Delivery.
- Teaching through open frames.
- Install and use strategies from the stage.
- Training room design.
- And much much more



## WHAT IF I DON'T PLAN TO TRAIN OTHERS IN NLP?

Many people have the desire to further their NLP studies to gain a sense of “what more? what else?” They choose to attend Trainer Training even if they have no plans for training others. Since this is a personal decision, something important to consider is that certification as a NLP Trainer provides formal endorsement of your level of expertise and increases your career options now, and in the future.

# NLP Trainer Program—Outcomes

## TRAINING OUTCOMES WE HOPE YOU'LL SHARE:

While considering this course Roger wants to ensure that the following criteria are observed:

- That the cutting edge training skills offered in “Training Dynamics” are included.
- That trainer candidates can articulate their knowledge of NLP well.
- That there is sufficient time to cover all the required topics of the course.
- That trainer candidates have the opportunity to demonstrate their skill in a real situation.
- That certification, which is conditional on ability and performance not simply “being there”, occurs promptly at the conclusion of the course.
- That all new trainers have the opportunity to be mentored.

## OUTSTANDING NEW COURSE STRUCTURE:

Trainer Track has, therefore, been structured to achieve these criteria, and is, as far as we are aware, unique.

1. **Clarity of Outcome**—This is something for you to consider when you fill in the questionnaire and Outcomes Statement.
2. **Articulation of NLP Knowledge**—Some training organisations require you to complete a written assessment—or evaluation for both NLP Practitioner and NLP Master Practitioner. Some do not. It is important that as a trainer, you are able to articulate a wide knowledge of NLP. If you *have* completed such a written evaluation—we will require copies of these evaluations (LeaderVision graduates excepted). If you have not previously completed written evaluations, you will be required to complete the NLPTRB evaluations which will be sent to you upon your application to attend Trainer Track. We recommend that these evaluations are completed by you prior to attending Trainers Training.
3. **Training Dynamics**—this 4-day course in advanced training skills is available in March and November 2007 for those who have not already attended. This is a course designed specifically for Trainers, so if you have no previous training experience you are required to attend “**Professional Presenting**” (available February, June and October 2007) prior to “Training Dynamics”. Details of these courses are available on website and by calling us.
4. **NLP Trainer Program**—9 days intensive training will be conducted from 1st to 9th December 2007.
5. **Persuasion and Influence—Sales Skills**. One often neglected aspect of becoming a trainer is your ability to sell yourself and your product. In this course you are challenged to use your advanced skills of persuasion

# NLP Trainer Program—Course Structure

and influence to successfully sell Practitioner of NLP to at least 3 people. These people will attend a NLP course at which you will be an assistant trainer. This course can be with LeaderVision or with a participating Mentor Trainer.

- 6. Practical Experience in Practitioner Training**—For those of you who wish to work with Roger, you will enrol 3 people into our 9-day Essential NLP course being run in January 2008. (depending on class size, we may run more than one course). Otherwise you will enrol 3 people into a NLP Practitioner course being conducted by your preferred NLP Mentor Trainer. This may be suitable for interstate and overseas participants. You will attend this course as an assistant trainer with the opportunity to develop your skills and teach a content piece, conduct a demonstration, exercise and debrief of a process and facilitate an open frame.
- 7. Final Integration and Certification**—At the end of this 9-days, or the section of training during which Roger has witnessed your work there will be a 2-day integration with feedback and debrief and if successful, you will be awarded your certificate. This means that there may be a number of integrations spread over time.
- 8. NLP Practitioner and Master Practitioner course design**—at the point when you are ready to start out for yourself, Roger will make himself available to mentor you through your design process and to be a guest trainer should you wish.



## TRAINER MENTORS:

Current NLP Trainers who have students wishing to become trainers may want to attend this course as Mentor Trainers. What this means is that they would be happy to mentor new trainers through their own courses.

NLP Trainers wishing to be involved as mentors will be sent a detailed letter of explanation on request. You will be invited to contribute to the trainers training as well as enjoying specific mentoring from Roger in areas you feel would be useful to you.



# NLP Trainer Program—Registration Details

<b>Training venue</b>	Mercure Hotel, 13 Spring St Melbourne.
<b>Program dates</b>	Saturday 1st to Sunday 9th December 2007
<b>Course Times</b>	9.00am to 6.00pm daily
<b>By Post</b>	Send registration with credit card details or cheque to: LeaderVision Pty Ltd, 3 Bastings St Northcote Vic 3070.
<b>On-line</b>	through <b>SecurePay</b> . <a href="http://www.leadervision.com.au">www.leadervision.com.au</a> ► courses ► NLP Practitioner Programs ► Trainer of NLP
<b>Phone/fax</b>	<b>T:</b> 03 9482 5841 <b>F:</b> 03 9481 6219 <b>E:</b> <a href="mailto:office@leadervision.com.au">office@leadervision.com.au</a>
<b>Direct Debit</b>	is available. This option allows you to pay the course off over a longer period and attracts a surcharge of \$300.

**Terms and Conditions:** A minimum deposit of \$800 is required with booking. Full payment is required at least 2 weeks prior to the start date. Refunds less \$300 are available if cancellations are received in writing up to 14 days prior to program commencement. The company reserves the right to retain 50% fee for cancellations within 7 days of the program. Please note that we reserve the right to cancel this program due to circumstances beyond our control. In such an instance, participants will receive a full refund.

## INVESTMENT DETAILS—INCLUSIVE OF GST:

**NLP Trainer Program**—includes 9-day training & 2-day integration

Full Investment	\$4,188
Early Bird Investment—paid by 1st September 2007	\$3,888
Current NLP Trainers (on production of certificate)	\$1,888
Training Assessment—attendance at Essential NLP	\$880

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Address	<input type="text"/>		
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Company / occupation	<input type="text"/>		
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Phone	<input type="text"/>	Mob.	<input type="text"/>
Organisation & Trainer	<input type="text"/>		
Training level	(circle) NLP Practitioner / NLP Master Practitioner / NLP Trainer	Days of training	<input type="text"/>
<b>Method of Payment</b>	<input type="checkbox"/> Cheque (Payable to LeaderVision Pty Ltd)	<input type="checkbox"/> AmEx	<input type="checkbox"/> Cash
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Today's date:	<input type="text"/>	Total: \$	<input type="text"/>
		ABN: 66 783 838 515	

[www.leadervision.com.au](http://www.leadervision.com.au) or call +61 3 9482 5841