



July—Sept 2008

NLP Learning Systems Corporation

# COACH

Advanced Practitioner Certification Training

July 18-20, 2008



## Submodalities & Timeline The \$\$\$ Money Weekend

**OPEN to EVERYONE! NO Experience Necessary! Graduates Welcome!**

This incredible offering is one of the favorite and most useful of all programs we offer.

**2008. . . NOW IS THE TIME!**

You'll learn cutting edge NLP techniques. Come experience how easy changing limiting beliefs, emotions and decisions are for yourself.

**DO YOU WANT MORE MONEY???**

**DO YOU HAVE TOO MUCH month at the end of the money?**

**Would you like to expand your ability to access financial prosperity?**

This is the weekend where you go inside using the newest techniques developed by Richard Bandler, i.e. Submodal Intervention, Belief Change, Swish Patterns and Time Line Therapy™. See for yourself how you work on the inside in your channels. "How do you know" anything & everything gets answered here. We devote this weekend to attracting more money into your life. Come join us! This is a very powerful and financially rewarding weekend. Tax deductions allowed. The investment is small compared to the results. Remember:

Money talks and WEALTH WHISPERS.  
Discover the secret of creating your future.

**When:** July 18-20, 2008  
Friday 7pm-10pm  
Sat & Sun 10-am -6pm

**Where:** NLP Learning Systems

**Investment:** \$500

**Repeaters:** \$250

*Changing limiting beliefs*

*Learn how to plant, grow & harvest money.*



NLP Learning Systems Corporation

4837 Keller Springs Road \* Addison, TX 75001 \* 972-931-9984 \* 800-301-9984 \* Fax: 972-931-6405  
nlpLearningSystems.comContact@nlpLearningSystems.com

## Advanced Subtle Energy Practitioner– Learning the Language of Light

There are 5 elements woven through the programs:

**The Quantum Clearing System™ (QCS):** Uses Muscle Testing coupled with energetic clearing and balancing techniques to clear and heal physical, emotional and mental conditions and to install desired life conditions.

**Raising Energetic Vibration:** Uses QCS techniques, changework, methods and advanced meditations to increase people’s ability to process subtle energy, clear old karmic patterns, and raise energetic vibration for themselves and others.

**Sensing Subtle Energy:** Enhance participant’s sensitivity to subtle energy and psychic abilities (intuition, clairvoyance), thus enabling them to perceive energetic information both physically and mentally and to use it to benefit self and others.

**Energy Field Cleansing & Maintenance:** Methods for cleansing your energetic and physical bodies and also places and spaces of negative energy generated by your own thoughts and emotions, or picked up from other people and the environment.

**Protecting Your Energy Field:** Methods for shielding and protecting your energetic and physical bodies and also places and spaces from negative energy generated by other people or found in the environment.

“Before this program I was not aware of how much other people and crowds drained me of my energy and health. My peace of mind and health has greatly improved because now I keep my energy field strong and in a healthy balance. I am so grateful to Jan for sharing this system.” ~ J. S.

**When:** August 2-3, 2008

**Where:** NLP Center

**Investment:** \$450

**Repeaters:** \$150

**We welcome repeaters**—There is a repeat fee of \$150.00. This is an exciting weekend of changework & clearing. How do you make this a part of every day? Your health benefits are worth so much more than your investment. **Call now & register! 972-931-9984**



## Level ONE: Anchoring

A widely viewed topic "The Secret" speaks about the power of our thoughts. Our negative thoughts are as creative as our positive thoughts, but how do you stop thinking negatively?? Our thoughts can be elusive. Where do come from? Why do I keep having the same thought over and over? Re-occurring thoughts are not so very different from the bubbles in a glass of carbonated water. From where does the bubble form? The bubble seems to form at some small imperfection on the side of the glass, and then it rises to the surface and is released. Our thoughts can be just like the bubble in the glass. They come from the deep structure of the mind and rise to the surface of our awareness. Ever notice a re-occurring thought. There it is again! There it is again! The NLP technique of Anchoring works at the deep structure where thoughts form to eliminate or alter the memory pattern in such a way that our negative thoughts can be eliminated. This brings to us more of what we think about, our positive thoughts.

~L.M., Information Solutions, Raytheon



## APCT Study Group

NLP Learning Systems Corporation has an archive of videos of many of the NLP founders. As an adjunct to the monthly Advanced Practitioner classes, the Center is sponsoring "NLP Movie Night" so Practitioner students have an opportunity to see and learn from these "classics". Best of all, if you missed a Movie Night these DVDs can be borrowed from the center for a week (See Dr Cheryl).

These Movie Nights will be held at 7pm the 2nd Tuesday after each Practitioner classes (yes that's 9 days after practitioner ends on Sunday, except for July\*). Here is the schedule:

### Practitioner Weekend:

July 18-20 Weekend #4

Aug 15-17 Weekend #5

Sept 19-21 Weekend #6

### Movie Night at NLP Center:

Tuesday July 22, 7-9pm \*2 days after the APCT\*

Tuesday Aug 26, 7-9pm

Tuesday Sept 30, 7-9pm

These movie nights are open to all practitioner students past and present. With this group the conversation is always lively, making these evenings both educational and entertaining! So put these dates on your calendar and plan to join me for these curiously fun study groups. "Quantum" Doug Matzke

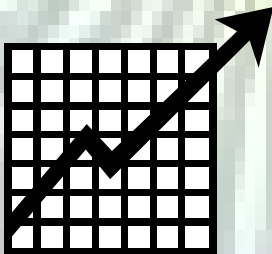
- “My boss asked me what I was doing differently and could I show the others. The results show!” ~ C.G., Auto Sales
- “I sold my children on cleaning their rooms. I sold my husband on a couples only vacation. And I sold my volunteer group my idea! Everyone should take this course!” M.F., Housewife
- “I thought I knew rapport. This took me to a new level and my sales show it! - Thank you Tony!” ~E.L., Consultant
- “Just for research, I went to old customers I had lost to see if I could change their mind. WOW! Who would have thought you could change the past so easily. Thank you so much. I’ll be back for my FREE repeat privileges.” ~M.J., Mary Kay Sales

NLP Learning Systems Corporation  
presents

## **TRANCEformational Selling**

### **NLP In BUSINESS and SALES**

TRANCEformational Selling is an outcome based training designed to bring you to your highest potential through a combination of sales process skills and NLP Technology.



**QUALIFY FASTER**

**SHORTEN THE SALES CYCLE**

**MAKE MORE MONEY**

- \$Enable any prospect to like and trust you quickly and easily.
- \$What and how to elicit the right information and know when you have enough.
- \$Perform at peak levels of consistency.
- \$Utilize Ericksonian language patterns.
- \$How to install a close and sell with integrity.

#### **CLASS SCHEDULE**

**August 9-10, 2008**

**Saturday and Sunday**

**10 am to 6 pm**

**“Empty the coins in your purse into  
your mind, and your mind will fill your  
purse with gold.” Ben Franklin**

**Investment - \$500.00**

**(Free repeat privileges)**



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# A Proven Success: NLP Level ONE

A student sent her Dad a rather substantial check and HE LOST IT!! “Gone forever,” he said.—And it was an out of the country check. She could not replace it. In a private appointment with Jan, she was reminded how easy things can be.

Hi Jan,

I forgot to tell you my Dad found the check!! And, things easy, I contacted a few banks in the US and easy, easy. Now I ask myself, “How can I make Funny how sometimes I have a resistance to easy, help with lasso-ing in the check.



thinking about what you had said about making found one that can convert the check for me. Easy, this easy?”, “What would be an easy solution?” even if I KNOW it works. So, thank you for the

M.L., English as a Second Language Teacher, Taiwan

**Did you know that General Motors, IBM, Century 21 Real Estate, AT&T, EDS, VMX, A.B.Dick, Southwestern Bell and Mobil Oil are just some of the companies that have sponsored Neuro-Linguistic Programming (NLP) training?** Can you or your company afford to be left behind? Come take the next NLP Level One class for yourself to see what so many already know is an extremely useful set of tools.

Technologies utilized in this program have been developed and tested over the last thirty five years. The Science in Neuro-Linguistic Programming has been described in Science Digest as “the most important synthesis of knowledge about human communication to emerge in the last quarter century.” In sales specifically and in business in general, success is of

ten determined by one’s ability to communicate effectively.

The aim of NLP is to make successful thinking and communication a conscious choice, rather than an unconscious accident. The seminar consists of lecture, demonstrations, exercises and material to facilitate the development of NLP skills in your everyday life experiences. It is easy and powerful and you will notice the results immediately.

Here the learning is about how we can use our behavior and our language to influence ourselves, as well as others, and about the personal change and improvement that comes from having these skills.

## **NLP Level ONE**: *Two formats available for your schedule!*

- ☉ 6 Thursday Nights from 7 pm—10 pm
  - ☉ 1 weekend: Friday, 7 pm—10 pm, Saturday and Sunday, 10 am—6 pm
- Investment: \$625    **FREE REPEAT PRIVILEGES**

## **FREE Introductory Lectures:**

- ✓ **Thursday: July 10, Sept 4 7-10p.m.**
- ✓ **Friday: October 3 7-10p.m.**

You will take new skills home with you!  
See Page 7 for class schedule

Dear Jan,

Wanted to put in writing the profound impact that learning the application of NLP has had on my life.

Just the change effect of anchoring alone, has, as I’ll chronicle now, created improvement, not just for me, but for friends of mine also. My improvement from the anchoring allowed me, in ten minutes, to deal with, and overcome a “problem” that I had been struggling with for most of my life. We’re talking over fifty years here.



A friend of mine in Florida complained to me that his golf game had been steadily deteriorating for almost 2 years, and had him frustrated and feeling powerless to fix it.

After 10 minutes of walking him thru a self anchoring exercise, and guiding him thru the power of modeling a good golfer, he placed third in a golf tournament that very weekend.

Another friend had a very bad car accident 2 weeks before. She was so frightened that she actually had to force herself to do the simple task of pulling out of a driveway on a deserted street. You see, she had been broadsided doing exactly that.

When I saw that I insisted we do an anchoring exercise to relieve her of the fear.

Ten minutes later she was driving like she used to, singing and carefree, taking her normal precautions, but not frightened any longer.

And I’ve just begun to learn most of the NLP techniques. I’m excited to think of how much better my life will be once I’ve learned and mastered the other lessons that NLP has to teach.

Thank you for your wisdom so far. I keep attending the Level ONE sessions, because there’s always something new for me.

I’m also taking the Practitioner Course (APCT). This information is proving that we’re never too old to learn. I’m looking forward to my life getting better and better as I learn more of NLP.

I love thinking of doing all kinds of productive things as I “Grow up”. ~A.K., President, Growth Coach for Exceptional Entrepreneurs







**START HERE**

*Labor Day Weekend...*



## **Diamonds in Your Mind**

What if you could easily learn to have more control over your life? In what ways would your life be better?

Some of the skills you will learn:

- ◆ Achieve more energy and improved health.
- ◆ Generate positive states and attitudes that become your personality.
- ◆ Learn to problem solve through your dreams.
- ◆ Gain relief from pain.
- ◆ Increase your memory and concentration.
- ◆ Attain control of your “urge” mechanism for weight control.
- ◆ Eliminate insomnia and restless nights.
- ◆ Attain mind agility and the ability to use subjective states to generate creative inspiration.

Come study the inner workings of your brain/mind/physiology. Learn and install winning programs utilizing visualization techniques blended throughout with

advanced NLP techniques. Great combination! This course is available as part of the MasterTrack Certification.

**WHEN: LABOR DAY WEEKEND**

Aug 30-Sept 1, 2008

Saturday 10am-6 pm

Sunday 10 am-6 pm

Monday 10 am-6 pm

**WHERE: NLP CENTER**

**INVESTMENT: \$600**

**Prepaid: \$450**

**Repeaters: Free Repeat Privileges**

*For Diamonds graduates, Silva graduates or Silva 2000 graduates*



***Everyone Should  
Take This Course!***



***...THEN PRACTICE YOUR SKILLS while learning 6-8 other meditation strategies, techniques, skills so that you can adopt 2, 3, even 4 ways that suit your fancy.***



## **MEDITATION WORKSHOP**

***Be Still and Know God!***

***– a class of  
exploration and discovery –***

This 8 week class is designed to teach you, or refresh your memory of : **Peace of Mind**, Deep Breathing, *Mental Focus*, Stillness, **Total Body Relaxation**, Inner Awareness, *Visualization*, Working with the Unconscious Mind.

“Experience the colors of the chakra system and how they affect thought patterns, emotions and behavior. Learn about your Energy System, how it affects those around you and how that comes back to you. Understand what foods do to your inner world. What works and what doesn’t. Learn how to relax and reduce stress. Learn how to develop your intuition and tap into resources for expert decision making. *Especially* if you already meditate, this is a great way to learn new techniques.”

Plus other surprises custom made for the class as we come together to operate as one unit.

Give yourself and loved ones this gift!

**WHEN: 8 Tuesdays 7pm-9:30pm**

Oct 7-Nov 25, 2008

**WHERE: NLP Center**

**INVESTMENT: \$400**

**Prepaid: \$360**

**Repeaters: FREE** Suggested donation \$150

Dear Jan & Staff at NLP Learning Systems,

Looking back over my calendar for the upcoming **Diamonds in Your Mind** weekend, I noticed a positive trend that has progressed since the last Diamond weekend in Sept ‘07. I would like to take this time to say thank you to Dr Cheryl & Jan for the wonderful and organized weekend that helped create several outcomes since that time. Oh, I can remember that weekend well. I was having a challenge with my front yard irrigation system, and my water supply to the house was turned off for three days. It was perfect timing that the central topic on Day 1 was regarding water and renewing the spirit. I took the techniques and meditations from the weekend to work on all aspects of my life. And though I went in focused with one particular outcome for the weekend, many other fabulous things have happened as a result. Since Sept, I have created: a seven day paid trip to Hawaii ( the Big Island), \$4500 check within three weeks (out of nowhere), my miniature schnauzer passed her animal therapy certification in October (she’s also a master practitioner), a paid trip to Orlando over New Years, career change opportunities, credit card bills paid in full, family member is moving closer to home (after eight years), and dropped over twenty pounds.

Once again, thank you for your on going strategies, skills & empowerment that you help install in me and many other people. I am looking forward to participating in this weekend, and to creating many more possibilities.

I do have a warning for any future students who are considering taking this class, CAUTION—

useful side effects **will** occur.” T.T., School Guidance Counselor, Med, LPC-1, NLP Master Practitioner

# 12 HOUR BELIEF CHANGE WORKSHOP

*“So it took years and years of learning and behavior to have these beliefs installed...beliefs about money, relationships, health, happiness, success, etc. and you’re telling me it only takes 12 hours to change them?”... asks the student.*

*“No, it actually only takes anywhere from 15 minutes to an hour to change them. It takes time to find them”... laughs the NLP Trainer.*

## 12 HOUR BELIEF CHANGE WORKSHOP

### Dates and Times

Friday, Sept. 12, 2008

7 pm to 11 pm

Saturday, Sept. 13, 2008

9 am to 9pm

### 12 Hour Investment

\$240.00

Many students call this the best program and best value we offer because of the low tuition, massive shifts and lasting positive benefits that you will discover when you decide to take this class.

The 12 Hour is designed for you to get in touch with how self-limiting beliefs were originally developed and installed in your past. We then do the NLP change work necessary to dissolve these blocks and create and install new empowering beliefs and changes.

Imagine having everything you thought you would when you were young and full of dreams. What if you could have that now? Would you, take this class if you think it

might make some of those dreams possible again?

Each of us has that area of our lives where we would like to have more success. Take this class

and you can have more success now.

The 12 Hour is a very personal, private experience where you will get to know yourself in an up-close and personal way which can lead to exciting and far-reaching changes. It's safe...only you know what you're working on. So if you desire a difference in your life, now is the time to explore the possibility of change – call the office and sign up!



**Are You Ready...  
For YOU?**

**972-931-9984**



**For O'hana Only**– There is a SPECIAL trip to Moloka'i. The dates are Saturday, Jan 10, 2009 to Saturday, Jan 17, 2009. Moloka'i is the home of the lizard people, priests & priestesses, and one of our amakua. The investment is \$5,000.00 for the journey. The Valley of the Sorcerers awaits. Come see yourself in this lush paradise ! Call Greg “Magick” Bernstein for more info & to register. Phone: 214-577-7725. A hui ho!



# Master Track Certification Training

## Advanced Submodalities & Metaphor Magic

**Take this opportunity to learn the best ...with the best!** **with V. Jan Marszalek**  
*Assisted by Doug Matzke, Ph.D.*  
*(Doug is presently running the APCT Study Group Movie Night)*

For those of you missing weekends in the MPCT, it's back! Beginning with **Advanced Submodalities** and **Metaphor Magic**.

☛ **Resourceful Experience:** Changing submodalities can dramatically alter how a person reacts to, or responds to their past, present, and future.

☛ **Positive Viewpoints:** Diminish limitations and unresourceful states while intensifying resource states. Generate new points of view that empower people, and give them new insights and higher states of consciousness.

☛ **Subtracting Elements:** Limit experience or increase focus by deleting distinctions.

☛ **Useful Disruption:** Rapid changes to eliminate blocks and get to more resourceful states.

☛ **Compelling Future:** Build a compelling future that will act as a powerful attractor.

### Metaphor Magic

Metaphors provide vicarious learning experiences and/or new perspective toward solutions and understanding. An effective metaphor will arouse curiosity, stimulate imagination, be attuned to (client) anxieties and aspirations, give full recognition to the problem, develop options toward solutions, convey overt and covert meanings, speak simultaneously to many levels of human personality, and communicate in a manner that reaches the unconscious. Of all the wonderful skills available, metaphors are frequently the most graceful and simplest to incorporate.

Now aren't you curious about metaphors?

This is the First of 5 weekend trainings. Stop by the office for a full brochure.

### **When:**

**November 7-9, 2008**

Friday: 7 PM–10 PM

Saturday: 10 AM–6 PM

Sunday: 10 AM–6 PM

### **Investment:**

Each Weekend: \$600

Prepaid by Nov 1: \$550

### **Where:**

NLP Center

### NLP Learning Systems Corporation

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Please check with the office to verify dates and times of classes.

| <u>July 2008</u>                                      | <u>August 2008</u>                                    | <u>September 2008</u>                                 |
|---|---|---|
| 10 Level ONE #1 <b>FREE INTRO</b> to NLP              | 2-3 Advanced Subtle Energy Practitioner #1            | 8/30-1 Diamonds In Your Mind (Saturday – Monday)      |
| 17 Level ONE #2                                       | 7 Level ONE #5  | 11 Level ONE #1 <b>FREE INTRO</b> to NLP              |
| 18-20 Advanced Practitioner Certification Training #4 | 9-10 TRANCEformational Selling                        | 12-13 12 Hour Belief Change                           |
| 24 Level ONE #3                                       | 14 Level ONE #6                                       | 18 Level ONE #2                                       |
| 25-27 Magic #4  | 15-17 Advanced Practitioner Certification Training #5 | 19-21 Advanced Practitioner Certification Training #6 |
| 31 Level ONE #4                                       | 30-9/1 Diamonds In Your Mind (Saturday – Monday)      | 25 Level ONE #3                                       |
| <u>October 2008</u>                                   | <u>November 2008</u>                                  | <u>December 2008</u>                                  |
| 2 Level ONE #4  | 4 Meditation Class #5                                 | 4 Level ONE #4  |
| 3 Level ONE #1 <b>FREE INTRO</b> to NLP               | 6 Level ONE #1 <b>FREE INTRO</b> to NLP               | 5-6 12 Hour   |
| 3-5 Level ONE Weekend                                 | 7-9 Master Track Certif. Training                     | 11 Level ONE #5                                       |
| 7 Meditation Class #1                                 | 11 Meditation Class #6                                | 18 Level ONE #6                                       |
| 9 Level ONE #5  | 13 Level ONE #2                                       | 19-21 Advanced Practitioner Certification Training #3 |
| 14 Meditation Class #2                                | 15-16 Advanced Subtle Energy Practitioner #2          | 27-29 Diamonds In Your Mind (Saturday – Monday)       |
| 16 Level ONE #6                                       | 18 Meditation Class #7                                |   |
| 17-19 Advanced Practitioner Certification Training #1 | 20 Level ONE #3                                       |   |
| 21 Meditation Class #3                                | 21-23 Advanced Practitioner Certification Training #2 |   |
| 24-26 Magic Class #5                                  | 25 Meditation Class #8                                |   |
| 28 Meditation Class #4                                |   |   |

# APCT AUTUMN

“Dear Tony, I would like you to know how NLP has helped me to accomplish many things in my life: things I did not think were really possible in such a short time. For this I am very grateful for and thank Tony, Jan and NLP staff. When I registered for the APCT in April 2006, I wrote on the registration form what I intended to get out of the class...the love of my life, have new furniture and pay off all my debts. At the third session, I wrote a note to staff explaining that I had not received any of my intentions yet and fully expected to get them. By the fourth session of the class I had found the love of my life. Six months later we were married. Suddenly I had new furniture! He refused to have debt so he paid all mine off. This was truly miraculous.

We are very happy and are building a fun and happy life together. We plan to continue our education at NLP to kickstart all of our business and personal goals.” J.H., Raw Foods



“Jan, Apparently my NLP is working faster than I had thought about, just got a new position that leapfrogs me dramatically closer to my intended 5 year target. No, I had not been on the market, they came to me.” P.C.,

**Data Fundamentals**

**When:** October 17-19, 2008  
 Friday 7pm-10pm  
 Sat & Sun 10am-6pm  
**Where:** NLP Center  
**Investment:** \$2995 or \$500/weekend  
**Repeaters:** \$250/weekend

This course starts Oct. 17-19,2008 and runs for 6 months. It can be taken in or out of sequence.

**Are YOU READY** for the  
*Advanced Practitioner Certification Training?*  
 Can you handle **this** level of success??

## CONGRATULATIONS HIGH SCHOOL AND COLLEGE GRADS!



Kelly Martin, B.B.S., University of Texas @ Dallas  
 Kim Smith, Degreed, University of Texas @ Dallas



John Rawson, Sherman High School  
 Alexandra Levy, L.D. Bell High School



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*Introduce your friends, family and others to NLP!*

**FREE INTRODUCTORY CLASSES  
 with NLP Learning Systems Corporation**

July 10, Thursday, 7 pm–10 pm

October 3, Friday, 7 pm–10 pm  
 (Note: Weekend class for out-of-towners)

September 4, Thursday, 7 pm–10 pm

# 2008... NOW!

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## Autumn Advanced Practitioner Certification Training

### "Quotes from the Wall"

The hallways of NLP Learning Systems Corporation are lined with success stories: unique ways people have brought theory into practice. "I never thought of using this technique for THAT!" This section, "Quotes from the Wall", is for excerpts from the many letters and emails that pour into the NLP Center daily from current students and graduates. The excerpts this time are in relation to the upcoming Autumn APCT. Enjoy!

☞ "I would be hard put to find where I had spent dollars and received such a return." ~G.J., Dentist

☞ "The NLP Practitioner course has allowed us to express many different emotions in a safe and comfortable environment. We have grown and have accomplished things that we considered impossible." ~R. & J. L., International Businessman & Wife

☞ "I feel as though I shed a load the size of an elephant!" ~A. G.

☞ "I could not have known, when I finished your Practitioner training, how the new understandings I had would change my world. Thank you." ~R.S.

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