DETAILS OF PRACTITIONER TRAINING KIT

1. Participant workbook
2. Training DVD containing
   a. 15 Audio CD’s
   b. 2 Video DVD’s

AUDIO CD CONTENTS

I. CD Number 1
   01 Welcome to your adventure
   02 Your personal treasure map
   03 The levels of NLP
   04 What is NLP
   05 The NLP communication model
   06 Generative success

II. CD Number 2
   01 The 3 principles of NLP
   02 Introduction to presuppositions of NLP
   03 Everyone has a unique model of the world
   04 Respect your client’s model of the world
   05 The map is not the territory
   06 People are not their behaviours
   07 The meaning of all behaviour is dependent on the context
   08 All behaviour has a positive intention
   09 The most important information about a person is their behaviour
   10 Everyone does the best they can with the resources they have
   11 There are no unresourceful people only unresourceful states
   12 Everyone has all the resources they need
   13 The law of requisite variety
   14 There is no failure only feedback
   15 Everyone is in charge of their minds therefore their results
   16 The meaning of the communication is equal to the response you get
   17 Resistance in a client is a sign of lack of rapport
   18 All procedures should create choice and promote wholeness
   19 Presuppositions assignment

III. CD Number 3
   01 Introduction to the Minds
   02 Stores Memories
   03 Organizes Memories
   04 Is the Domain of All Emotions
   05 May Repress Emotions
   06 May Present Memories for Resolution
   07 May Keep Memories Repressed in Order to Protect
08 Runs the Body
09 Preserves the Body
10 Supports the Morality you were taught and accepted
11 Is a Servant, Likes to follow Orders
12 Controls and Maintains Perceptions
13 Generates and Stores Energy
14 Maintains Instincts and Generates Habits
15 Needs Repetition until a habit is installed
16 Is programmed to continually seek more and more
17 Functions best as a whole integrated unit
18 Uses and responds to symbolism
19 Takes everything personally
20 Works on the principle of least effort
21 Does not process negatives
22 Closing thoughts

IV. CD Number 4
01 State vs outcome
02 SMART goals part one
03 King Pygmalion
04 Smart goals part two
05 Keys to an achievable outcome
06 Integration outcome
07 Five steps to an achievable outcome
08 Responsibility for goals

V. CD Number 5
01 Introduction to Sensory acuity
02 The five targets for sensory acuity
03 Sensory based or mind reading
04 Unconscious sensory acuity
05 What is rapport
06 Why do you need rapport
07 The Makings of rapport
08 Gaining rapport
09 Rapport through physiology
10 Street NLP assignment
11 Rapport through voice quality and words

VI. CD Number 6
01 Lead representational system
02 Primary representational system
03 Representational system test
04 Visual representation test
05 Auditory representational system
06 Kinaesthetic representational system
07 Auditory representational system
08 The impact of VAK
09 Overlapping representational systems
10 Eye accessing patterns
11 Eye accessing challenges
12 Questions to elicit eye patterns
13 Key distinctions on eye patterns
14 Street NLP assignment
15 Utilising eye accessing patterns
VII. CD Number 7
01 Introduction to linguistics
02 Presuppositions of language
03 Presuppositions exercise 1
04 Presuppositions exercise 2
05 Presuppositions exercise 3
06 Street NLP exercise 1
07 Hierarchy of ideas
08 Street NLP exercise 2
09 The use of vocal inflexions
10 Milton Model Introductions
11 Milton Model Patterns
12 Milton Model Exercise

VIII. CD number 8
01 Introduction to the Meta Model
02 Meta Model Patterns
03 Making the Meta Model Work
04 Street NLP assignment
05 The Agreement Frame
06 The Negotiation Model

IX. CD Number 9
01 What is a Metaphor
02 Creating Metaphors Option 1
03 Creating Metaphors Option 2
04 Getting the Lessons
05 Street NLP Assignment
06 Summary of Linguistic Skills

X. CD Number 10
01 What are sub-modalities
02 Sub-modalitity elicitation script
03 Like to dislike techniques
04 Neurological drivers
05 Tapping into universal experiences
06 Changing beliefs with sub-modalities
07 Swish patterns
08 Swish patterns exercise
09 Possible scenarios with swish patterns

XI. CD Number 11
01 What are Anchors
02 Four Steps to Anchors
03 Five Keys to Anchors
04 State Elicitation
05 Stacking Anchors
06 Stacked Resource Anchor
07 Circle of Excellence
08 Collapse Anchors
09 Collapse Anchors Exercise
XII. CD Number 12
01 New Orleans Flexibility Drill
02 Change Personal History
03 Chaining Anchors
04 Chain Design
05 Possible Chains
06 Fast Phobia Cure

XIII. CD Number 13
01 What are strategies
02 The TOTE model
03 Elements of strategies
04 NLP Notation
05 Strategy elicitation script
06 Buying strategies
07 Relationship strategies
08 Problem behaviour strategies
09 Covert strategy elicitation
10 Distinctions for eye patterns
11 Utilising Strategies
12 Street NLP Assignment

XIV. CD Number 14
01 What is reframing
02 Context reframes
03 Content reframes
04 Which one should you use
05 Street NLP Assignment
06 Separating intention from behaviour
07 The 6 step reframe
08 What is a part
09 Identifying a part
10 Parts integration techniques
11 Perceptual positions
12 Street NLP Assignment

XV. CD Number 15
01 The 5 step sales process with NLP
02 NLP in management
03 NLP in education
04 NLP in therapy
05 NLP in relationships
06 Bon voyage
**DVD number one**

1) Arm Exercise – Mind and body are connected  
2) Sub-modalities – Like to Dislikes  
3) Sub-modalities – Belief Change  
4) Swish Pattern  
5) Collapsed Anchors  
6) Demonstration of Chaining Anchors

**DVD number two**

1) Eye Patterns  
2) Strategies  
3) Parts integration – visual squash  
4) Elicitation of a Time Line  
5) Emotions – limited decisions  
6) Fast Phobia Cure