



2011

Licensed Practitioner of Neuro Linguistic Programming

*“The mind is like a parachute.
It works only when it’s opened.”*

Presented by Betty Cosgrave
Registered International Trainer NLP



Licensed Practitioner
of
Neuro Linguistic Programming

2011

Hi, my name is Betty Cosgrave and I would like to thank you for considering my NLP training in 2011.

Over the years, it's become apparent that people make changes in their life circumstances, for a vast array of reasons but more often than not, it's when they're feeling stuck, whether it's in a job, or a relationship, or even with an unwanted behaviour or habit. The underlying difficulties however, are usually the same - a lack of belief in their own capacity to make change happen, a perceived lack of choice, or an inability to identify where they really want to go with their life.

The good news is, that there is a way forward and you can discover where you really want to go in life. The choices you've made so far were based on what you thought you could do and if they didn't always work out the way you hoped, well that doesn't mean anything, except that maybe if you had greater choice, then success could have been yours.

Whether you decide to take this training, as a new career path, or simply for self-development and personal growth, it will quite simply be the best investment you've ever made in yourself.

Betty



Why choose this training?

NLP PRACTITIONER

Learn to be

CURIOUS

OPEN-
MINDED

FLEXIBLE

The Licensed NLP Practitioner is a comprehensive training programme, offering an internationally recognized certificate and the opportunity to become involved in a career, which is both fulfilling and rewarding.

You will, on completion have the confidence and ability to work with clients. There are higher levels available at both Master Practitioner and Trainer, which you may consider as you become more experienced.

This training will equip you with the experience and skill set to become a full time practitioner.

Many people however, take this training purely for personal reasons, as the powerful techniques, can lead to radical individual change.

- ❖ *You will learn how to elicit and change your beliefs about yourself.*
- ❖ *You will discover your values regarding life, money, career, relationships, health & fitness, spirituality.*
- ❖ *You will learn to uncover the automatic programmes running in your mind and adjust existing unhelpful habits and responses.*
- ❖ *You will learn how to let go of negative emotions and the limitations they create.*
- ❖ *You will learn how to deal with fear and obstacles.*
- ❖ *You will learn to accept yourself & accept /forgive others.*
- ❖ *You will learn how to be happy with yourself & set optimum goals.*

You will learn how to bring magic into your life.



Licensed Practitioner NLP

Learning any new skill is far more enjoyable and easier to accomplish, if the training is delivered with a sense of fun.

This training has been formulated in such a way, that knowledge is assimilated and skills mastered with little, or none of the usual stresses associated with learning.

There is a very strong focus on the practical applications of the powerful, life-changing techniques, which are an integral part of the exciting study of Neuro Linguistic Programming.

You already possess the most powerful tool for change known to mankind – your own mind!



NLP is a model of what works well in individual performance.

It's based on the principle that if one person can do something, then given similar physical characteristics, anyone else can learn to do the same thing, by modelling and integrating into their own repertoire, the skills and attitudes of the successful person.

While this may or may not be true, it does lead to some quite remarkable improvements in personal performance.

What is NLP?

- NLP is an ever-expanding series of processes which have been designed as a means of increasing the number of choices available to us, when dealing with any set of circumstances, which life may throw up. It allows us to have greater flexibility of thought and action, by providing us with a clear understanding of the mental and cognitive processes behind our own and others behaviour. It is an invaluable tool for the creation of powerful, empowering states and beliefs.
- Simply put, it is not reality that limits us but rather, our perception of reality. Our understanding of what is real, is based on our experience in life thus far, which can often be negative and debilitating. Most people have negative programmes of some sort, or another running in their brain and these programmes are the reasons that we fail to achieve our full potential. NLP allows you to create different, more effective strategies and to believe that anything is possible.
- NLP is not an intellectual process. On the contrary, it is very behavioural and because of this, it's not so much about what you know, but rather about what you do with, what you know.
- Becoming a good NLP practitioner does require a lot of practice and you can do that in your everyday activities and interactions with friends and colleagues.

Presuppositions of NLP

The presuppositions are the central principles of NLP; they are its guiding philosophy, its 'beliefs'. These principles are not claimed to be true or universal. You do not have to believe they are true. They are called presuppositions because you pre-suppose them to be true and then act as if they were. You then discover what happens. If you like the results then continue to act as if they are true. They form a set of ethical principles for life.

- The ability to change the process by which we experience reality is often more valuable than changing the content of our experience of reality.
- The meaning of a communication is the response we get.
- All distinctions human beings are able to make concerning our environment and our behaviour, can be usefully be represented through the visual, auditory, kinesthetic, olfactory and gustatory senses.
- The resources an individual needs to effect change, are already within them.
- The map is not the territory.
- The positive of an individual is held constant, while the value of the internal and/or external behaviour is questioned.
- There is a positive intention motivating every behaviour [a context in which every behaviour has a value]
- Feedback as opposed to Failure: All results present us with an opportunity to learn. [If it wasn't the desired result, then try something different]
- The unconscious mind balances the conscious; it is not malicious.
It is everything that is not in consciousness at the present moment and contains all the resources we need to live in balance.
- Modeling successful performance leads to excellence.
If one person can do something it is possible to model it and teach it to others. In this way everyone can learn to get better results in their own way, you do not become a clone of the model – you learn from them.

The Society of Neuro Linguistic Programming

Practitioner Level Certification [Skill Requirements]

- Behavioural Integration of the basic presuppositions of NLP
- Rapport establishment and maintenance
- Verbal and Non-Verbal Pacing and Leading
- Verbal and Non-Verbal Elicitation of responses
- Calibrating through Sensory Experience
- Representational Systems – Sensory Predicates and Accessing Cues
- Milton Model / Meta Model
- Elicitation of well-formed goals, direction and present state
- Overlapping / Translating Representational Systems
- Eliciting, Installing and Utilising Anchors in all sensory systems
- Ability to shift consciousness
- Sub Modalities [Timeline, Belief changes, Swish patterns etc.,]
- Omni Directional Chunking
- Accessing and building resources
- Content and Context Re-framing
- Creating and utilising metaphors
- Strategy detection, Elicitation, Utilisation and Instillation
- Demonstration of Flexibility in behaviour and attitude

NLP PRACTITIONER

A selection of the sentiments expressed by delegates following the NLP training .

Tom Murphy

This course has been an amazing life-changing experience for me. I have learned so much and made some wonderful new friends. The knowledge I gained is benefitting me, my family, friends and clients in so many positive ways. You are a truly inspirational person and I consider myself very privileged to have spent this time with you

Kathleen Comerford

Only sign up to do this course if you want the mundane to turn into magic, if you want to bring together the missing pieces of yourself and then armed with new tools make your life whole. Betty is the Picasso of NLP.

Judy Murphy

"..Betty Cosgrave's training workshops will leave you more energised, with a myriad of techniques applicable anywhere in the workplace or in life. It is a great forum for personal development, growth and fun."

Roseleen McNally

Betty, allow me to thank you for all that I have learnt during the course. It has been a wonderful experience for me and while I'm sorry to see it come to an end, I know that it's just the beginning of a whole new adventure. You have given me some wonderful tools to work with but most of all you showed me, that I had the courage within to pursue that which I desire.

Mary O'Toole

Betty, this course has enhanced my life so much on a personal level. I am using the techniques on a daily basis, both personally and with those around me. In a professional context I am achieving all my goals and am now working very happily in a successful hypnotherapy clinic.



NLP PRACTITIONER

JANUARY 2011

VENUE Radisson SAS St
Helen's Hotel,
Stillorgan Road,
Mount
Merrion

TIMES 10am – 5pm
each day

COST €1,550

DEPOSIT €500

**NLP SOCIETY
REGISTRATION** Included (2 yrs)

DATES Jan 15th & 16th
Feb 12th & 13th
Mar 12th & 13th
Apr 9th & 10th

PARKING Free all day

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Co. Reg. No. 370881





NLP PRACTITIONER

January 2011

SPECIAL DISCOUNT FOR
EARLY PAYMENT

Realise your highest potential and become the person you truly want to be

This course is suited equally to those who wish to increase personal confidence and effectiveness, or who would like to embark on an exciting and rewarding new career.

Discover how to:

Master your emotions and run your own brain.

Change unwanted behaviour in yourself and others.

Become more powerful in your communications and approach to life.

Remove obstacles to learning in all areas of your life.

Change your life with the power of a positive perspective.



**NLP
PRACTITIONER
2011**

Please reserve my place on the course commencing January 2011

Name

Address

Telephone

Mobile

E-Mail

Deposit (€500)

Deposits can be paid by cash, cheque, or credit card. Electronic payments by arrangement.

Receipt

Yes

No



In order to guarantee your place on this training, fees must be paid in full, no later than Friday Dec 31st 2010

**** 10% discount available, if paid in full on, or before November 26th 2010**

*** Important Note**

* Unfortunately we cannot accept Amex

