

Words That *Change* Minds

**3-day Seminar
including LAB Profile Practitioner Certification**

Increase your influence with individuals and groups

Gain new options in how to motivate people

Avoid triggering resistance to your communication

A unique opportunity to attend a three-day training in the LAB (Language & Behaviour) Profile with Words That Change Minds trainer Frank Daniels.

Imagine what you could accomplish by identifying motivational triggers from simple conversation! This programme will teach you how to recognise what will stimulate and maintain someone's motivation and, conversely, what will turn him or her off. By knowing a person's (or team's) patterns you'll be able to predict behaviour and you'll learn how to specifically match your language and behaviour to theirs, to spark and maintain interest and enthusiasm.

The LAB Profile (a derivation of NLP Metaprograms) provides a set of questions that can be asked formally or incorporated into everyday conversation to elicit motivational and behavioural patterns. It gives you the most appropriate language to use to achieve the results you want.

Additionally, through awareness of your own patterns, you can play to your own strengths and work better with others.

On this seminar you'll learn a rigorous methodology for using the LAB Profile, conduct and test profiles to ensure accuracy, detect combination patterns from language and behaviour and explore the LAB Profile's diverse applications.

More overleaf



Applications for:

Consulting
Sales
Marketing
Recruitment
Health care
Training
Presentations
Coaching
Customer Service
Personal Relationships

*"An excellent course
which more than met my
expectations and from
which I have learnt so much."*

Ann Wilkinson,
Director, Executive Playground

*"Great course. Very informa-
tive and well presented.
I'd definitely recommend it!"*

Chris Akins, Purchasing Executive.



For details contact:

Frank Daniels Associates

Tel: 0800 978 8578 or 01773 857678

Email: info@FrankDanielsAssociates.co.uk

Words That *Change* Minds

Trainers

Frank Daniels is a licensed (by Shelle Rose Charvet) Words That Change Minds Consultant/ Trainer and INLPTA certified NLP Trainer. Frank hosted this training for Shelle Rose Charvet for 10 years and has trained the LAB Profile in a variety of contexts including open NLP courses, in-house training and as three and four day seminars in Nottingham & Kiev.



"Frank Daniels delivers excellent training. He makes it fun and highly useable. You will go away with practical skills to help you overcome obstacles in your life and accomplish your goals!"

Shelle Rose Charvet, international expert on NLP and persuasion, & author of Words That Change Minds

"I can't think of anything to make the course better - I loved the weekend and [Frank] you're a fantastic role model."

Verity Barton, Coach, Marketing Consultant

"The course was very professionally run by Frank and his colleagues. There was an excellent balance between practise and theory with all the exercises being relevant and appropriate. The assistance of Dave, Mike and Geoff was invaluable with a good balance of interaction and self-discovery. Frank has an excellent delivery of style being very supportive of delegate needs. What I particularly enjoyed was Frank's overt and covert congruency with the patterns in his answering of the questions throughout. Thank you Frank it was great, enjoyable and good value for money."

Derek Smart, Management Development Trainer

LAB Profile Practitioner Certification

Certification as a LAB Profile Practitioner (with certificate signed by Shelle Rose Charvet) is dependent upon reaching a certain level of behavioural proficiency and will be evaluated by us observing you completing two profiles, by you profiling a number of video profiles, and you being able to verbally give a brief description of two patterns.

You'll receive coaching from Frank Daniels plus (depending on participant numbers) other experienced coaches.

Logistics

Dates: 1-3 April 2017

Venue: Crich, Derbyshire

Investment

For three full days of the Words That Change Minds training with LAB Profile Practitioner certification, and official LAB Profile manual:

financed rate £457
self-financing reduced rate £297

If you would like more information to help you decide if this seminar is for you, feel free to telephone 0800 978 8578 or 01773 857678 and speak to Frank Daniels personally.

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