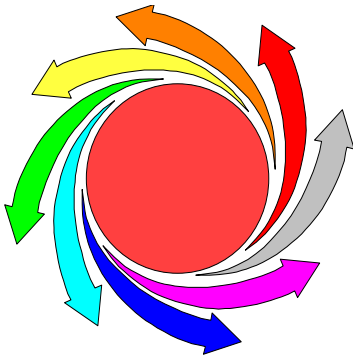


TRAINERS, MANAGERS, PRESENTERS, FACILITATORS, EDUCATORS...

- Do you want 'extra brilliance' when you present to others?
- Would you like to be heard and understood ... all the time?
- How about a Training Design that surpasses your expectations?

Impress Your Colleagues! Get your message across ... in a shorter period of time, in ways that are effective ... and motivational. Learn Neuro Linguistic Programming Training Design – it's the KEY to training magic!

Grasp tools that are available NOW ...



Training Dimensions™

With Mark Klaassen

Certified NLP Master Trainer (INLPTA). Certified SD I & II (NVC, USA).
Mark is NZ's only Certified NLP Master Trainer also Certified in Spiral Dynamics!

Times: 9.30am-6.30pm daily

Investment: \$1995+GST

Early Bird: \$1495+GST in full one month prior

WHAT YOU CAN GAIN ...

- ✓ NLP Training Design Model
- ✓ Leading Edge Platform Presentation Skills
- ✓ Presenting your ideas quickly and clearly
- ✓ Capturing the Audience
- ✓ Learning Styles
- ✓ Spiral Dynamics" (Clare Graves Values Model) for *understanding People & Organizations*
- ✓ Facilitating People's Learning Filters
- ✓ How to Create Charisma from the stage
- ✓ Accelerated Learning Tools
- ✓ Language Patterns & Metaphors for "buy-in"
- ✓ Chunking & Sequencing material
- ✓ Developing your own Style
- ✓ Exercises – making sure they "get it"
- ✓ Use of Voice Tones, Body Movement & Space
- ✓ How to "Motivate & Engage" the Learner
- ✓ Models for design and delivery using Concepts, Principles, Processes and Techniques
- ✓ The 8 Quadrant Training Dimensions Map

Add "NLP DIMENSIONS" to your training ...

"One of the most professional and competent trainers I have experienced. Especially sensitive to students understanding and involvement. Great training, well balanced where everyone was able to achieve a high standard irrespective of their previous knowledge or experience" **Captain Peter Arnold, Pilot, Air New Zealand.**

Open, receptive, included everyone. Although comfort zones were pushed, Mark created a safe environment to do this in. All the skills covered were very relevant and interlinked. I loved "Spiral Dynamics" and the relevance of it to the training design. **Bronwyn Hyland, Trainer, Mighty River Power**

Training Dimensions™

*This Training provides tools, skills and techniques in the most up to date methodologies known today. Discovering the **KEY** and **MAP** together with **Mark Klaassen** and his unique talents you'll receive a magical, exciting, stimulating, informative and highly effective training ... **that will remember, and have even greater ability to get your message across to people.***

O V E R V I E W

SPIRAL DYNAMICS

Is based on the work of Dr Clare Graves. It is a model for understanding people's values, development and behaviors.

SD is a model of the evolution of the human ego. It shows how people cope ... or not, with work and/or life conditions.

Human nature is not static, but changes as a person's life conditions change. A person changes their psychology and rules for living to adapt to and cope with those new living conditions.

An individual will respond positively only to those training and managerial principles and motivational appeals that are appropriate to their current level of thinking – **discover how to find out what that is!**

ABOUT NLP

Everything a person does comes from or through the mind. People's minds work differently.

People behave in habitual ways (habits) and their minds work in habitual ways (programmes).

People respond and learn best if you communicate, motivate, train or instruct them in a way that is compatible with the way their mind is working in any given moment.

This course is about understanding how the brain works. It's a combination of learning models and psychology.

This course teaches you how to activate skill acquisition and learning!

DESIGN & SKILL

This training provides an amazing and unique design model for Preparation, Training Design and Delivery along with advanced skills for participation and performance.

Delivered in such a way that each person receives accelerated; generative and integrated learning styles experientially, with NLP processes with ensure on-going success.

Outcomes each Trainer wants to achieve results with their students can be obtained easily with new refined skills.

People learn best when they feel understood.

This training will show you ways to understand how each person learns, quickly and effectively, and how to then train them for optimum results.

About Your Trainer Mark Klaassen ...

With a background in Banking, Community Services, Human Resources, Strategic Business Management, Behavioural Change Technology & Training, Mark consults to Corporate Business throughout NZ, Australia and Europe. He specialises in Behavioural Change Technology, Strategic Planning, Management Coaching and Staff Selection along with Design and Delivery of training programmes to suit individual corporate business needs. Mark has worked with AirNZ; ASB; Fonterra; Sky City; World Vision; Mercury Energy and many more...

Mark also delivers the following courses – Diploma for Healthcare Professionals; Presenting Professionally™, Business Advantage™, NLP Practitioner: Business Communication and NLP Master Practitioner: Business Communication. He is Co-Director of Communications Plus with partner, Eileen Darwin.



TRAINING DIMENSIONS™

4 Day Overview

DAY 1

- Opening Frames – standing out!
- Introductions and Outcomes
- Overview of training
- Differences between Trainers, Presenters, Facilitators, Lecturers, Teachers, etc
- 7 Filters of Communication – what people need to have in place in order to “trust, listen and receive you and your ideas”
- Definitions of NLP
- Present to Desired State Model – where are you now, where do you want to be? How will you get there?
- Rapport – O/view, Physiology, Universal Language to use for instant rapport with “all kinds of people”
- Representational Systems – Visual Auditory Kinesthetic Unspecified – how noticing and listening to the words people use gives away their “preferred” learning and accessing information styles. Tap in to how people prefer to gain information and make decisions.
- Physiology – walk and talk with purpose and power –
- Tonal emphasis - using the voice to greater effect
- Magic Formula Story – use of metaphor to get your message across

DAY 2

- Review day prior
- How to best get your message/skill/learning across to your audience
- Training Design Model to access the direct brain learning style of each individual, maximising your chances for “buy-in” whether to a large audience or small meeting.
- Linking – how to link what the client says/wants to your product/concept
- Chunking – how to use language to keep the course of action on track and where you want it to be – avoiding the possibility of argument and/or disruption to your presentation/training
- The 8 Quadrant Training Dimensions Map (8QTDM) for Process and Procedure of Design & Delivery – sections delivered over the next 3 days

DAY 3

- Review day prior
- 7 Strategies of Generative Learning – how to use “brain gates” so people can take in and accept your information easily
- Concepts/Principles/Process and Technique – The most up to day method to Design material for presenting ideas and concepts to others

- Spiral Dynamics – the Model for Understanding People and Organization (Values based) How to quickly notice the varying “values” of your clients and audience – how to maximise the delivery of material – how to respond to their values and gain “buy-in” for your product/concept

DAY 4

- Review day prior
- Stage Anchors for greater effect
- Motivation – Learn the 4 Motivation Styles and how to keep your participants/audience/client interested, “up-time” and keen to know more
- Barriers and Traps that prevent people taking in your information
- SATIR Categories – how to “spot” physical behaviours in people for you to pick up the “controllers, distractors, thinkers, placators” in your audience
- Design and Deliver Your Presentation – exercise for all participants to now design and delivery their learning – experiential practise anchoring the 4 days of training and presentation skills, gaining personal feedback from the Trainer

BENEFITS FOR YOU & YOUR ORGANISATION ...

- ✓ **Present To Desired State** Model – how to overcome any **Blocks** that are preventing you from reaching your training goals
- ✓ **Gain Trust quickly** – people will only listen and take on board your information, if they trust you
- ✓ **Tracking your audience** – learning how to build confidence quickly and effectively so you can present and deliver your product/concept with the maximum potential that they’ll “buy-in”
- ✓ **4 Main Motivation Styles** – working with each person in your audience to meet “their model of the world”
- ✓ **Presenting Skilfully** – your information, concepts and/or product so that your audience cannot not listen and take notice
- ✓ **Link language** – to make “connections” of relevance for the audience easy
- ✓ **The Spiral Dynamics Model** – understanding people have different values operating, and that people “buy-in” when their values and “what’s in it for me” are being met
- ✓ **The “8 Quadrant” Training Dimensions Map** – *making presentation of material easy ... and enjoyable for your audience, keeping them motivated, and attentive ... all the time!*

Testimonial:

“Communications Plus Ltd in Auckland, New Zealand is a world class training organisation. They are unsurpassed in the quality of learning and service that they provide their students and clients. Their lead Trainer, Mark Klaassen is a man of high integrity and great competency. He brings to his trainings a contagious enthusiasm coupled with an excellent command of both NLP platform skills and content.”

Dr Wyatt Woodsmall, Ph.D., Business Strategist. Certified NLP Master Trainer and Master Modeler (INLPTA Co-Founder 1980)