

2017

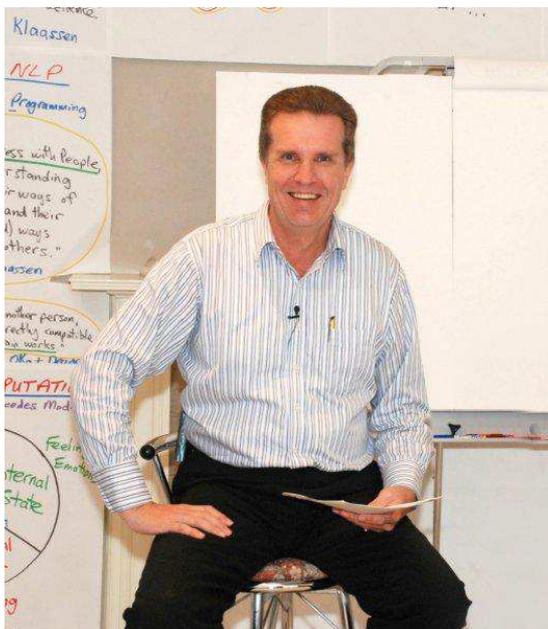
Melbourne, Australia

NLP Techniques for Coaching

with

Mark Klaassen

INLPTA NLP Master Trainer and mBIT Coach Trainer



**Becoming a great Coach doesn't take years.
It simply takes...**

- ✓ A solid understanding of coaching process
- ✓ Capabilities to engage clients
- ✓ NLP communication and change techniques
- ✓ Mastery in the art of personal change
- ✓ A heartfelt willingness to assist others

Gain the structure, clarity and expertise you need to become a highly skilled, capable and confident Coach.

- ✓ Engage and embed a solid foundational structure in your coaching
- ✓ Learn NLP coaching client change processes
- ✓ Successfully map achievable client outcomes
- ✓ Become better at facilitating clients to get motivated and into action
- ✓ Integrate NLP, Emotional Intelligence and Multi-Brain learning into your coaching
- ✓ Develop your identify as a Generative Learning Coach and go to next level of effectiveness and results

"These NLP Coaching techniques will provide you with a fundamental foundation for enhanced effectiveness with your clients. I welcome you joining us to enhance your Coaching Practice"

Today, there is an increasing awareness of how essential Emotional Intelligence is, to get top jobs, train others well, and live life in a balanced, healthy and optimal way.

Compassionate, courageous and emotionally intelligent coaches are needed at every level.

All People in business and life at some time have been in the situation of knowing what they want to do, being potentially capable of doing it, yet still not doing it. In these cases, creating goals and adding desire may not be enough.

Moving beyond basic coaching requires that you can do basic coaching ... well! You may need to bring about values alignment in your client for congruency and commitment in decision making. Unblocking limiting beliefs may take the client into uncomfortable and new territory. In this course, you will gain clarity on *what* to do to be a great coach, and learn techniques on *how* to do better coaching.

How is Coaching different to

- **Training** - a set of activities that provide the opportunity to acquire and improve specific behavioural skills
- **Mentoring** - guidance and development of a protégé by a more experienced or senior person
- **Therapy** - receiving advice from a professional and knowledgeable healthcare person to assist in resolving problems (past and present)
- **Counselling** - receiving 'guiding' advice and support from a health professional to address specific (often past based) issues
- **Consulting** - providing expertise to diagnose, resolve specific problems, improve current processes and can include setting strategic future objectives

Coaching is working closely with another person to effect change and growth in their personal and business life.

An advanced and effective coach will know the differences and understand that boundaries do become blurred. As such, a diverse coach may be called upon to do any, or all, of the above.



Is this Coaching training for you?

At this course, you will learn NLP foundational models to facilitate personal change.

- Do you desire to become a coach and want more confidence before you begin?
- Are you an mBIT, ICF or other coach seeking to build on your skills?
- Have you been coaching for a while, yet feel you could benefit from NLP skills to create greater ease and better results?

The gift of change

1. Learn change
2. Become change
3. Transfer change

"Mark as a Trainer is awesome! The clarifying of identity as a Coach and creating a process to follow re the check list were extremely useful. The role playing was great. Very clear structure and brilliant way of answering curly questions and discussion points in the Q&A time."
Nazneen Rao, Coach NZ

Coaching for lasting change and growth

Coaching is recognised as a primary path to great results, performance enhancement, and excellence. Without a doubt, at the core of a successful coach, is their *ability to generate the change* their client needs and has the latent capability to achieve.

The Goals of Coaching are to help the client

- identify the *real* issues, blocks and gaps
- become capable of making breakthroughs and wiser decisions
- know and access relevant abilities to take action
- maximise their contextual potential

There is a growing recognition of two things

1. Great coaching skills are the secret behind top performers in business, life and leadership
2. Great coaches who can facilitate generative change in others are rare and in high demand!

Coaching is about...



- Performance enhancement
- Life changing moments
- Leadership clarity
- Supporting and guiding
- Improving results

Your NLP Coaching training includes

- ✓ NLP coaching applications
- ✓ Understanding Life Coaching vs. Performance Coaching vs. Inner Work Coaching
- ✓ Identifying who is *your* core coaching client
- ✓ Coaching for leadership, engagement and results
- ✓ Front of room demonstrations on real issues
- ✓ Opportunity for extensive practice
- ✓ Quality tailored feedback

Ordinary coaching training often just focuses on goal setting, motivation and giving advice.

Caching with NLP Techniques will focus you on engagement, solutions, behavioural change, awareness, and growth.

The Course Content

DAY ONE:

- Coaching frames
- NLP Outcomes
- Engaging relationships
- Attending to blocks
- Change motivations

DAY TWO:

- Learning NLP Change techniques
- Timeline coaching
- Coaching creativity

About Mark as a Coach...

“Based on my personal experience I can highly recommend Mark Klaassen to any person or organisation that is truly interested in making positive changes. I found Mark has an enormous breadth and depth of mastery as a trainer and coach, drawing on his many years of experience as an NLP Master Trainer. In addition, Mark showed up as a caring and sincere counsellor who was willing to go the extra mile to assist me in starting down a new, more useful track in my life. I will always treasure the time I spent with him and look forward to working with him in future. If you are seeking a trainer or coach who walks his talk, Mark's the man for you.”

David Chard, Regional Director. Edelman PR

Why would you do NLP Techniques for Coaching?

- ✓ Learn how to facilitate with excellence
- ✓ Add NLP coaching essentials to your coaching model
- ✓ Discover how NLP and mBIT techniques integrate
- ✓ To facilitate Generative Learning and become transformational change focused
- ✓ You will be continuing to transform yourself!

In this training, you will learn

- How to engage a great start with your clients
- Ways to create a values-based path forward for clients
- Several techniques for individual change work within a coaching context
- Planning useful coaching sessions
- Coaching an identity upgrade, beyond 'old me' limits
- How to identify and avoid the coaching trap of goals and behavioural choices that don't happen or don't last
- How to create and facilitate tailored belief change patterns
- Advanced Calibration skills:
 - noticing what matters and what doesn't
 - making useful meaning of subtle signals / cues
 - tracking verbal / non-verbal signals
- How to identify the limitations of your client's model of the world that produce their problem state

What are contexts of use for these Coaching skills?

Participating in NLP Techniques for Coaching, will give you additional skills for

- Coaching staff and teams
- Handling Executive coaching sessions
- Doing Life or Relationship Coaching
- Being ready for Leadership Coaching
- Adding more to your mBIT Coaching toolbox



Book early - as this training will fill up fast!

A person who has NLP Coaching techniques can better support client development and increase conscious awareness, enabling clients to *be their best more often.*

The function of a good Coach is to facilitate

- new thought
- change of perspective
- lasting behavioural change
- identity growth

Knowing you can do transformational and sustainable processes with your clients will boost your confidence to make a difference.

"I have come to admire not only Mark's vast level of knowledge, also the way it's delivered. I have found this Coaching Course extremely beneficial. I gained knowledge, confidence, and growth, not only professionally, also personally. The way in which Mark presents the material and content of the course is well structured and thought out for us as learners to gain the most out of the time with him. I would recommend this NLP Coaching course to anyone coaching others."

Angela McDonnell,
Melbourne Australia

About your Trainer

Mark Klaassen

Certified INLPTA NLP Master Trainer, BTheol, Cert HR (Auck), SD I & II (NVC, USA), Certified mBIT Coach Trainer.



Mark's Outcomes... *facilitating ways for you to learn how to establish a generative relationship with your client, enabling 'a field of heightened awareness and a greater level of choice consciousness' to occur between you!*

Mark's background is in banking, business consultancy, community services, strategic planning, training and human development.

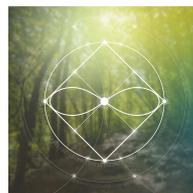
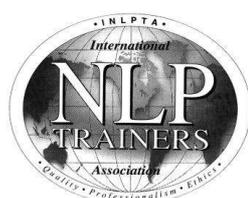
He has been training and consulting throughout NZ, Australia and internationally for over 25 years. Mark trains regular NLP and multi-brain mBIT Certifications. He teaches neuroscience, HeartMath, Spiral Dynamics, accelerated planning, organisational change, and has an executive coaching practice.

Many years working in community services, local government and corporate business gives Mark a wide variety of skills and a perceptive view of people. His personal approach and blend of strategies add flexibility to his training style. Mark is valued for his unique insights into people development, systemic thinking, change technology and business success.

mBIT Certification and Marvin Oka's Inner Work Coaching

Mark Klaassen and partner Eileen Darwin promoted the first ever mBIT Coach Certification in 2012. Mark became the world's first mBIT Coach Trainer (personally trained by Marvin Oka and Grant Soosalu). Communications Plus has held 16 mBIT Coach Certs and trained over 160 coaches.

Eileen promotes Marvin Oka in Australia. **NLP Techniques for Coaching** is one of the qualifying coach programs required to attend Marvin Oka's Inner Work Coaching training.



"Apart from experiencing what a masterful trainer Mark is during the mBIT training, I also had the benefit of his skills during a Skype coaching session afterwards. I required clarity about major business issues within my two companies. Mark's facilitation provided an OMG moment with the necessary clarity and purpose going forward, it also gave me more trust in the mBIT process. As a result, I have now (successfully) facilitated my first session with a colleague. I would passionately recommend anyone who wants to experience the benefits of the mBIT process, to train and/or coach with Mark Klaassen. You will love the experience!"

Steve Brunskill, Director, Live Out Loud Programs

"Thank you Mark and Eileen for the great work you are both doing in making NLP available to people in such a professional manner that is the embodiment of integrity and the highest of intent. You are both making a real difference in the NLP community. Mark – your students are of a high calibre; they have great attitude. Based on what I've seen of your students; you are an excellent NLP Trainer."

Marvin Oka, Director & Co-Founder INLPTA. NLP Master Trainer & Master Modeller, Co-Author of mBraining – Using Your Multiple Brains To Do Cool Stuff; Inner Work Coach Trainer

Registration

NLP Techniques for Coaching

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- **Dates:** Saturday 14 and Sunday 15 January 2017
- **Times:** 9.30am – 6.30pm
- **Investment:** \$795 in full by 14 January 2017
- **Early Bird:** \$595 in full by 20 December 2016
- **Special Inaugural Offer from this brochure:** \$495 in full by 10 December 16
- **Training includes:** Workbook, Course Materials, Morning & Afternoon Tea
- **Venue:** tba

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Payment Options:

Direct Credit – ANZ Eileen Darwin BSB 013-366 Account # 462271411 *Company Invoice*

Credit Card: VISA or MasterCard (2% admin fee on cc transactions)

Name on Card

Your Signature

Card No

Expiry Date /

Please note the terms and conditions of registration:

1. Withdrawal/Transfer after registration incurs a minimum 35% of full course fee for administration costs.
 2. Withdrawal within 1 month of start date defaults 50% of your course fee.
 3. Withdrawal within 2 weeks or after commencement of start date the full course fee is payable.
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