



"Creating Dynamic Change"

**Next Generation Neuro-Linguistic Programming
Practitioner Certification**

Student Prospectus

Learn from the past, create the future, live in the NOW.

Who is GR Group Australia? GR Group Australia is a training business consulting company dedicated to providing dynamic change for business and personal clients. As well as public programs GR Group run in-house trainings and design programs specifically to suit individuals and organizational needs. Our outcome is to motivate, enhance and influence dynamic change for the future benefit of all involved. Individual consultations are available by appointment.

Our Vision & Mission

To design/develop and teach the highest quality trainings, business communication and facilitation programs. To provide our clients with superior customer service and backup support, to conduct business professionally, fairly, competitively and with integrity at all times.

GR Group use cutting edge communication tools and methodologies. We continually strive to improve our knowledge and processes to ensure our clients are provided with the best possible outcomes.

We are totally committed to providing superior customer service. Our passion to succeed and commitment to excellence set us apart from our competitors.

We help 'you' to "Create Dynamic Change"

About Your Trainer — Jackie Green



Jackie Green has been studying NLP and working with other NLP organizations for many years. She is a certified NLP Trainer, Master Practitioner, holds Certificate IV in Workplace Assessment and Training, a Diploma in Clinical Hypnotherapy & NLP and is certified in Ericksonian Hypnosis. Jackie is passionate about NLP and works extensively to ensure rigorous content-free NLP is delivered in her practitioner training. She incorporates these powerful methodologies into all her training to enhance and accelerate participant learning.

Her professional background is in personal development, business consulting, sales, negotiation, marketing, promotions, logistics and training. She also mentors individuals, assisting them to their next level of functioning, facilitates meetings, designs programs and works one to one with clients.

"NLP allows you to choose what to do in order to be and have what you want. By exploring the characteristics of excellence you can create lasting change for your own future" Jackie Green

This program is a comprehensive Practitioner program and is recognized as amongst the highest in NLP training in the world today. It also conforms to the highest standards of NLP training as established by The NLP Trainers Registration Board.

Dates & Venue details are available by contacting Jackie on 0414 398 072 or visiting our web site www.grgroup.com.au



The Next Generation NLP Practitioner Certification Program

What does NLP stand for?

N - Neuro is how the brain takes information in, how the brain works

L - Linguistic is the language and structures we use

P - Programming is how we build and use what we have

What is NLP & Hypnotherapy? A Brief History

NLP was co-developed back in the early 70's by Dr. John Grinder and Richard Bandler for the purpose of coding the structure of human excellence. Together John & Richard studied the work of several outstanding and effective therapists three of the most famous being: Virginia Satir, well know family therapist author of such books as "Conjoint Family Therapy" Published in 1964 and "Satir Step by Step", A Guide to Creating Change in Families" Co authored by Virginia Satir & Michele Baldwin". Milton H Erickson, world renowned hypnotist whose outstanding work continues today: Fritz Perls, originator of Gestalt Therapy"

Through working together and studying these outstanding therapists John & Richard identified significant patterns from their work and began to transfer these patterns to others and across other contexts. It is through this work other studies developed and applications of these patterns began emerging into other areas such as business, training, sales and communications. *It is important to note these additional and ongoing developments are very effective however they are *applications* of NLP not NLP.

What is the difference between Classic Code and New Code NLP.

Classic code NLP has limitations, as the patterns originally defined and taught are becoming fixed rituals which involve a lot of conscious attention and understanding. Although fundamental in the development of this methodology. Classic code limits the receiver of any intervention/s with much more conscious understanding and verbal explanation, limiting generalization of processes offered from the practitioner of change. It can limit flexibility of choice.

New code NLP works with unconscious, conscious interface. Utilizing content free processes offering the receiver of any intervention/s more choice which enables greater generalization across different contexts.

Delivering intervention/s to the unconscious mind whilst the conscious mind is often pre-occupied with content that has stuck limitations that tend to focus on the problem/s being presented rather than the solution/s available. Working with New Code enables the unconscious mind to deliver solutions to the conscious mind ecologically and safely to ensure the client achieves the desired outcomes in a manner conducive to them as an individual in any context being presented. It also enables continuous emergence of change to occur.

NLP is like a gap analysis. It is not a fixed thing that can be boxed or one process fits a certain problem. NLP is an evolving, ongoing, ever changing thing. As human beings we are not all the same, we have many different patterns we use in different contexts on an hourly and daily basis. Well trained NLP practitioners can assist you, by enabling more choices to be available, which can then be utilized across many different time frames and experiences to assist in opening up the system preventing it from becoming stuck and fixed. We combine both Classic & New Code NLP into our trainings providing multiple descriptions of processes and new developments as they emerge in the field of NLP.

Who should do NLP?

NLP training is for anybody who wants to develop greater communication, learning, teaching, coaching, motivation, creativity, negotiation skills. It is for those people who want to enhance their life, reduce conflict, misunderstanding and develop new choices emotionally.

People who want to improve and increase their personal or professional successes and effectiveness
Managers, Business Owners, Consultants, Sales Professionals, Executives, Lawyers, Negotiators, Business Professionals.
Mums & Dads, Educators, Trainers, Psychologists, Hypnotherapists, Counselors, Health Professionals and people in sports, anyone wanting lasting, effective and ongoing change and development.



What are the differences between the 5-7 day NLP programs and The Next Generation NLP Certification program?

Many companies offer NLP Certification courses, however not all meet the rigorous global requirements and many offer fast track 5 -7 day quick formats.

These are *application* courses specifically targeting certain topics and are heavily weighted in the use of content based learning. They are formatted this way for marketing and commercial purposes. They do not meet the world wide standards of NLP accreditation at practitioner level.

World wide standards of NLP require a minimum 130 contact hours for NLP certification at practitioner level to be recognized.

*GR Group also run short *application* courses utilizing techniques of NLP for specific program topics. Further information regarding these courses can be found on our site. www.grgroup.com.au

GR Group "The Next Generation NLP Practitioner Certification" is a comprehensive Practitioner program combining New Code & Classic code it is recognized as amongst the highest in NLP training in the world today.

Do I need to prepare, study or do any reading before I attend the course?

The prerequisites for attending are as follows:

English as your first language would be beneficial, however not compulsory.

You are 18 years of age.

No prior reading or preparation is necessary to attend this program. In fact we find it preferable that you have not read anything prior to attending, we highly recommend you do this after the course.



What are some of the benefits of doing GR Group Next Generation NLP Practitioner Certification?

The benefits of doing GR Group Next Generation NLP Practitioner Certification will continue to positively impact all areas of your work and personal life. You will be in a safe environment which enhances your learning with experienced NLP trainers who are successful and committed in their work. From time to time we bring in other recognized NLP & Hypnotherapy trainers to provide different descriptions on the learning. We recommend you gather multiple descriptions to enhance your ongoing learning.

Some of the benefits & skills you will acquire by attending both *Part 1 & 2 GR Group Next Generation NLP Practitioner Certification*.

- Transform any unwanted emotions to ones more desirable and useful
- Develop flexibility in your communication with self and others.
- Learn the language to use in order to get the results you want.
- Learn how to reframe the meaning of a particular event/s and present yourself with more choices.
- Use metaphor to facilitate change for yourself and others in any context.
- Improve memory.
- Know how to elicit, enhance and maintain resourceful states in your self and others
- Discover how to heighten your sensory acuity
- How to utilize association and dissociation in any context
- Anchoring
- Advanced Training and facilitation skills
- Presentation skills for outstanding performance
- Understanding strategies used for decision making, selling, buying and learning
- Strategy elicitation
- How to create high performance states
- Discover ways to identify blocks and unwanted patterns in your life
- How to and contextualize for any situation
- Develop greater clarity and choice in your life
- Learn how to manage your internal voice
- Develop ways to ensure well formed outcomes
- Gain the ability to work through and identify self sabotage situations to ensure resourceful and ecological outcomes are achieved

Each student attending the full NLP certification program will receive a comprehensive manual as part of the course material that covers in detail the techniques you will learn, and how to adapt these to a variety of situations.

Students attending the Next Generation NLP in Business program will receive a certificate of attainment. All course materials will be provided.

I want to be a life coach will doing NLP be useful for coaching?

GR Group NLP Coaching:

Yes. NLP or Neuro-Linguistic Programming is considered to be an integral and useful part of life coaching and is recommended for anyone wanting to expand their career or enhance existing coaching practices.

The core to effective coaching is the ability to have superb communication skills, while understanding the relationship between how people think, communicate and act in the world at any given time.

NLP is both a technology and methodology for creating change. NLP is based on the study of how people do what they do. It is a set of techniques, skills and models which enable people to do, be and achieve the outcomes they really desire or want.

- Are you ready to enhance your skills for even more effective results?
- Are you considering a career in coaching or already a coach

GR Group NLP coaching will provide many different ways to enhance your work no matter what level or type of coaching you are doing. You will learn effective communication skills and methods which you can utilize immediately and place in your personal tool kit for future benefit for yourself and your clients.

GR Group offer ongoing support and refresher meetings to assist you in your NLP coaching development. With such a comprehensive program our practitioners find it useful to meet, review and gain new distinctions well after they complete their program.

The Next Generation NLP Practitioner Training will provide you with the necessary skills for life coaching. For more information about our coaching packages visit www.grgroup.com.au



Is their ongoing support?

YES. GR Group provide ongoing coaching and support for all their students.

We encourage our students and invite others from the NLP community to attend regular practice groups to share and practice their skills in a safe, confidential environment. Details about other groups we recommend can be found on our website www.grgroup.com.au

What are the criteria for certification as an NLP Practitioner?

Criteria for certification to become an NLP practitioner with GR Group are as follows:

- Attendance at the required number of training days.
- Live demonstration throughout the program that skills taught and learned are being applied.
- Ongoing feedback by the trainers throughout the program.
- Written take home questions that can be completed throughout the program.
- Your attendance and performance at a two day weekend of behavioral integration through an experiential evaluation where you will be expected to demonstrate all the learning you have received and your ability to embody the attitudes and principles of NLP.

Should you be unable to meet all these requirements during the first time of testing further opportunities will be made available to you. Certification is for competency not merely attendance at the required days. Our endeavor is to enable you to confidently attend the behavioral integration weekend. Our outcome is to certify highly skilled practitioners so they can continue their work and be recognized any where in the world. We highly recommend you take advantage of the support networks we provide.

Students can attend part 1 of the program *Next Generation NLP in Business* as a stand alone program.

Students wishing to continue and complete the full certification process will be required to attend Part 2 *Next Generation NLP Certification*.

Both Part 1 & 2 can be attended at different times when dates are available as outlined on GR Group website.

NOTE: Students will need to attend part 1 before attending part 2.

Part 1 Next Generation NLP in Business is a comprehensive program for anyone who deals with other businesses is a manager, trainer, business owner, sales person or consultant that wants to enhance their skills to achieve outstanding results and grow their business or contact base.

At the completion of Part 1 and upon successful demonstration of the skills gained over the course of Part 1 students will be presented with a certificate of NLP Applications in Business from GR Group Australia.

Some topics covered in Part 1

- Advanced Training and facilitation skills
- Enhanced selling skills for success
- Presentation skills for outstanding performance
- Understand the differences in others
- Negotiate effective win-win solutions for both personal and business contexts
- Managing groups and the differing dynamics
- State management for superior performance and results
- Language patterns and detection
- Art of reframing to create positive outcomes
- Skills to prevent buyers remorse

"NLP can teach you how to change unwanted patterns and beliefs, whilst maintaining a positive mental attitude in yourself and others" Jackie Green



Testimonials

Jackie's deep understanding of NLP is to be commended and would benefit anyone seeking a real life changing experience. The one unique advantage you have working with Jackie over other life coaches and trainers is that Jackie's accolade of qualifications have been gained through training with the master himself, co-creator of NLP Dr John Grinder. Her affiliation and assistance she has provided Dr John Grinder while working side by side with him during his visits to Australia, has led her into a position envied by many trainers and coaches around the globe. This experience is not available to just anyone and one that you will certainly benefit from and makes the world of difference to achieving a desired outcome.

I can highly recommend Jackie's services and her very real world approach to making a difference in the lives of many!

Louise Thompson

Director, Transform-me.com.au

I completed the NLP Practitioner's course with Jackie in January 2005. I had, had reasonable success in my sales and marketing career to date, most of the time not giving a lot of thought to why a successful deal or why a business deal failed? If only I knew then what I know now!

NLP for me personally was about the study of excellence, looking at models and techniques to achieve excellence. During the course, with some wonderful support and guidance I had the luxury to take a long look at models that I had, that were not serving me well and changing them. That's the fantastic thing, it's that easy! Once you know how. NLP has provided me with amazing tools that are not only superb for improving my career, but more importantly improving all facets of my life.

Jackie provides a safe place where you are very confident to trust and venture to new places, she provides clarity, insight and most importantly humor. I have been very fortunate to have the pleasure of studying with Jackie and I look forward to many more opportunities.

Leanne Varley, World Traveler extraordinaire

Whether as a trainer, facilitator or coach, Jackie Green is a rare find – she seems to have an almost magical ability to create an atmosphere where priceless insights just keep on bubbling to the surface of your mind. More importantly though, what you get with Jackie is what works in the real world – not just vague concepts and big words. Her style is practical and hands-on, with just a healthy dash of irreverence. Training with Jackie has been of tremendous value to me and I can't wait to do it again.

James Tsakalos, Director Developing Magic