

**SUSHIL MEHROTRA** Sushil has over 25 years of experience in training and service delivery domain. An electronics engineer by education, he is a certified trainer of Neuro-Linguistics Programming and Fellow (ITOL – London). He has worked with industry leaders like Xerox, Canon, Ricoh and vCustomer. His experience spreads from setting up training function to Service Delivery and Quality. He has worked closely with HR function in his capacity as Training Head for three large MNC's. He helped several organizations to fine tune their training function with operations requirements. He is passionate about training and human excellence. Firm believer of phrase "Nothing is impossible"; Sushil is now working incessantly in the field of personal excellence.

**DR. DAVID J LINCOLN** David is a psychologist and naturopathic doctor. David specializes in the mind body connection. David is also a Trainer of NLP and head of accreditation for the premier and only accreditation organization for NLP the ANLP. David is an international business coach and advisor to individuals companies and governments. David has offices in London (UK), Kaunas (Lithuania), Marbella (Spain) and Goa (India). David has over 40 years of experience in the domain of NLP and hypnosis. He has experience in all aspects of HR and the people business from individuals to large groups to 5000 plus people. David has a vast network of people in the industry and travel all over the world. Having started his career as an educationist, he continues to contribute to training and education industry with great passion.

**RALPH WATSON** Ralph is a professional Consultant and Inspirational Speaker with a true flair for helping people to achieve outstanding results. His successful business career, spanning over 25 years, gives him a wealth of experience and a down to earth approach

that makes working with him effective and fun. Operating from an extensive skill set, he utilizes NLP, Emotional Intelligence, Accelerated Learning and tremendously skilful story-telling to create a truly fascinating, rich and learning-filled experience for his audiences and program participants. His cross-cultural experience makes him a natural choice for multi-national organizations whilst his down to earth approach and ability to maintain a solution focused approach produces fast, effective results, enabling Board level clients to achieve a crystal clear vision and strategy. To date, Ralph has worked with individuals and organizations from over 25 countries including the UK, USA, Northern and Western Europe, China, India, Russia, Turkey and the Middle East – and the list keeps growing.

**UMESH SOMAN** Umesh has successfully facilitated over 500 workshops, training and counselling over 10000 people across levels & functions. In behavioural and soft skills, along with expertise in classroom training, he is highly effective in the experiential format of training. Umesh also has extensive experience with psychometric tools, successfully handling organisational development, helping organisations build robust processes in HR - benchmarking, competency mapping, succession planning, recruitment to employee development, internal job posting and restructuring. Personal counselling and therapy are also areas where Umesh has been highly sought after. Within the arena of behavioural changes, Umesh is a highly successful facilitator and coach. Umesh is an internationally Certified Professional Behavioural Analyst, Certified Professional Values Analyst, Trimetrix Index Certified and an International Master Trainer for all of these certifications. He is also an Internationally certified Practitioner, Master Practitioner and Trainer of Neuro Linguistic Programming, Hypnotherapy and Time Based Techniques.

## TEAM



# WisdomTree SOLUTIONS

# NEURO LINGUISTIC PROGRAMMING PRACTITIONER CERTIFICATION PROGRAM

## CONTACT US

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STRENGTHEN

- Goal setting
- Self Esteem
- Relationships
- Winning strategies
- Financial position
- Communication
- Personal RAPPORT & persuasion skills

MANAGE

- Anger
- Anxiety
- Habits
- Stress
- Behavior
- Conflicts

GET RID OF

- Limiting beliefs
- Procrastination
- Phobias
- Chronic pain
- Trauma

5 DAYS  
20 SESSIONS

# COURSE CONTENT



## THE KEY BELIEFS AND PILLARS

that NLP is built on

- Empowering beliefs that will alter your life.
- The communication model that lets you see situations for what they really are.

## GOALS

the foundation of achievement

- How to set goals and achieve them to achieve success in all areas of life.
- How to help others to do the same.

## RAPPORT

the foundation of influence

- Learn the facts about body language.
- Learn how to use your voice to gain rapport, even on the phone.
- How to disagree and yet keep rapport.

## REPRESENTATIONAL SYSTEMS

using our 5 senses

- Find out how we internally code our experience of the world.

- Use this language to transform your ability to communicate with others.
- How to tell HOW someone is thinking just by watching their eyes.

## SUB-MODALITIES

making your brain work for you

- How to change unwanted beliefs, habits and feelings, including eating certain foods.
- How to alter the meaning you place on things and events.
- Learn how to permanently remove phobias.

## LANGUAGE PATTERNS

being focused with words

- Learn how to use presuppositions to impact on someone's experience.
- Learn how to listen to everyday language to see how others limit themselves.
- Learn how to ask the questions that can lessen or even solve problems.
- Challenge peoples' objections gracefully.
- Learn the secrets of the eminent hypnotist Milton Erickson.

## ANCHORING

the power to feel how you want

- Learn how to move people from being stuck to being resourceful in minutes.

- How to control your feelings at any time.

## PERCEPTUAL POSITIONS

changing your point of view to achieve better results

- Learn how to resolve inter-personal and inter-group conflict.
- Discover how to gain invaluable insights about other points of view, to aid decision-making and leadership.
- Learn how to be your own best adviser.

## STRATEGIES

how we do what we do

- Find out how others make decisions.
- Find out how to mould your sales approach to suit other peoples' buying strategy.
- Learn how to spot weaknesses in other people's strategies and improve them.

## NEUROLOGICAL LEVELS

more keys to personal and organizational congruency

- Align identity, values, beliefs, capabilities, behaviors and environment to produce a compelling recipe for success.

## PARTS INTEGRATION

a key to personal congruency

- Increase personal congruence and enhance energy levels through resolution of internal conflict.

# DISCOVER A BETTER YOU!



## NLP CAN BE APPLIED IN THE FOLLOWING AREAS

Counseling, coaching and therapy to accelerate changes with clients by looking at the processes that underlie a particular pattern, emotion or habit.

Education and training to promote and accelerate learning and memory. NLP is also a valuable tool when it comes to training and teaching design methods.

Personal development to remove negative emotions and patterns and promote confidence and self esteem. NLP also has tremendous applications in goal setting.

Business to promote good communication and negotiation strategies including sales and management skills.

Sport to enhance performance.

Parenting, learning how to foster good, clear communication with your children right from the start.

Communication, to acquire excellent communication skills.