



Personal Transformation

3 day NLP program



At WisdomTree Solutions, we make use of NLP, defined as science of achievement to enhance effectiveness of all the programs offered by us. Come, experience the power of NLP and uncover your true potential.

Achieve your goals and success in life... discover a better you!

What is NLP?

Neuro - Linguistic Programming (NLP) is a personal development system developed in the early 1970s by Richard Bandler and John Grinder. It is the science and art of achieving excellence in whatever you do. The science primarily refers to the applied psychology and art is how each practitioner of NLP executes the techniques. It uses a mix of strategies, axioms and beliefs about human perception and subjective experience. NLP's core idea is that an individual's thoughts, gestures and words interact to create one's perception of the world (called maps of reality). By changing one's outlook, therefore, a person can change his attitudes and actions, hence, the results.

In NLP, Neuro is for nervous system and neurological responses. Language is the tool to describe and create experience and meaning. Programming can be equated to computer programs only in this case it refers to response systems of humans based on past experiences, value systems and external stimulus. Richard Bandler and John Grinder studied three successful therapists Fritz Perls (originator of Gestalt Therapy), Virginia Satir (highly acclaimed family therapist) and Milton Erickson (famous hypnotherapist) to develop NLP. They "modeled" (a technique widely used in NLP) the therapists and developed special patterns" for communication, rapport building and self improvement.



Various levels of NLP

Though various training organizations develop their programs for specific target audience (which really is the purpose to create excellence), internationally the curriculum has been defined for four different levels.

NLP Diploma

NLP Practitioner

NLP Master Practitioner

NLP Trainer

Clinical Hypnosis/Hypnotherapy Training

Benefits

Identify and manage goals

Improved Confidence

Better relationships

Reduced stress

Enhanced communication skills

Improved persuasion skills

Create success strategies that work for you

Master your emotions

Change any behavior

Better control of thoughts and feelings

Get rid of Limiting beliefs & Procrastination



sharing techniques to improve your work life, revitalise your home life, and make your life happier and better than ever before.

NLP for Personal Transformation is three days of extensive learning and change experience.

Supported with some of the core NLP learning and a CD set (part of original NLP practitioner CD set); the program runs for 12 sessions (4 per day) full of highly useful and practical NLP skills to enrich your life immediately.

Topics covered ►

A Celebration of a gift called **YOU!!**

Core **NLP presuppositions empowering** you to create and manage the change you want.

Communication Model of NLP explains what affects behaviours and gives you the power and tools to be in control of how you respond to various situations.

Power of **Goal setting**; based on **Law of attraction**, works on your unconscious to align it to your life goals making you stronger to follow and achieve your goals.

Formula for you to learn and to use to help you bring your dreams into reach by changing them into a 'Well Formed Outcome'.

Fear is replaced with **hope** and **enthusiasm**.

Your creativity and inventiveness evolves to find you solutions and options you never even realised were there.

Building rapport and likeability. Learn how to get more people to like you.

Circle of Excellence - Any time you feel nervous or shy or frustrated or any way you don't like feeling, all you need to do is trigger your circle of excellence to feel fantastic anywhere and anytime.

Meta Programs: deeply programmed automatic responses and preferences we have that determine how we will go about making sense of our world, and **how and why we react the way we do**.

Learning a few basic Meta Programs will help you to understand yourself and guide you towards making some of the changes you need to make so that **success comes easily to you**.

Active / Reflective - Some people spontaneously leap into action when they get an idea while others think and consider and gather information and wait for the right time. If you spend your life reflecting and collecting data and waiting for the right time, you might never do the things you dream of.



Topics covered ▶

Sameness / difference - Some people love change and difference, but most people are afraid of it. Some people actually become scared or defensive in the face of change. Do you prefer things to stay the same, or are you **geared towards growth and massive changes** to a better life?

Through Time / In Time - Are you always late or always early? Do you finish projects in time? Can you guess what the time is without looking at your watch? Are you often totally surprised at how much time has passed?

Towards / Away - As we discussed in the NLP Behavioural Frames, now you'll get to see which way you are inclined to lean. Some are more motivated

to protect themselves and avoid the things they don't want than they are towards achieving and getting what they do want.

Perceptual Positions - Get a glimpse of **why other people behave as they do** as you learn to begin to see things through their eyes, and also through the eyes of a detached observer.

Disney Creative Strategy - Developed by Robert Dilts based and modelled on Walt Disney, makes use of perceptual positions to help you use the power of Dreamer, Realist and Critic. A technique so powerful that many MNC use it to train their senior executives.

Reach the wellspring **WITHIN.**



Sushil has over 25 years of experience in training and service delivery domain. An electronics engineer by education and certified trainer of Neuro-Linguistic Programming, 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 has served as head of service delivery and was responsible for setting up and managing training function for Ricoh, Canon and several other organization in capacity of management consultant.

His journey to NLP started several years ago as he started looking for answer to perceived limitations of human performance. Firm believer of phrase "Nothing is impossible"; Sushil started looking for the answers to his concerns about human potential. His experiments in real life proved to him that complete metamorphoses of a person to achieve whatever he wanted to achieve was possible, and he missed a model that could be used to replicate the success.

His search took him to spirituality and he joined and he remains an active member of Art of Living foundation. He also discovered several models existing in NLP that answered his quest to achieve excellence. His next challenge was to bring high quality and affordable NLP training to India as programs abroad were very expensive. He worked with Dr David J Lincoln (President ANLP (India)) to create basic NLP training infrastructure in India. The efforts bore fruits soon enough and under the auspices of ANLP (India), WisdomTree became the first organization to organize NLP Trainer Training in India itself and that too with two of the best Master Trainers of NLP. Recognizing his efforts in Training domain, Institute of Training & Occupational Learning (London) has accorded Fellow membership to him.

"I believe in collective wisdom, and that was the idea behind creating WisdomTree; an organization with whom everyone could relate and contribute to enable a change that works for the society as a whole".



Sushil Mehrotra

Chief Mentor

WisdomTree Solutions



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