



AUSPICIU
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Course:

2 Day Excelling in Selling with NLP



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AuspiciuM - Latin auspiciuM, bird divination, auspices, from auspex , auspici-, bird augur; see awi- in Indo-European roots is a type of omen

Modern application of the term **AuspiciuM**

In the vocational education sector, auspicing is where a registered training organisation enters a partnership arrangement with another organisation that

undertakes training or assessment on their behalf. The original training organisation is still responsible for the quality of that training and assessment.

"NLP is a truly new and unique approach,
the power to program your thoughts and
behaviour" – **Norman Vincent Peale**



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Excelling in Selling NLP Training

The NLP Selling Certification

What will I learn from it?

What benefits will I gain?

Neuro- Linguistic Programming (NLP) is the most practical, results oriented technology of detecting, understanding and getting in control of your conscious and unconscious, subconscious or non-conscious thinking.

You will learn and see how you can use this with yourself and your clients

During your Excelling in Selling Training you will learn:

The Basis of NLP – fundamental assumptions from where we start

- Fundamental beliefs that allows you to begin to choose the empowering Mind Mastery model
- Identify and take control of the intricate connections between your mind, your emotions and your behaviour.
- Understand how other people think and be able to recognise that your clients and colleagues "Map of the World" will always be different from yours.
- Learn the clearest and easiest model of how people learn, communicate, change, and evolve themselves

Introducing the unique NLP Present™ model developed by David Key for achieving your goals and targets easily

- The difference between goals you achieve and goals you don't achieve
- Learn to set goals and always achieve them

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- Learn that using SMART is great and when combined with the NLP Present™ you'll be amazed with your results.
- Discover how to ask great questions so that your own and your clients / prospects goals become free from ambiguity and confusion

Rapport – how to create instant rapport unconsciously

- People like people like themselves, instantly be able to switch onto mutual understanding with anyone you choose
- Increase your sensory acuity to body–language and its true meaning
- Learn about some of the myths of Body Language and how they will trip you up.
- How to use unconscious body postures so that people unconsciously associate positively with you
- Identify how to use your voice tonality to build rapport (even on the phone, great for telemarketing and telesales work)
- How to create instant rapport and magnetism when communicating with anyone

Representational Systems

- We use our 5 senses to represent internally the information from the outside and inside world.

- Become aware of how our 5 senses are represented internally in your nervous system
- Discover how what we see, hear, feel, taste and smell will have an influence on our physical response (whether we are conscious of the process or not)
- People have different preferences in how they use their 5 senses to process external information internally. Learn how matching their senses creates instant rapport. You'll know it makes sense!
- Identify and learn how eye movements reflect a person's real thoughts
- Find out how to increase your own creativity, flexibility and learning by using your own and others eye patterns.

Introduction to Metaprograms

- Learn the 5 minute “Virtual” psychometric test
- Understand what motivates people conversationally (and what will therefore irritate your customers, prospects, partners, colleagues and yourself)
- Enhance your communications utilising others metaprograms

Language Patterns

- The words we use are chosen unconsciously but they have a special meaning for each individual

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- Learn how to recognize what type of personality is hiding behind different types of words
- Challenge and overcome objections elegantly and with ease using Reframing

Anchoring – how to control your emotional state and feelings

- How to be in charge of your internal emotional state rather than being controlled by it
- Find out how to link your strong personal resources with your ability to access them whenever you want, which is great for eliminating presentation nerves
- Recognise when your prospects are in a negative emotional state and learn how to pace them to a new empowering state conversationally
- Get rid of procrastination forever

Dealing with conflict and difficult situations

Introducing Perceptual Positions

- Learn one of the most powerful NLP Models for dealing with conflict easily and effortlessly
- Learn how to “step into someone else’s shoes” which will enable you to get multiple perspectives.
- Be able to get a better understanding of your competitors, customers and colleagues without any limiting emotions

There is a requirement for you to do a small amount pre-course preparation. We will contact you prior to you attending this training.

To Book this Course either
call us on:
+44 (0)845 434 0149
or book online at:
www.auspicium.co.uk

This NLP Business Diploma will only be delivered by Licensed and Certified Trainers of NLP.

