

Practical NLP
in an inspiring
location

NLP Core Skills

& NLP Practitioner Certification Part 1



Avon Tyrrell in the New Forest

April, May, July, September & October 2012

Welcome to NLP Core Skills

NLP Core Skills combines an 'away from it all' break with an in-depth NLP learning experience.

As part of a team of like-minded people you will be in an inspiring and remote countryside setting in the New Forest in Hampshire. We are based in a cosy wooden lodge in a 60 acre estate with trees, lakes, wildlife, walks and cycle tracks - yet only a short drive from Southampton or a little over 2 hours drive from London.

NLP Core Skills is a really unique course which has been running in the New Forest since 1999 and which includes techniques and insights which will have real and immediate value in your life

- Discover what makes people tick and what motivates them
- Make huge improvements in how you communicate with others
- Change or replace negative emotional reactions
- Explore practical, down-to-earth methods for improving your life and your future.

You learn and benefit from practical real-world experience: since it began in its present form in 1999 the course has now been held well over 100 times and is based on over 25 years experience in running NLP courses.

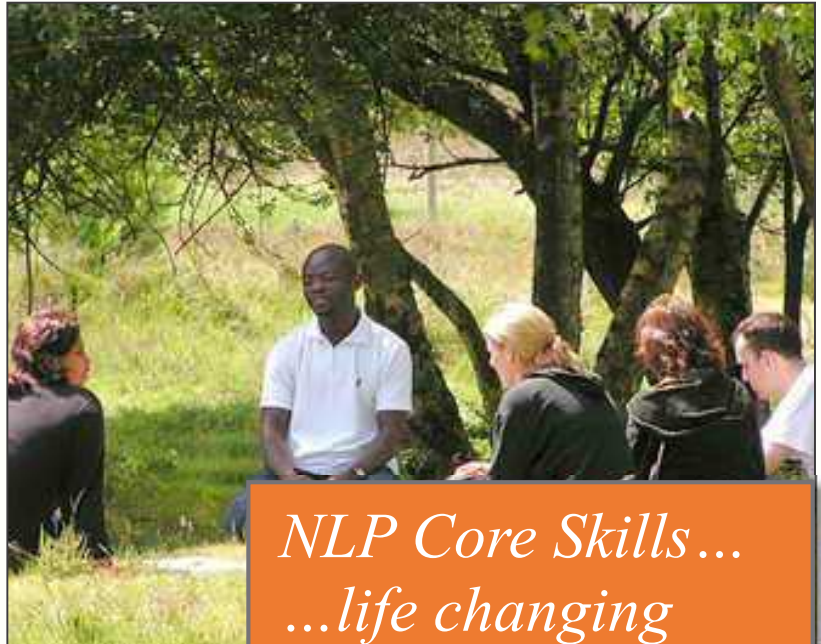
A team of new friends

Our courses are well known for their team spirit – we replace the student-and-teacher approach with team learning so that we learn from each other's opinions, skills and life experiences. Rather than sitting and listening you experience a fresh way to learn NLP - through fun, chatting, challenging, and experimenting!

And we begin right away. Right from your arrival you are part of a group of about a dozen enthusiastic, like-minded people who have travelled from all over the country to take part in the course.

Just 20 minutes after the start of the course you are enjoying a relaxed walk around the estate - a great way to get to know one another, to familiarise yourself with your surroundings, and to learn quite a bit about a different way of learning NLP

"This was the single most enjoyable learning experience of my life. I'd recommend it to anyone wanting to learn more about themselves or others. After the course, I've found it very easy to recognize and relate to clients I'd otherwise write off as difficult customers". (Asif Bhagwandin, SEO/Project Manager)



Who takes part?

In NLP Core Skills you learn generic rather than therapy-based NLP and we explore a wide range of *practical* applications. This is why the course attracts such a wide range of people:

Coaches who want to have thorough NLP skills to use with their clients.

Parents come to be better able to guide and empower their children.

Team leaders and managers who want to improve how they motivate and lead.

Teachers who want to enable young people to learn better.

Sales people learning to better engage with and develop relationships with their customers

Doctors, nurses and carers who want to improve their ability to guide and encourage their patients.

Business owners who want to have better skills for challenging economic times.

Everyone - for a powerful and empowering personal insight and development experience.

It has beaten my expectations, and I got a recommendation from a friend. The course was very well organized, and the participants were a wonderful bunch of very different people ... we had a lot of fun during the 5 days.

The trainer's NLP principles' integration in their own way of training and talking to us, was an additional motivator.

I got much more from this course than I could have possibly imagined. *Claudia, Certified Professional Coach, Switzerland*

One of the most enlightening weeks in decades for me - great folk attending and the way it was delivered*Fab. Daryl Catterall on Twitter Feb 2012*



What you will learn

- *The Personality Map*: Also known as the Logical Levels, this is a valuable tool for identifying what is driving a person's behaviour i.e. how self esteem, beliefs, values, and skills and abilities are related to their behaviour.
- *The NLP Eye Movements and Give-Away Words* provide insight into how a person is thinking. This information enables you to communicate more influentially with them and to coach or assist them in dealing with difficulties.
- *Non-verbal communication*: you will be developing your ability to understand non-verbal communication - so you can better recognise the moment-by-moment mood shifts of other people and adapt your communication to suit this.
- *Motivation*: Recognise a person's motivating style during a conversation so you motivate them more effectively.
- *The Pegasus Influencing Model*: our unique model is a simple-but-powerful tool for organising how you design and communicate your verbal or written communication.
- Recognise their thinking style: use the Thinking Styles model to make your message more understandable and more appealing to an individual or group.
- Rapport: Learn how create and enhance rapport with individuals or groups using verbal and non-verbal methods including the powerful Pegasus NLP '4 R's Model'.
- *Difficult people and situations*: use techniques such as Different Perspectives and the Panel of Experts to prepare yourself for stressful or challenging situations.
- *NLP Anchoring tools*: Recognise how negative anchors (emotional 'gut responses') occur, why positive thinking methods don't work with them, and to quickly and easily neutralise many of them. Learn to create positive anchors to boost your own performance.
- *Motivating goals*: Use the NLP Well-Designed Outcome model to make your goals more motivating, more realistic and more achievable for yourself or others.
- *'Systems Thinking'*: Recognise how 'Systems' dynamics explains the behaviour of couples and teams.
- *Challenge Tips*: Use these three tips to become more flexible and creative in how you deal with life's challenges.
- *Your future*: Use the powerful 'Vision for the Future' integration technique at the end of the course to integrate everything you have learned by creating an inspiring vision for your own future.

You also learn how to

- Get into the right mental and emotional state for a situation
- Recognise the subtleties which make for, or undermine, great teamwork
- Use your memories to enhance your confidence and self belief
- Use the Reviewing Model to help others review and learn from their experiences
- Use the Glitch Technique to instantly change your response to the irritating little mannerisms of people you live or work with
- Recognise our automatic mental filters and how they influence moods and attitudes
- Replace self consciousness with other-consciousness.
- Regain your sense of perspective about those irritating 'glitches' in personal relationships
- Put yourself and others at ease - with your eyes
- Improve your ability to listen to – and hear - others
- Recognise and communicate with task-focused people and people-focused people
- Develop the Pegasus NLP Attitude which is based on the attitude out of which NLP was developed.

Not a therapy workshop

NLP Core Skills is a fast-moving and very practical personal and professional development training. It is important to note that it is not a self-help therapy group and that it is unsuitable for those who wish to explore and deal with serious emotional issues. Although NLP is not, in itself, a therapy there is an online list of therapists who use NLP at www.nlptca.com.

"The course was a truly amazing experience, so much more inspiring than anything I have taken part in before. The facilitators are brilliant and the hands-on learning was exactly what I needed. The High Ropes session enabled me to discover a person inside me that I didn't know was there!" (Tracey Hardy, Business & Performance Manager)

"Having a very limited understanding of NLP ... I enrolled on the Pegasus NLP Core Skills course with the hope of learning more. This five-day course is set in beautiful, woodland surroundings and achieves a well balanced blend of classroom learning and practical exercises which help you make sense of your newly aquired knowledge. The trainers used a very informal style which makes you feel very comfortable and empowered..."

I came away with an overflowing toolbox of NLP techniques and principles which I am now practising daily... I have already noticed a change in how I communicate with both myself and others which has renewed my enjoyment / motivation at work and in life generally." (Jared Lee, Recruitment)



A different way of learning NLP

In-depth, thorough NLP: We aim to make your experience of NLP the most thorough, and most enjoyable, available anywhere! And we've been continually improving our approach since the late 80's so we're getting quite good at what we do.

For example although NLP Core Skills is a stand-alone training it is one-third of our full-length, full-syllabus NLP Practitioner Certification Programme. So, right from the start, you are experiencing in-depth Practitioner-level training rather than an NLP 'introductory' course.

'NLP for people who like to think for themselves': We have replaced the expert-knows-all approach with active and interactive learning and we take our lead from the ancient proverb: *none of us is as smart as all of us.*

We make NLP come alive through an approach that draws upon the knowledge, experience and skills of participants and facilitators alike – to create a rich and dynamic learning experience for everyone. And you can be learning in the Lodge or, in practical break-out sessions, out and about among the trees.

Learning for adults: Lecturing and providing information is not communicating – neither is it training. We respect your intelligence so we actively engage you throughout. We do not 'teach' through hypnosis and we share with you what we are doing – so you can manage your own learning.

Dynamic learning: Some people can sit and listen to lecturers for hours. None of us on the Pegasus NLP team can do this – so we don't inflict it on our learners:

- We aim for 60 minute learning chunks of which around 15-25 minutes will be a break-out session for you to explore the topic with other participants
- Your learning will frequently be through games and exploration sessions – so you are physically active with lots of short breaks and break-out sessions
- You learn a 'plain English' version of NLP; we have almost made it jargon-free...
- You will usually have two trainers during NLP Core Skills to ensure you experience a variety of training and learning approaches
- Rather than being 'talked at' you are continually engaged in a 'learning-through-chatting' style

Small learning groups: Our small groups policy ensures that, rather than being lost in an anonymous crowd, you learn as part of a team of around a dozen people because real skill in NLP requires hands-on feedback from qualified and experienced NLP Trainers, along with time to discuss, challenge and question what you are learning.

High & Low Ropes Courses: On the course you will have the option of taking part in both a Low Ropes and a High Ropes session. These are great opportunities to explore topics such as teamwork, interpersonal communication, how best to support or coach people, how you can better deal with challenging situations, and how the course material can be used in everyday life.

You do not need to be physically fit to benefit from the Ropes sessions since you can choose to play a physically active or a supporting and advisory role in either activity. And, because of how we design the activities, your learning will be valuable whichever way you participate.

Professional and personal development

We recommend that you first apply what you experience on the course in your own life because this is the best way of not just 'wiring in' the learnings but also of ensuring you personally benefit from everything. So, during the 5 days of the course you will be discovering:

- your personal motivation style
- what works well and what is less-than-effective in how you currently communicate with others
- how you respond to the behaviours and communication styles of others – and how you can modify this where appropriate
- how to more effectively manage your moods
- the negative anchors to which you may currently be vulnerable – and how you can negate the impact of these
- how you can increase your flexibility and creativity in dealing with difficulties and obstacles
- which are your strengths and weakness when operating as part of a group or team – and what you can do about these.



"You're in the hands of professionals who have devised a well thought-out course. It's fun, inspiring, enlightening and as challenging as you want it to be. Reg certainly knows his stuff & gently leads you to your own discovery, in your own way. Whether you want self-development or to use it in therapy, management or training you'll get what you want. The course attracted a variety of types of people which made it more stimulating. Respect is the theme underlying the course along with humour - a winning combination!" (Jo Margolis, teacher, trainer, therapist)

NLP Practitioner Certification Programme

As we have already mentioned NLP Core Skills is a stand-alone skills training. And it is also Part 1 of our full-length, full-syllabus NLP Practitioner Certification training programme as recognised by the independent Professional Guild of NLP (we are Founder Members of the Guild).

Once you have experienced the benefits of applying what you learn at NLP Core Skills you may decide to continue and become a Certified Practitioner of NLP.

Our NLP Practitioner Part 2 programme builds upon the learnings and insights of NLP Core Skills and is done in two 7-day modules separated by about a month.

There is no time limit as to when you can complete the Practitioner though we do recommend that, ideally, you do this within about 18 months of your Core Skills.

Dates for forthcoming Part 2 courses are on our website and will be in your NLP Core Skills course manual. If you would like to take part, it is a good idea to reserve your place as early as possible as these courses tend to book up early.

You can, of course, reserve your Part 2 course while booking on Core Skills to ensure a place on the course of your choice. This does not commit you in any way; if you later change your mind simply let us know and we will be happy to release your provisional place.

Learn with experienced facilitators

Your NLP Core Skills is normally facilitated by two trainers from the Pegasus NLP team of Certified NLP Trainers: Reg Connolly, Christophe Orgueil, and Lizzi Larbalestier.

Reg is one of the most experienced NLP trainers in the UK; a Certified NLP Trainer and Master Practitioner and a qualified Ropes Course Instructor. His trainings benefit from nearly 30 years practical use of NLP in management, sales, customer care and team development trainings and in counselling, stress management, and sports psychology in the UK and Ireland.

Lizzi is a Certified NLP Trainer and Master Practitioner with a background in sports therapy, management, and was until recently head of learning and development at W. H. Smith. A member of the British Psychological Society she has a wealth of experience in a variety of psychometric approaches.

Christophe Orgueil is a Certified NLP Trainer and Master Practitioner with a background of 15 years in organisational training in the UK. He now lives and runs training programmes in his native France and visits the UK for Pegasus NLP training programmes. Christophe has worked in a wide range of industries training and coaching at all levels of management and specialises in developing and optimising team performance.



"I was excited but nervous about coming. It was way out of my comfort zone. The experience in the end was brilliant. I was lucky enough to be with a group of fun loving people who all got on really well. The week was truly memorable. And the fact that I actually got to the top of the telegraph pole and jumped to the trapeze is completely amazing. And I have the photographs to prove it!" (Jo Sandeman-Allen, Student counsellor)



"Inspirational. I came away feeling positive and clear as the direction I want to path my career and the part that NLP will play within this ... I am already using my NLP at work and have supported a number of staff with my new NLP techniques." (Malcolm Pilling, People Development Consultant)

Where you will be learning

Our NLP Core Skills courses are held in the largest of the wooden Norwegian style lodges in the grounds of Avon Tyrrell Activity Centre near Bransgore. This is towards the lesser-known western edge of the wonderfully atmospheric New Forest National Park, famous for the ponies and cows who wander freely in the woodland, on the heath - and on the roads.

Near to Southampton and Bournemouth and just over 2 hours drive from London, Bristol or Oxford the 60 acre estate is an idyllic and quite beautiful setting. And being adjacent to the open heathland of the Forest it is great for walks, runs, and cycling (it also has its own dedicated off-road cycle tracks offering varying levels of challenge).

Fitness?

Because we include the Ropes Course activities we are often asked about fitness levels. The Ropes Course sessions take up just two 90-120 minute sessions of the course. And whether you are very fit, very unfit, or somewhere in between you choose whether or not to take part - and the manner in which you take part e.g. a physically active or a supportive member of the team. And everyone's choice in how they participate is respected by everyone else - see this article:

http://www.pegasusnlp.com/challenge_by_choice.htm

Advanced prep?

No need to have prior knowledge of NLP nor do any preparatory reading - come along with an open mind, a spirit of exploration and a sense of humour and you will be ideally prepared!



Course dates & times

NLP Core Skills is usually held 6 times a year: February, Easter, May/June, July, September and October. Check the website for exact dates.

The course runs from Saturday to Wednesday and course times are:

Each course	Start	Finish
Saturday	10.30 am	6.00 pm
Sunday-Tuesday	9.00 am	5.30 pm
Wednesday	9.00 am	5.00 pm

Getting to the course

Public Transport: Head for Bournemouth by coach or rail and take a taxi or arrange to have a lift from the station. (Each course has its own interactive website from about three weeks before the course. You can use this to contact other participants and arrange travel sharing.)

By the way, if you do not have your own transport it is best to stay on site as the nearest guesthouse is about 30 minutes walk and narrow lanes make walking a little risky.

By air: Nearest airports with approximate taxi/hire car driving times: Bournemouth (12 minutes), Southampton (35 minutes), Heathrow (90 minutes) Gatwick (120 mins), Luton (140 mins) and London Stanstead (150 mins).

There are direct coach services between Bournemouth and London Gatwick and London Heathrow airports - and coach links (with a change in London) to Luton and Stansted airports.

By car: Travelling distances

- Birmingham 154 miles
- Bournemouth 11 miles
- Bristol 76 miles
- Central London 101 miles
- Exeter 94 miles
- Manchester 242 miles
- Oxford 88 miles
- Southampton 21 miles

Being off the beaten track the last part of the journey through the New Forest Avon Tyrrell can be a little 'challenging' even with SatNav so we will provide you with detailed directions in our 'joining' email.

Use postcode BH23 8EE if you are using an online route planner such as <http://www.theaa.com/>.

A very effective personal development and communications course ... in a very quiet, rural location... many tools and techniques for understanding myself better and for communicating with the people around me. The trainers were very good and interaction with other participants was an essential part of the learning experience... (it) has helped me to be a more self-aware and confident communicator, especially as I work in a challenging multi-cultural environment. (Mustafa Davies, Financial Control Director, Kuwait)

Course accommodation

If you like the idea of waking up to the sounds of the forest you can stay, sharing a small twin-bedded room in the comfortable pine Lodge in which we hold the course.

Usually around three-quarters of the group will opt to stay self-catering in the Lodge, sharing shopping and food preparation.

Staying on-site with others from your learning team can be great fun and many report that it makes for a better immersion in NLP.

If you would prefer more conventional accommodation we can provide a list of local guesthouses – some of which are within 10 minutes drive of the venue.

The Lodge is wood-lined and self-contained with twin-berth rooms, a kitchen, bathrooms, and a lounge-training area. The venue is in a fairly remote part of the New Forest and is over two miles from the nearest village, 15 minutes drive from the nearest supermarket, and about 30 minutes from such luxuries as cafés and take-aways!

However you will have a fully equipped kitchen including grill, oven, microwave cooker, fridge and a freezer. Plus facilities for barbecues.

Those staying on-site normally form a food kitty and share the buying and preparation of food – those staying at nearby hotels or guesthouses may wish to bring packed lunches or snacks and can, if they wish, opt to share the food kitty and join the house team for lunches and/or evening meals.

Self-service refreshments such as coffee, teas, bottled water, and biscuits are provided. We also provide plenty of food for the first Saturday lunch.

If you are staying at the Lodge remember to bring your own bedding and towels (or reserve bedding in advance). Free WiFi access is generally available in Avon Lodge although, because of the rural location, we cannot guarantee this will always work.

Course fees

The training fee for the 5-day course is £485 plus VAT (£582). We are able to offer this exceptional value, while still keeping our training groups small and informal, by operating with very low overhead expenses and because many of our customers attend through word-of-mouth recommendation. So your training fee does not have to pay for glossy brochures, national advertising, nor a tele-marketing team.

Accommodation for the 5-day course is £133.00 (inc. VAT). There are 14 residential places available, in seven twin-berth rooms, and we recommend booking early if you would like to stay at the Lodge since self-catering places tend to book up first.

If you would prefer to stay off-site (own transport needed as distance and road is unsuitable for walking) we can also provide a list of local guesthouses – some of which are within 10 minutes' drive of the venue.



How to take part

Please confirm your provisional reservation within a couple of weeks or, if the course is almost full, please confirm right away to guarantee your place. Do this by completing and returning your Registration Form along with your cheque or credit card details.

If you have not provisionally reserved a place on the course of your choice please check our website for availability (this is updated daily) or phone or email us to ensure that a place is available before sending your registration.

Your place on the course is secure once you receive your confirmation and receipt from us. You will receive this within hours or, at most, one working day. We will send joining information along with full directions for getting to the venue about 14 days before the course begins.

Anything else?

If you want to clarify anything email or call Debbie Little on 0845 22 608 22 - debbie@pegasusnlp.com.

Guaranteed?

Yes. The course is guaranteed to meet with your satisfaction.

If, by the end of the second day of NLP Core Skills, you are not convinced that the training programme will benefit you we will refund your fee, in full, immediately, and without question.

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