



Global Transformation Academy



LEVEL 1 SUCCESS N.L.P. SALES & LEADERSHIP MASTERY

LIVE VIDEO TRAINING

SUCCESS N.L.P. TRAINERS:

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SUCCESS N.L.P. Sales & Leadership Mastery

What to Expect During Class

Dear Participant,

We are delighted that you have taken this important step to learn the essentials of N.L.P. with us and at the same time, take a LEAP NOW with our **Road To Sales Mastery** to transform your life! We know that this class will be life changing for you, so relax, listen attentively, learn, and experience the change you have been looking for:

We are here for YOU! You'll be hearing concepts, facts and strategies that may be new to you and might feel strange. Keep an open mind because as the classes progress and your knowledge and experience increase, you will begin to see how all the pieces start making sense and come together for you in a very powerful way! Take many notes, if you prefer, or just listen and take everything in. Actively participate in the class, ask questions, and share your "Ahas!" Let your hair down and just have fun! Your learning and results will multiply if you just relax and enjoy each day.

The Coaching Assistants are here to help you with processes and whatever you need to make this the class where you will find the key to unlock the path that leads you to your next mountain top.

If you have any questions of a personal nature, please do not hesitate to contact Veronica Larrea (562)632-0089.

We look forward to enhancing your human excellence.

Upcoming Events

***SUCCESS N.L.P. Sales & Leadership Mastery-2-Day Program**

Breakthrough Mastery-7 Day Program | Can start immediately

***SPEAKER PRESENTER – 7 Day Program**

***This is included in our exclusive "Road to Mastery Program. "Ask us, we will be more than happy to explain the benefits of this prestigious program and assist with your enrollment.**



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SUCCESS N.L.P.

Sales & Leadership Mastery

Syllabus

Coffee Shop

Lean O Meter

Definition of NLP

VISION

Challenges

Review of TriMetrix® Talent DNA Assessment

Cause > Effect

VALUES

Values Demo

Time Line Therapy®



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The Six Motivators

Motivators		
Theoretical:	I will use my cognitive ability to understand, discover and systematize the truth.	Knowledge
Utilitarian:	My goal is to achieve a return on every investment I make in time, energy or money.	Utility
Aesthetic:	I will enjoy and appreciate the form, harmony and beauty around me and allow it to mold me into all I can be.	Surroundings
Social:	I will invest all resources into helping others to realize their potential life.	Others
Individualistic:	I will achieve the highest position and wield the greatest power.	Power
Traditional	From the many individual meanings of life, I will seek, select and follow a system for living.	Conventional



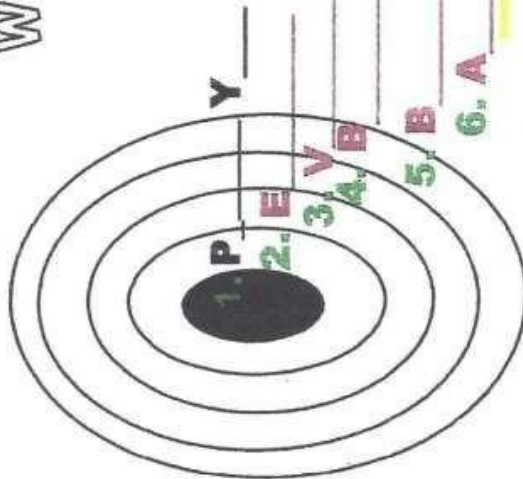
Driving Forces

DRIVING FORCE	MOTIVATOR	DRIVING FORCE
INSTINCTIVE People who are driven by utilizing past experiences, intuition and seeking specific knowledge when necessary.	THEORETICAL KNOWLEDGE	INTELLECTUAL People who are driven by opportunities to learn, acquire knowledge and the discovery of truth.
SELFLESS People who are driven by completing tasks for the greater good, with little expectation of personal return.	UTILITARIAN UTILITY	RESOURCEFUL People who are driven by practical results, maximizing both efficiency and returns for their investments of time, talent, energy and resources.
OBJECTIVE People who are driven by the functionality and objectivity of their surroundings.	AESTHETIC SURROUNDINGS	HARMONIOUS People who are driven by the experience, subjective viewpoints and balance in their surroundings.
INTENTIONAL People who are driven to assist others for a specific purpose, not just for the sake of being helpful or supportive.	SOCIAL OTHERS	ALTRUISTIC People who are driven by the benefits they provide others.
COLLABORATIVE People who are driven by being in a supporting role and contributing with little need for individual recognition.	INDIVIDUALISTIC POWER	COMMANDING People who are driven by status, recognition and control over personal freedom.
RECEPTIVE People who are driven by new ideas, methods and opportunities that fall outside a defined system for living.	TRADITIONAL METHODOLOGIES	STRUCTURED People who are driven by traditional approaches, proven methods and a defined system for living.

Cause > Effect



In order to change
your Results,
what do you have to transform?



Results



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STEPS IN VALUES ELICITATION

Standard Elicitation: "What's important to you about _____?"

- Career
- Relationships
- Family
- Health & Fitness
- Personal Growth
- Spirituality

1. From Motivation Strategy:

- a) "Can you remember a time when you were totally motivated in the context of _____? Can you remember a specific time?"
- b) "As you remember that time, what was the last thing you felt just before you were totally motivated?"
- c) "Can you give me the name of that feeling?"
- d) (If the word they give you is of a too low level, ask:) "What's important to you about that?"
- e) Continue with steps a) — d) until you get repeat words.

2. From Threshold Values:

Show the client the list of values you have so far:

- a) "All these values being present, is there anything that could happen that could make you leave?"
- b) "All these values being present, plus (Value(s) just mentioned) what would have to happen such that would make you stay?"
- c) "All these values being present, plus (Value(s) just mentioned) what would have to happen such that would make you leave?"

Three...

- d) Continue with steps b) — c) until you get repeat words.
4. Now will you please number the values according to their value to you? What's the most important? What's next, etc. (If this doesn't work, then use a-b-c below.)
- a) Of the above values, which is the most important to you?
 - b) Assuming you have (list values already chosen), is _____ or _____ more important to you?
 - c) Assuming you have (list values already chosen), if you couldn't have but you _____ could have _____ would that be OK?
- (If the client has trouble answering, then make sure that they are in a decisive physiology.)
5. Rewrite the list of values according to their importance*.
6. Utilize the values just elicited
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7. (Optional) Elicit Complex Equivalents (also ask for opposites)
- a) How do you know when you're _____?
 - b) What does that mean to you?
 - c) How do you know when someone _____ you?
 - d) What is your evidence procedure for _____?
 - e) What causes you to feel _____?
 - f) Why?