

## FIVE NEW PRODUCTS from Maryann and Ed Reese – International NLP Home Study Courses: Earn Continuing Education Credits (info below)

### Sorting Styles: Building and Improving Personal Relationships (5 CEUs)

Many theorists have indicated that by the age of six, children usually make decisions about the path they will follow for the rest of their life. Eric Berne, developer of the theory of Transactional Analysis, referred to this as “Scripting”. “Berne suggests that a person’s script is based on three questions that involve personal identity and destiny. The questions include: Who am I? What am I doing here? And, who are all the others?”

#### **General Objectives**

**Sorting Styles: Understanding and Building Better Relationships**, is designed to educate and assist the reader to better understand and build effective relationships. In this study, “Building and Improving Personal and Professional Relationships” you will explore historical factors, highly valued criteria and sorting patterns in your life. These discoveries are excellent to use with couples both personally and professionally.

- For educators, therapists counseling and business professional where positive rapport and communications are important
- For those interested in increasing their ability to get along with others. (rapport)
- For those who would want to increase their skills in communicating with their significant others
- For those interested in recognizing patterns of behaviors and how to assimilate information for increasing or building interpersonal relationships

### Enhancing Communication Effectiveness: The Illusion of Understanding (5 CEUs)

Our culture has unconsciously taught us that language is a clear descriptive way of presenting ideas and facts. It is almost as if in a common culture that we have all made an agreement with each other that we know what each word represents to each one of us. When we connect these words together into sentences we believe that they mean the same thing to each of us no matter what our past cultural or personal experiences happen to be.

#### **General Objectives**

This study is designed to teach the therapist how to use language to intensify and shorten the therapeutic session. It demonstrates how to use language to elicit precise information, establish and maintain rapport, and to generalize and reframe the content of the client's statements.

- To gather high quality information
- To reconnect the speaker’s language with the speaker’s experience
- To question the surface structure with appropriate linguistic tools to get to the deeper level of the person's language structure
- To understand a person's linguistic representation through three universal processes: deletions, generalizations, distortions
- To master the skill of questioning to have a goal or a direction to guide your questioning

## **Be Phobia Free (3 CEUs)**

Phobias are described as consuming irrational fears of a specific object or situation often accompanied by extreme anxiety symptoms. Phobias are a persistent fear that is excessive or unreasonable, cued by the presence or anticipation of a specific object or situation. It is not an aversion to things or places.

### **General Objectives**

- To understand the importance of rapport and how to bring into consciousness
- To develop and understand the concept of Pacing the client
- To describe the significance of brain storage
- To develop an understanding of technique called Visual/Kinesthetic Disassociation as a phobia cure

## **Treating Post Traumatic Stress Disorder (PTSD): Using the Basics of Self Organization Theory, Basins of Attraction and NLP (3 CEUs)**

There are many successful models used to treat PTSD. Included in this packet are the development of this approach specifically the model the Reese's developed after a Research Study at Florida State University, "The Active Ingredient In Brief Therapy for Treating PTSD" and their model "Changing Psychological Landscapes"

### **General Objectives**

- To demonstrate and experience a model using a Self Organization and NLP Approach to treating PTSD dealing with current definitions, changes and theory in PTSD relating to children and family
- Introduce two research papers titled "Systems Models Provide a View of Psychological Self Organization" and "Utilizing Complexity to Change Psychological Landscapes" (Both papers were presented at the International Systems Science Conference by Miriam Tausner, PhD College of Staten Island Computers Sciences)

## **Therapeutic Metaphors and Problems Solving (5 CEUs)**

Educators will increase ability to motivate, sustain attention, introduce and clarify concepts, give meaning to information presented and bypass resistance. Health professionals will become more adept at increasing awareness of alternatives and solutions for pain control, stress management, reduction of anxiety, describing symptoms as resources, bypassing resistance and modeling an effective way of communicating.

### **General Objectives**

- Identify recurring themes, construct and deliver universal metaphors
- Practice formulating analogies that will possible match another person's experience
- Identify essential requirements for well formed outcomes
- Listen for language patterns, calibrate, and repeat basic metaphor construction
- Practice impromptu metaphor construction





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For more detailed information, course description & schedule of daily events contact Elvis Lester by phone at **813-221-5466** or email [elvis@execulearn.com](mailto:elvis@execulearn.com).