

# ITD-MASTER WORLD-CLASS TRAINING IT'S THE RESULTS THAT REALLY MATTER

## PEAK PERFORMANCE & MAXIMUM INFLUENCE

WITH CUTTING EDGE NLP METHODS



### STEPHEN REYNOLDS LIVE!

America's Top Performing Motivator, Trainer and Advanced NLP Specialist

- Awaken the Giant within you & gain unlimited power for success
- Create your NLP Action Plan for immediate application
- Enable a culture of sustainable high performance using NLP influence

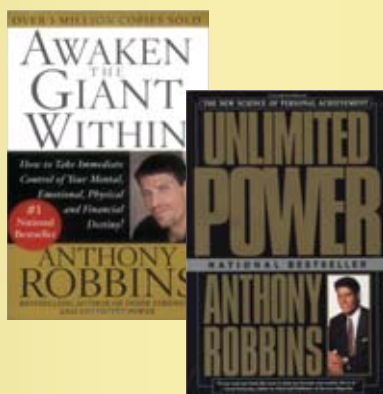
A 2-Day RESULTS-DRIVEN Workshop

Manila | 12 & 13 August 2009 | Dusit Thani Hotel



"I built my sales career from zero to become the world's best motivator by using Neuro-Linguistic Programming – NLP."

**Anthony Robbins**



"NLP helped me to manage audiences and motivate them. NLP is just amazing."

**Oprah Winfrey**



# ITD

## ITD GROUP

INSTITUTE OF TRAINING  
AND DEVELOPMENT

Lighting the Way as the Leading Multinational HRD Corporation

\* ITD Group is the exclusive partner of Maximum Impact-John C. Maxwell programs in Singapore, Malaysia, Thailand and Vietnam.

## A Personal Message from Stephen Reynolds

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In this exciting and powerful workshop, you will learn the cutting edge NLP (Neuro-Linguistic Programming) influencing and motivation techniques that you can use easily and immediately to get you to reach peak performance.

NLP has been successfully applied to therapy, coaching, self development, hypnotherapy, sports performance, sales and business. The effectiveness of NLP communication, rapport, persuasion and influencing techniques can be concretely proven and has been effectively used by many of the world's greatest gurus and motivators.

According to Anthony Robbins, "I built my sales career from zero to become the world's best motivator by using NLP;" whereas Oprah Winfrey confessed that "NLP helped me to manage audiences and motivate them. NLP is just amazing."

In the research commissioned at Stanford University, it was found that how well you relate to others accounts for 87.5% of your success. Harvard University did a study and found that 70% of all people that get fired from their job do not get fired because of lack of technical skill. These people get fired because of not being able to relate to others.

### The Key Benefits

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- Create your NLP Action Plan for immediate application
- Make people like you and become much more popular
- Connect with your clients to get more business and fewer objections
- Get people to listen to you and act on your ideas for improved results
- Make your team more cohesive and stronger
- Get your boss and your co-workers to like you and support you more
- Get more loyalty from the people you know and strengthen all your relationships
- Remove roadblocks and release high performance
- Enable a culture of sustainable high performance using NLP influence
- Awaken the Giant within you and Realize Unlimited Power for success at work
- Have a much more balanced and fulfilling life

### Who Should Attend?

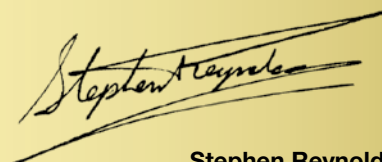
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This program is ideal for leaders, professionals and team members who want to apply cutting edge NLP methods to acquire maximum rapport and influence with people to achieve peak performance. The content is relevant to all industries as well as government and non-profit organizations.

No matter which leadership role you hold in your organization, everyone wins when people know how to powerfully communicate, relate, motivate and influence others. What is Influence? Influence is the ability to get your idea across to another, to get them to understand, and open up to accept what you are trying to say and then take action to produce results.

In this unique and exciting workshop you'll see the power of influence in action. You will instantly know how to use these easy yet profound power tools.

I look forward meeting you and working with you to put into action NLP methods that really work in the practical world to maximize your influence and motivation for peak performance.



Stephen Reynolds



## What Will You Learn?

### Day 1:

- The story of the Eagle and Jade Metaphor
- What is NLP and what can it do
- Using NLP for maximum influence and motivation
- The psychology of influence and connection
- Rapport and team work
- Traditional rapport
- Rapport in context
- Subconscious rapport & subconscious rapport signals
- Unique rapport
- Physical connection
- Verbal connection
- Eye contact rules
- Be yourself?
- Mirroring, matching
- Pacing and leading
- Sensory acuity
- Crossover pacing
- Matching belief systems
- Attitude alignment
- Having a strong outcome
- Influencing angry or upset people

### Day 2:

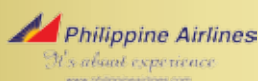
- Multidirectional influence
- Process of influence
- Advanced language patterns
- Embedded commands
- Magic words = amazing results
- Future pacing
- Congruency
- Emotion elicitation
- Taking control of the clients' perceptions and expectations
- Listening as tool of influence
- Law of small commitments
- Meta programs and influence
- 5 languages of love
- Convincer factor
- Buying strategy
- Decision-making strategy
- Criteria-values
- Multidirectional motivation



Media Partners:



Event Partners:



## **The Schedule for Day 1 & 2**

- 8.00 am - Registration
- 9.00 am - Introduction and/or Official Launching
- 9.15 am - Morning Session (Tea Break 10.30 am - 10.45 am)
- 12.30 pm - Networking Lunch
- 1.30 pm - Afternoon Session (Tea Break 3.30 pm - 3.45 pm)
- 5.00 pm - End of Session

## **Methodology**

This workshop uses profound NLP learning processes infused with action and experiential learning techniques. It will feature presentation of simple yet powerful knowledge with clear examples, demonstrations, practice exercises, reflection on learning and experience, reinforcement, commitment to change and application back to the workplace.

## **Continuous Development Options**

For continuous development, ITD Group offers a suite of solutions ranging from in-house workshops, train the trainer certification, coaching and consulting services, as well as DVD and audio courses.

## **For International Participants**

1. Special hotel room rates have been arranged. For hotel booking forms and rates please e-mail ITD centers.
2. For optional tours you may contact our partner hotels for prior arrangement or upon arrival.
3. For travel and accommodation advice and assistance please contact the nearest ITD center.

## **General Information**

1. Closing date for registration is **5 August 2009**.
2. The fees cover participation at the event, lunch, tea breaks, materials and certificate.
3. Replacements and representatives are allowed, however the fees paid are strictly non-refundable.
4. In the event that any of the speaker/s have to cancel their engagement for reasons outside the control of the organizers, the organizers reserve the right to reschedule or make changes as required.



## More About Stephen Reynolds

Stephen Reynolds is America's top performing motivator, speaker and trainer that specializes in Advanced NLP (Neuro-Linguistic Programming) Motivation and Peak Performance, Sales, Leadership, Influence and Negotiation.

He is the founder and CEO of Stephen Reynolds Seminars International. Stephen's work was also recognized with an "AMERICAN DREAM HOME AWARD" for excellence in conducting his business. He was an instructor for the College of DuPage Illinois U.S.A. and he had received his education at the Ohio School of Specialists, The Chicago Institute and the Day Studio in New York.

With the wealth of over 27 years of working experience, Stephen has managed multimillion dollar projects and held various leadership positions ranging from being in the board of directors of non-profit organizations to senior trainer, lecturer, director and CEO. Stephen has wide experience across many different industries including training & development, finance & credit card, insurance, automobile, real estate, business supply and network marketing.

As a highly gifted presenter and communicator, Stephen has had the good fortune of being mentored and trained by many of the world's greatest gurus, many of which he was able to learn from in person. They include Dr. John C. Maxwell, Donald Trump, Anthony Robbins, Robert Kioysaki, Thomas Crane, Dr. William J. Rothwell, Zig Ziglar, Neil Rackham, Tom Hopkins, Jeffrey Gitomer, Brian Tracey, Joe Girard, Dale Carnegie, Jay Conrad Levinson, Dennis Whitely, Jay Abraham, Bob Procter and Stephen Covey.



Stephen is an advanced NLP practitioner. He was personally coached and mentored by Kurt Peter Gottwald through the Master NLP Professional Program and has learned from Richard Bandler, John Grinder, Robert Dilts, Tad James, Kendrick Cleveland, and Anthony Robbins who are recognized as the originators of NLP and the forefathers of advanced NLP applications.

With a very high I.Q. of 130, Stephen breaks national records for having studied over 2,800 books and programs in his area of specialization. His passion for learning and training translates through all he does giving his participants an incredible learning experience. Stephen's desire is to share the powerful wealth generating competency that he has learned in his many years of learning and business experience with people everywhere in such a way that it is *edutaining* and simply powerful to deliver outstanding results.

Stephen Reynolds lives his life in such a way to inspire and challenge himself and others to greatness. Some of things he has experienced in his life are parachuting, river rafting on the Rio Grande River and a 3-month solo motorcycle trip around America.

# ITD-MASTER WORLD-CLASS TRAINING

## PEAK PERFORMANCE & MAXIMUM INFLUENCE

### WITH CUTTING EDGE NLP METHODS

(Please make copies of this page for registration as required)

Manila, 12 & 13 August 2009, Dusit Thani Hotel

<b>Event Fees and General Information</b>	<b>Philippines</b>	<b>International</b>
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<b>Super Early Bird Fee</b>		
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Registrations with payment before 15 June '09	PHP 16,000	USD 400
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<b>Early Bird Fee</b>		
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Registrations with payment before 15 July '09	PHP 18,000	USD 450
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<b>Normal Fee</b>		
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After 15 July '09	PHP 20,000	USD 500
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**Participation & Sponsorship Options:**

<b>Gold Package</b>	PHP 45,000	USD 1,125
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Gold Benefits:

3 complimentary registrations for the event, name and logo of sponsor will be promoted on program materials (black and white).

<b>Platinum Package</b>	PHP 84,000	USD 2,100
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Platinum Benefits:

6 complimentary registrations for the event, name and logo of sponsor promoted on program website, e-backdrop (color) and program materials (black and white). One exhibition table for promotion during the event.

**\* Above prices are subject to 12% VAT**

**Payment Details**

Payments may be made by telegraphic transfer, bank deposit or local check.

Account Name (Pay to) : ITD Consulting Group, Inc.  
Account Number : 0005-9500244-7  
SWIFT Code : MBBEPHMM  
Name of Bank : Maybank Philippines, Inc. (Makati Branch)  
Bank's Address : New Solid Bldg. Buendia Ave. Ext. Makati City

Please tick:  Super Early Bird Fee  Early Bird Fee  Normal Fee  Gold Package  Platinum Package

Title and Name: Prof/Dr/Mr/Mrs/Ms

Tel \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Mobile \_\_\_\_\_ Position \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_ Signature \_\_\_\_\_

Mode of registration:

E-mail: itdmanila@itd.com.my Fax: +632-844 8874 Tel: +632-887 7428

Replacements and representatives are allowed, however the fees paid are not refundable.

**www.itdworld.com**