



**2012**

Auckland, New Zealand

*Another exciting NLP experience for you...*

## **“Coaching With NLP” Training**

**With Mark Klaassen**

NLP Master Trainer (INLPTA)  
Certified SD I & II (NVC, USA)

**Date:** Thursday 19– Saturday 21 April

**Time:** 9.30am – 7.00pm daily

**Venue:** CPL Training Space,  
269 Remuera Road, Remuera. Auckland. NZ.

### **Benefits for you...**

- Learning key skills that all top coaches have
- Applying NLP in coaching sessions
- Facilitating effective client sessions and outcomes
- Getting your client motivated and active
- Learning to coach business relationships with EQ

### **Skillshop Objectives for you...**

- Taking you to another level of NLP Mastery
- Developing practical skills to facilitate Coaching and Generative Learning
- Establishing a client coaching relationship that gets optimum results, and has them wanting more!



### **Pre-requisite...**

*NLP Practitioner Certification  
Training to INLPTA standards*

### **For you to...**

- ✓ Become an income earning NLP Coach
- ✓ Change lives, and make a difference
- ✓ Upskill further with transformational learning
- ✓ Experience training with one of the best in the business...

### **Mark Klaassen**

Highly regarded in the NZ NLP Community for his training, consulting and coaching in both business & personal development areas



*Read more about Mark on page 4*

***Be ready to change your beliefs about what you can achieve with others!***



**“Coaching With NLP” Training is learning to Coach ...**



- Performance Improvement
- Leadership and Clarity
- Personal Breakthroughs
- Client To Understand Themselves
- And You, the Coach, being “Real”

**What is Coaching?**

**Coaching** is working closely with another person to effect individual change in their business and/or personal life

**The Goals of Coaching** are to identify the gaps, generate the breakthroughs, and maximise the potential of your client, in context. In today’s world coaching is recognized as a primary path to performance enhancement and greater fulfilment.

**There is a growing recognition of two things:**

1. That great coaching skills are the secret behind top performers in business, life and leadership
2. That great coaches who can create the breakthroughs, are rare and in high demand! *You* may become one ...

Ordinary coaching training often just focuses on goal setting and giving advice. NLP Coaching applies the “how” and the “change”!

**Coaching With NLP** will focus you on engagement, solutions, doing conversational reframes and belief changes!

**You will learn...**

- Important Foundations of Coaching
- NLP Coaching Applications
- Systemic thinking for the Coach
- Emotional Intelligence application
- How to run your Coaching Sessions
- Life Coaching vs Business Coaching
- Identifying Your Core Field of Coaching
- Mind-Space: Creating Relevant Quick Solutions
- Coaching & Motivation

**On this Training** you will learn and **do** core coaching skills.

**This is an exciting opportunity... to now be a part of Coaching With NLP Training!**



**Coaching With NLP...**

Mark Klaassen will cover the key tools and conversational skills of coaching ...

**Whether you are doing this course for -**

- Coaching your staff
- Executive coaching
- Life coaching
- Business coaching
- Relationship coaching
- Leadership coaching
- Team coaching

**Get the best coaching essentials to be your most effective self...**

**David Chard, coaching client from Taiwan comments – “Mark cares, impactfully...”**  
*read his testimonial here...*

*“Based on my personal experience I can highly recommend Mark Klaassen to any person or organization truly interested in making positive changes.*

*I found **Mark has an enormous breadth and depth of mastery as a trainer and coach,** drawing on his many years of experience as an NLP Master Trainer, as well as expertise in Spiral Dynamics, the Enneagram and many other tools that address change in the human dimension.*

*In addition, Mark showed up as a **patient, caring and sincere** counsellor who was willing to go the extra mile to assist me in starting a new, more useful track in my life. I will always treasure the time I spent with him and look forward to working with him in future. If you are seeking a trainer or coach who **walks his talk,** Mark’s the man for you.”*

**Coaching With NLP Training** will provide core components of NLP coaching methodology.

**Today, there is an increasing awareness** of how essential EQ (emotional intelligence) is to get the top jobs, deliver results, and still live life in a healthy and optimal way. Coaches are needed at every level, to work with those who have potential - to get it!

**Becoming a Great Coach** doesn't take years. It takes...

- A solid understanding of coaching process
- Ability to **engage** clients in the outcome path
- Well-practised NLP techniques
- Mastering in the art of personal conversational change

**All People in Business and Life** at some time have known what they want to do, being potentially capable of doing it, and yet still not doing it. In these cases, goals plus desire are not enough.

**Some definitions...**

- **Training** - a set of activities that provide the opportunity to acquire and improve specific behavioural skills
- **Mentoring** - guidance and development of a protégé by a more experienced or senior person
- **Counselling** - guiding advice from a more knowledgeable person to a less experienced person in order to address specific issues and situations
- **Consulting** - providing expertise to diagnose, resolve specific problems, and improve current processes
- **Therapy** - a process of assisting a person to resolve issues

**Boundaries** between these areas can become blurred and the effective coach may need to engage in any or all of these, depending on the circumstances.

**In some part, a diverse Coach** may be called upon to do any or all of the above. However, without doubt, at the core of most successful Coaches is their **ability to generate the change** their client wants and has the capability to achieve.

**Moving beyond** basic coaching requires that you can handle basic coaching well!



**Go further** than the basics now, and get "expertise" in place with this fabulous training for you...  
**Coaching With NLP...**

- ✓ Learn It
- ✓ Become It
- ✓ Transfer It

*...The gift of Leadership and change for others – this is our Vision...*



**Mark Klaassen Testimonial...**

*"Mark provided an on-going coaching service for our business, ensuring that we measure our effectiveness.*

*I recommend Mark's services for his ability to ensure business remains focused on achieving 'Best Practice Management'.*

*I believe he has helped my team and I to work together much more harmoniously and successfully."*

**Harry Howe, Joint Managing Director, SAKS**

**Your Trainer's Outcome for You ...**

**For you to learn** how to engage your client in powerful coaching conversations and use NLP skills to facilitate client breakthroughs!

**About your trainer...**

Mark Klaassen - Certified NLP Master Trainer (INLPTA); BTheol; Cert HR (Auck); SD I & II (NVC, USA); MNZANLP; MNZCHP.

Mark's background is in banking, business consultancy, community services, strategic planning, training and human development. Training and Consulting to businesses throughout NZ, Australia and internationally, Mark utilises and teaches skills in NLP, Spiral Dynamics, accelerated planning, systems thinking and organisational change. He also trains – NLP: Practitioner; Master Practitioner and Trainer Training (INLPTA) along with other short courses and seminars.

Many years working in community services, local government and corporate business gives Mark a unique blend and view of people. Mark's personal approach and wide variety of skills, strategies and flexibility in his training style makes him invaluable to people development, systemic thinking, change technology and business success. Mark also runs his own executive coaching practice.

Some of the companies Mark has consulted to, and trained staff from are:

Fonterra, World Vision, ASB, Various DHB's, Genesis Energy, Air New Zealand Terminal Services Training & Development Team, Air New Zealand Pilots Federation, The SAKS Group, Sky City Ltd, GWD Russells Ltd, Invercargill, ART Systems Resources (Aust), Dunn & Bradstreet, Fletcher Challenge Forests, Fisher & Paykel Healthcare, Les Mills, Farmers DEKA Ltd, Keystone Solutions Ltd, Outsourced HR, Michelle Boag PR, The Revo Group, Money Matters (NZ) Ltd, The New Zealand Symphony Orchestra, George Harrison Menswear, The Bruce Mason Theatre, Third Sector Development, Success Resources (NZ) Ltd, Spotless Services (NZ) Ltd, Equipoise Spa, Boral (NZ) Ltd, North Shore City, MICO Wakefield, Baptist Social Services, NZ Choral Federation.

**Mark's personal approach and deep caring for people along with a wide variety of skills, strategies and flexibility in his training and coaching style makes him invaluable to the World of NLP and the World of Business.**

**Numbers are limited for this training...** so be sure to register with your deposit today!



**Mark Klaassen**

**To BE a Coach ... it's important that you understand yourself well and be prepared to embrace your own "CHANGE PROCESS"!**

**Psychology assists dysfunctional people to function or cope... An NLP Coach assists functional people to become even better at what they do... enhancing results and working with them to "be their best more often"...**

**The function of an NLP Coach is to facilitate lasting behavioural change for others**

**"Transformation" can be created with your clients; it's just a matter of knowing "how"!**

**You will also learn how to further integrate your NLP tools, techniques and learning into your coaching business...**



**Coaching With NLP Training... 19-21 April 2012**

- Full Investment: \$1495+GST in full by 18 April 2012
- **Early Bird** \$1095+GST in full by 27 February 2012
- **Pay Plan** \$496 x 3 payments Feb/Mar/Apr (includes gst).

**Venue:** CPL Training Space, 269 Remuera Road, Remuera. Auckland

**Registration Form**

**Your Investment Option \$.....+GST TOTAL: \$..... DEPOSIT: \$.....**

First Name: ..... Last Name: .....  
 Company Name: ..... Occupation: .....  
 Mailing Address: .....  
 Telephone (Bus): ..... (AH): .....  
 Fax: ..... Mobile: .....  
 Email:..... Referred:.....  
 Your Signature:..... Date:.....

**My NLP Practitioner Trainer was:** .....  
**Length of my NLP Practitioner Classroom Training (days/hours) was:** .....

**Payment method:**

**Cash - Cheque - Company Invoice - Direct Credit - Credit Card -**

**Direct Credit** - Communications Plus Ltd, ANZ Newmarket Account # 01 0194 0216511 25

**Credit Card** - please circle one: **VISA Mastercard Bankcard AMEX**

*Administration Charge for credit card transactions 2%*

Name on Card: ..... Signature: .....

Card No.: ..... Expiry Date: .....

**Please note the terms and conditions of enrolment into CPL's courses:**

- Withdrawal/Transfer from the course after enrolment incurs a minimum 10% fee for administration costs.
- Withdrawal from the course within 1 month prior to start date defaults 25% of the course fee.
- Withdrawal from the course within 2 weeks prior to start date defaults 50% of the course fee.
- Withdrawal from the course within 1 week or after commencement of start date defaults full course fee.

**Minimum 8 – Maximum 14**  
 ...so be sure to register today!