

The Box Training presents

6 July – 11 July, 2021

# NLP Practitioner Certification Programme

6-day Approved Certification Training by ABNLP



## TRAINER

### Sri Devi Panchacharam

MBA (Leadership), Aust. & B.Sc.  
(Hons) Business Computing, (U.K.)

Certified NLP Trainer

Certified NLP Master Coach

Time Line Therapy™ Master  
Practitioner



Participants attending this training will  
receive The Box Training's signature [key  
learning-takeaway-cards](#).



#### Bonus #1

Over 100 pages of training manual  
and NLP content of 20 Audio CDs

#### Bonus #2

Upon completion of this programme,  
you are welcome to join the NLP  
Practitioner Training again & again  
for FREE! This will help you solidify  
your NLP skills.

#### Bonus #3

You may then also join us as a  
Coaching Assistant to help new  
batches of participants learn their  
NLP skills & techniques.

## BEGIN YOUR JOURNEY AS A

## CERTIFIED **NLP PRACTITIONER**



6 Days of Intense & Approved Certification Training by the American Board  
of Neuro Linguistic Programming (ABNLP)

6 – 11 July, 2021 (Tuesday – Sunday)

Concorde Hotel, Kuala Lumpur



# WHY BECOME A NLP PRACTITIONER



NLP Practitioner Certification Programme



- **Take charge** of your mind and your life
- Understand the impact of the conscious and the **unconscious mind**
- **Reprogram** your thought processes to be able to conduct themselves confidently
- **Combat the 4 viruses** that constantly plague our minds



- **Able to manage emotions well**, understand why people behave the way they do
- **Anchor** positive internal states and moods which can be available to you at any time in future



- **Develop** greater inner confidence
- **Exhibit** a strong, capable, professional, persuasive and inspirational presence
- **Change** any bad habits that one may have
- **Elevate** your personal brand and impact on the organisation
- Learn an **entire toolbox** of various techniques to manage different challenges and situation



- **Discover** the way you and other people make **decisions**
- **Read people's eye patterns** to gain and insight on what representation they are accessing at various moments

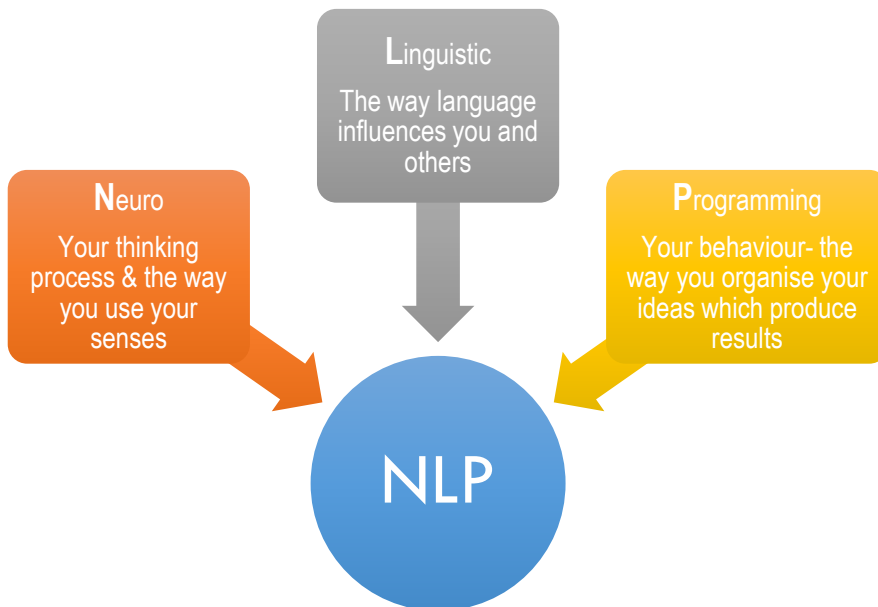


- **Vary** communication based on a person's meta model and their different thinking styles (representational systems)
- **Create** and maintain genuine rapport
- **Managing objections** while influencing others
- **Appreciate** that disagreements are inevitable and use the appropriate tools to manage conflict



- **Communicate effectively** using elegant language patterns
- Be able to understand **people's internal maps** based on the presuppositions of their language

## WHAT IS NLP?



Neuro Linguistic Programming is a set tools, processes, techniques and skills that can be used to create positive change in yourself and others. It allows us to observe the mechanics of the mind, so that we can learn to control our thoughts and emotions. With this new conscious awareness, we are guided through processes of reprogramming our unconscious mind to achieve greater success and happiness.

## WHO SHOULD ATTEND?



CEO, Senior Management, Board of Directors



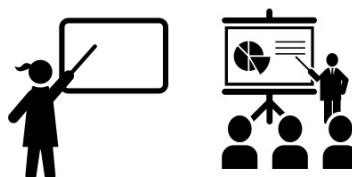
Business owners, Sales Executives



Individuals interested in personal development and to dramatically bring positive change in their career and personal lives



Professionals from all industries



Trainers, Coaches, HR Practitioners, Lecturers, Teachers

# KEY TOOLS & TECHNIQUES THAT YOU WILL LEARN IN THIS CERTIFICATION PROGRAMME



NLP Practitioner Certification Programme

## DAY 1

**The Power of the Conscious and Unconscious Mind** (Achieving the results you want by making the right changes in the way you think)

**Cause & Effect** (The highly effective concept of living life as a hero and not as a victim, always empowering instead of making excuses)

**Incantation** (Possibly the best technique in the world to boost self motivation)

**Neurotransmitters** (The mind-body connection and how we can make sense of it)

**Perception is Projection** (The greatest concept for any to effect change in their clients)

**The Ecology and Importance of NLP** (How NLP should be used and applying the tools and techniques ethically)

**The NLP Model of Communication** (Develop a solid understanding on why people communicate the way they do, why misunderstandings occur and how to prevent them)

**Sensory Acuity** (How to read a change in mental or emotional state of another person by observing minute sensory changes, including reading one's eye patterns)

## DAY 2

**Rapport** (How to create a start of a good relationship with anyone in minutes)

**NLP Presuppositions** (This is a set of 14 beliefs that needs to be integrated in the mind of every NLP Practitioner to instil positivity and the ability to work with anyone effectively)

**Coaching Techniques** (Understanding the fundamental techniques on how to coach and bring out the best in your clients. This section also discusses the responsibilities and dos' and don'ts' of a Certified Coach and the options available for this as a career path)

**Reframing** (Elegantly create new interpretations for problems and objections. This section is an asset for all leaders and coaches as it provides a methodical and quick way to help someone loosen the grip to a problem)

**Perceptual Position** (This enables people to create a rich sense of another person's experience. It is based on the concept of 'putting yourself in someone else's shoes; except it is conducted in a purposeful and results oriented manner)

## DAY 3

**The 14 Different Language Patterns** (Enables You to Influence Anyone whilst Managing Objections)

- ✓ **Chunking Up & Down** (being able to communicate the big picture and details effectively)
- ✓ **The Agreement Frame** (elegantly disagreeing with someone)
- ✓ **Linguistic Presuppositions** (Avoiding guess work and assumptions and only focusing on facts of a person's communication)
- ✓ **Purpose Frame**
- ✓ **What-If Frame**
- ✓ **Conditional Close**
- ✓ **Evidence Frame**
- ✓ **Backtrack Frame**
- ✓ **Contrast Frame**
- ✓ **Ecology Frame**
- ✓ **Pattern Interrupt**
- ✓ **Metaphor** (delivering powerful messages to people by bypassing their resistance)
- ✓ **Milton Model** (using some practical aspects of the hypnotic language pattern to obtain agreement from someone. It is a powerful tool to influence and to create a win-win resolution)
- ✓ **Meta Model** (is a set of questions designed to specify information, challenge and expand the limits to a person's model of the world.)



## KEY TOOLS & TECHNIQUES THAT YOU WILL LEARN IN THIS CERTIFICATION PROGRAMME



NLP Practitioner Certification Programme

### DAY 4

**Modalities** (Understanding our 5 senses and appreciating it's contribution in our daily communication and experiences)

**Representation Systems** (Learning that each person may have 1 or 2 dominant style of communication; Visual, Auditory, Kinaesthetic or Auditory Digital [Logical]). This section also encompasses powerful learnings on how we can match someone's representation system to build rapport with them, either via face to face, phone or email / Whatsapp communication

- ✓ **Lead Representation System** (Identifying someone's representation system through their eye patterns)

**Submodalities Like to Dislike** (A powerful section that enables participants to remove / reduce their desire to eat a particular food / drink that may not be healthy for them.)

**Swish Pattern** (Using the intricate details of our senses to eliminate a bad habit that we have; for example, procrastination, nail biting, eating junk food, swearing, impatience etc.)

### DAY 5

**Ultimate Success Formula** (One of the most effective goal-setting techniques in the world that enables you / your client to achieve their desired results with a clear action plan)

**Creating the Right 'Tasking' (Assignment) for Your Clients:** (All practitioners are encouraged to ensure that clients are given a series of assignments at the end of the practitioner session to ensure that they follow through their action plan)

**Anchoring** (A process in which one is able to get into an immediate positive state that they desire, for example, happiness, laughter, confidence, excitement etc. The technique is used by applying a gesture on the knuckle or shoulder, and this positive state can be recalled at any given time.)

**Parts Integration** (This is a technique that helps us manage or resolve an inner conflict by creating a sense of wholeness. The common types of inner conflict may be 'should I stay in my job or move to another?' or 'should I stay single vs should I get married?' Ultimately the objective is to give the client a sense of peace and contentment with whatever decision they choose to make.

### DAY 6

**Testing and Certification** – students are tested daily (oral quiz) and will sit for a final examination. Participants will then be subjected to a demonstration session. This involves conducting a NLP Intervention for a 'client' under the practised eye of the trainer and coaching assistants, who can evaluate delegates on their strong points and areas where they need to work further.

Upon completion of all learning requirements and successfully passing their written examination and demonstration session, **participants will receive their internationally certified NLP Practitioner Certification!**

**WHY GET CERTIFIED WITH US? THIS IS  
HOW WE ARE VERY DIFFERENT FROM  
OTHER NLP CERTIFICATION  
PROVIDERS**

Contact Person:

Inderjeet Singh

+603.227.222.10

training@trainingboxmalaysia.com

## **Training Style: Keeping the Workshop Realistic**

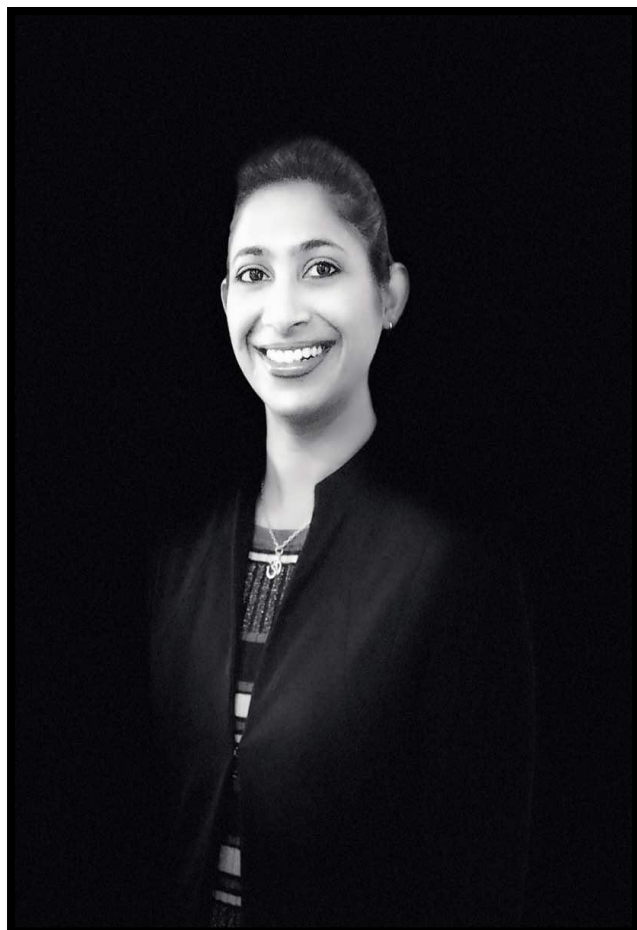


## **OUR KEY DIFFERENTIATION FACTORS:**

- ✓ **Key Learning Points Takeaway Cards** & pouch for all participants, who are then able to merge the knowledge from their training with their jobs.
- ✓ All questions with regards to the topic can be **communicated with the trainer** directly at any point upon completion of training via Whatsapp / social media messages
- ✓ High quality and easy to understand **training materials**
- ✓ **FREE Interventions Booklet** to help support your role as an NLP Practitioner
- ✓ **Audio materials** for pre-study
- ✓ **Stationery** provided for each participant
- ✓ **Internationally accredited certification**
- ✓ Upon completion, **you can come again for all NLP Practitioner Certification programme for FREE** to sharpen the saw
- ✓ **Opportunity to join The Box as a Coaching Assistant** for upcoming NLP Practitioner Certification programmes
- ✓ **Comfortable venue** at a strategically located 4 star hotel
- ✓ **Life-long support** with questions regarding the content of the certification programme
- ✓ **Life-long support** with regards to setting up a new business as a trainer/practitioner
- ✓ **1 FREE Coaching Session** with the trainer to help you integrate all your learnings



## NLP TRAINER'S PROFILE



### **Sri Devi Panchacharam**

#### **Education Background**

**MBA (Leadership) University of Southern Queensland, Australia.**

**B.Sc. (Hons) Business Computing, Staffordshire University, U.K. (First Class Dissertation Paper)**

#### **Certification**

**HRDF Accredited Trainer**

**Certified NLP Trainer by American Board of Neuro Linguistic Programming (ABNLP)**

**Certified NLP Master Coach**

**Master Certified in Time Line Therapy™**

#### **Professional Membership**

**Malaysian Institute of Human Resource Management (MIHRM)**

**American Board of Neuro Linguistic Programming (ABNLP) Membership Number: N36671**

**Corporate Trainer (2005 till Present)**

#### **Personal Statement**

It always takes that one day to change a person's life forever. After several overwhelming blows in my personal life, I started looking at my journey in this world in a completely renewed perspective. Harnessing the power of NLP, I managed to turn my life around. Since then, my job has been to identify the power and skills within each individual, and empower people to realise that they are truly created to be SUPERHEROES. I am extremely grateful to be blessed to serve in one of the most rewarding lines of work; to able to speak and transfer ideas whilst inspiring people. With the right trainer / coach, participants would be able to open the windows of their mind and soul and change their lives for the better. This is my calling, and this is what I am here to do.

#### **A Little More About the Trainer**

After a series of challenges in her personal life, Sri decided to explore the world of NLP. Within 4 months of receiving her NLP Practitioner certification, she realised that applying the NLP tools and techniques changed her life dramatically. Sri now conducts free NLP Breakthrough seminars monthly which are open to everyone across all walks of life, with the intention of empowering as many individuals as possible. As a Certified NLP Master Coach, she also offers 1-1 coaching sessions to her participants who need that extra boost to achieve their goals. She has worked with over a hundred companies across Malaysia and Brunei; namely, Petronas ICT, Phillip Morris Malaysia, IJM Berhad, Panasonic Malaysia & India, Amanah Raya, DRB-Hicom, HeiTech Padu, Dominos



## NLP TRAINER'S PROFILE

### NLP Practitioner Certification Programme



#### Training Style: Keeping the Workshop Upbeat!

Anyone who is familiar with Sri will know that training is not just another job for her- it's her passion. Her trainings are focused on creating a purposeful impact, flavoured with sensible humour whilst maintaining the element of fun and excitement throughout the programmes. She also relates to her audience well, by using current and relevant case scenarios. After every break, participants are given an opportunity to engage in endorphin and adrenaline stimulating activities to ensure high concentration levels throughout the training.



#### Hands-On Training Activities

Participants are encouraged to think, expand their thoughts, create new ideas and step out of their comfort zones. In her workshops, everyone has a voice and discovers new dimensions of themselves. There is never a dull moment in Sri's workshop. Every primary concept is immediately supplemented with a hands-on activity, discussion, presentation or quiz. This is to ensure that the participants leave the training with a clear idea on what they need to do when they return to their jobs.



#### The Star Reward System

All participants who have attended Sri's training would be very familiar with the 'star' system. She uses this interesting method to keep her audience engaged to maximise their absorption rate of learning in the workshop.





## What people are saying!

**"The training has really helped us to get the building blocks that we need to manage smarter and better. Great job! Well done!"**  
CEO, Sports Direct

**"Energetic, great flow"**  
Senior Manager, East Spring Investments Berhad

**"Well prepared & awesome"**  
Manager, Lembaga Tabung Haji

**"Very informative & engaging"**  
Assistant Supervisor, Bank Negara Malaysia

**"Sri gave a really great presentation, very clear and able to understand the topic well, gave out some really good & real life examples"**  
Business Development Executive, Percetakan Tenaga

**"The trainer was meticulous and put in tremendous effort in engaging the participants. Very useful and effective"**

Lawyer, Agility Logistics

**"Thank you for keeping up with the momentum and also keeping it interesting. It is very useful for my jobscope"**  
Associate, PIDM

**"Thumbs up for the trainer, Ms Sri. She made me very comfortable. Excellent time management and fully covered all the topic within the time frame. Great and useful tips to practise in our routine life"**  
Clinical Instructor, Pantai Hospital Kuala Lumpur

**"One of the best trainings I have attended. The trainer, Ms Sri was excellent. I learnt a lot and also enjoyed at the same time"**  
Customer Care Assistant, Columbia Asia

"You are defined by your magnetism. It is that dynamism oozing from your eyes and that sincerity radiating from your soul, which can only be moulded from within..."

**Sri Devi Panchacharam**

- ✓ **CERTIFICATION AUTHORITY**
- ✓ **CONTACT INFORMATION**



### **CERTIFICATION AUTHORITY**

Our NLP Practitioner Certification is internationally recognised by the world's largest NLP authority, the American Board of Neuro Linguistic Programming (ABNLP). Based on the core tools and techniques as created by Richard Bandler and John Grinder, ABNLP has certified the largest number of NLP Practitioners in the world.

### **TRAINING DATE**

6,7,8,9,10 & 11 July 2021

### **TIME**

9:00am – 6:00pm (Breakfast, lunch and tea break provided)

**VENUE:** Concorde Hotel, Kuala Lumpur

**Investment:** RM5,099 per person

Group (2 and more): RM4,900 per person

### **TRAINING REGISTRATION**

Register now at our website  
[www.trainingboxmalaysia.com](http://www.trainingboxmalaysia.com) or

Please send an email to  
[training@trainingboxmalaysia.com](mailto:training@trainingboxmalaysia.com) containing your

- Full Name
- Contact Number
- Job Designation
- Company

### **Contact Person**

Mr. Inderjeet Singh  
03-22722210  
012-670 2030

### **Payment**

Public Bank Berhad

**Bank Account Name:**

The Box Solutions (M) Sdn. Bhd.

**Bank Account Number:**

3186200106