

# *At Last! !*

*The NLP Training for People Who Present to Others:  
CEOs, Managers, Trainers, Lawyers, Salespeople and ...*

## **Presentation/Speaking Skills**

With

# **MICHAEL GRINDER**

International Master NLP Trainer

*Michael's Only Appearance in Los Angeles!*  
**A Special Two-Day Intensive July 10th & 11th**

### **You Will Learn To:**

- Utilize Powerful Non-Verbal Cues to Handle Hecklers & Talkers
- Move Beyond One-On-One Rapport Template to Group Rapport Effects
- Recognize & Utilize Group Leaders In New Ways to Persuade Others
- Create Uses for Props & Group Metaphors for Influence
- Use Your Hands and Eyes To Control Group Behavior
- Use Gestures to Signal The Group's Unconscious

(No Previous NLP Training Required)

**COST:** \$225.00 Prepaid \$250.00 At the door **LOCATION:** Airport Marina Hotel

## **NLP 24-Day Certification Training**

**Begins in October**

**10 Powerful Weekends**

## **NLP Master Track - Custom Designed**

**Begins In September**

**International Trainers**

**Registration Begins May 1st, 1993!**

**CALL (310) 288-6655 TODAY!**

**NLP TRAINING INSTITUTE OF LOS ANGELES • P.O. BOX 2244 • MALIBU, CA 90265**

NLP Training Institute of Los Angeles  
PO Box 2244, Malibu, CA 90265  
(310) 288-6655

Dear *Diane*

We congratulate you on your choice to join us for the upcoming 2-Day NLP Intensive for Persuading and Influencing Groups with Michael Grinder. Participants often report dramatic results from even a brief NLP training.

Your balance for your prepaid discount is \$ 200. If you have already sent this amount or are paying with VISA or MASTER CHARGE, please disregard this reminder. In order to ensure the prepaid discount your payment in full must be received by July 8th; the cost is \$250.00 at the door.

The Training will be held at the following location:

Airport Marina Hotel - Kent Room  
8601 Lincoln Blvd.  
(Corner of Lincoln & Manchester, near LAX)

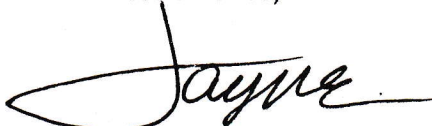
The schedule is:

Registration will be held:  
9:15AM - 9:45 AM --Saturday, July 10th, 1993

Training Hours:  
10 AM - 5:30 PM -- Saturday & Sunday, July 10th & 11th

Please fill out the enclosed registration card and return with your payment or at time of enrollment. We look forward to your participation in this most exciting weekend. If you have any questions, please call me.

Best Wishes,



Jayne Brown  
Executive Director  
(310) 288-6655