

Introduction to Neuro-Linguistic Programming:

Communication skills that will change your mind!

Two days of fantastic learning and earn 16 Contact hours

Ever wonder what people like Tony Robbins, Oprah Winfrey, Steve Jobs, Barack Obama, and Steven Spielberg say when they are asked what helped make them excellent at what they do? For them, and many more, the answer is Neuro-Linguistic Programming or NLP.

NLP is a common-sense perspective on human change based in how our nervous system works. Built on the amazing abilities of Milton Erickson, Fritz Perls, and Virginia Satir, NLP is a skill set that will make you better at what you do, and better at helping others achieve the change that want and need. If you are a mental health clinician, NLP will improve your ability to:

Establish rapport and impact the behavior of others.

See your client's non-verbal communication by improving your sensory acuity.

Utilize a person's neurophysiology, mood and unconscious needs to help them change.

Communicate in a way that changes the nervous system and behavior.

Integrate all this into your personal approach, and skill set.

As a clinician, NLP will make you more effective at what you already do. If you're ready to dramatically improve your clinical, supervisory, and management skills, it's time you had the same training that executives at Coca-Cola, Chase Manhattan, American Express, IBM, and multiple government agencies have had!!

Workshop outline

1. Sensory Acuity

Assumptions

Visible unconscious, and autonomic responses:

Seeing vs looking

Seeing vs listening

Face, Body, Movement, and Eye Accessing Cues

Practice

2. Rapport

Metaprograms

Linguistic vs Nervous System Rapport

Matching and pacing the Nervous System

Method Acting the other person

Practice

3. Perception and Communication

The nervous system and perception

Seeing their map of the world

Representation, leakage, and what they do

Practice: change focused technique

4. Outcomes and Flexibility

Well-formed outcomes

Positive future focus

Dovetailing

Practice: change focused technique

5. Communication Patterns

Story and metaphor

Reframing

Time line

Attitudes, values and beliefs

Practice: change focused technique

Learning Objectives:

1. Participants will understand the principles, and assumptions of NLP that serve as the foundation for understanding non-verbal communication, rapport, and effective communication.
2. Participants will display competence with sensory acuity, and establishing rapport, and know how to use these skills to move toward an outcome, clinical or otherwise.
3. Participants will understand the basic strategies of NLP for change. They will display the ability to utilize the communication patterns of NLP to change nervous system function, and clinical outcomes.
4. Participants will verbalize, and display the ability to incorporate NLP concepts into their personal work, and skill set. The focus will be on integrating NLP skills, and concepts into the participants already existing approach and abilities.

Cost:

\$350 per person and space is limited. If you wish to attend this training, call Sioux Falls Hypnosis at 605-310-0341 to begin your registration process.

Location:

All Sioux Falls training is held at the Lumber Exchange building conference center on 101 South Reid Street. The Lumber Exchange building, sometimes called the CNA building, is located downtown, within easy walking distance of four different hotels. The conference space is comfortable and private with excellent parking right across the street. Other training locations listed on the training page.

Continuing Education:

Counselors

The South Dakota Counseling Association has been approved by NBCC as an Approved Continuing Education Provider, ACEP No. 2042. Programs that do not qualify for NBCC credit are clearly identified. The South Dakota Counseling Association is solely responsible for all aspects of the programs.

This organization, The South Dakota Counseling Association approval ID 1058, is approved as a provider for continuing education by the: South Dakota Board of Social Work Examiners.

Rebecca Christiansen LPC-MH, LPC, NCC-ACEP Administrator

South Dakota Counseling Association P.O. Box 95

Aberdeen SD, 57402 sdca.counseling@gmail.com www.sd-counseling.org

Social Workers

Sioux Falls Hypnosis #1067 is approved as a provider for continuing education by the: South Dakota Board of Social Work Examiners. Social Workers will receive 18 hours of continuing education clock hours for participating in this course.

Hypnotists

The Master Hypnotist Society maintains responsibility for the program and its content. All participants will receive a certificate documenting attendance, satisfactory completion and 16 CE hours.

Refunds/Cancelations:

If a student cancels at any time, prior to the first day of training, they will receive a complete refund, minus applicable credit card, or other transfer fees. If a student does not feel that the training course fits their needs at the end of the first day, they will receive a complete refund minus applicable transfer fees. If a student completes the training, and does not feel satisfied with training, they will be refunded half of the cost of the training. Any other complaint or dispute can be addressed directly with the trainer/Sioux Falls Hypnosis.

Trainer

Daniel is a psychologist, entrepreneur, trainer, and past C-suite executive for healthcare and mental health operations across the United States. He started his career as a Professor of Psychiatry at the University of South Dakota School of Medicine. He left this position to be a founding partner and the Vice President of Operations at Curaquick, one of the nation's first retail health care chains. The Curaquick team opened clinics in seven states working with both Walmart and HyVee stores. Daniel sold his interests in Curaquick and went on to become the Chief Clinical Officer at Deer Oaks Mental Health. He was part of the management team that took Deer Oaks from 180 clinicians in 9 states to 360 clinicians in 19 states. During his time at Deer Oaks, the company went from 13 million to almost 30 million a year in revenue. Daniel left Deer Oaks to take the position of Vice President of Operations with Medoptions the nation's largest provider of behavioral health services in rehabilitation and long-term care. At Medoptions he worked with a staff of more than 800 Social Workers, Psychologists and Psychiatrists providing care in 21 states, including psychotherapy and psychiatry services. While at Medoptions, Daniel managed the integration of one of the largest mental health acquisitions ever completed, and when he left Medoptions the company generated over 90 million a year in revenue.

Daniel currently works as a consultant for corporations and private equity groups across the United States who have an interest in the mental health space. He specializes in working with clinicians, sales people, and business managers with a focus on increasing revenue through personal development, operations improvement, and staff training. He also owns, and maintains his private practice at Sioux Falls Hypnosis, and has an ownership role in multiple mental health operations nationally.

Daniel is the author of Rebels Poets and Mystics which came out in 2008 as well as his latest book, The Bigger Picture, which was released in 2021 and available on Amazon.

Certification:

This workshop will provide a basic introduction to Neuro-Linguistic Programming that you can use to work toward your professional certification in NLP and/or hypnosis with the Master Hypnotist Society (MHS). Full certification with the MHS requires 140 hours of training, and supervision. Students who are interested in full certification can discuss this directly with the trainer at the time of the workshop.

What others say...

If you want a new exciting interactive experience, look no further. Daniel has vast knowledge in this field and is able to lead your practice in a new direction that makes sense.

Kelsey Foote, Counselor

Dan is a visionary, who has the uncanny ability to make things happen. He is motivated, persistent, creative and highly effective. I recommend him without reservation!

Ellen Muntz, Ph.D. Chief of Mental Health Services VA Health Services

This weekend training has changed the way I look at my career and the world of mental health completely – to say I walked away with a set of useable skills would probably be the least valuable thing I could tell you... I can't wait to see where I'm going from here

Holly Garrett, Counselor

I highly recommend Dr. Burow. I hired him to help me through a challenging time. He's brilliant, passionate, and loves what he does. If you're looking to break through in your business or personal life, book an appointment with him!

Yoli Olavarria, CPO Leaderlync

I now see what I need to see and I understand how to achieve what needs to happen to help others decide to change. This means I have more capacity and more energy and I can bring therapy to a whole new level.

Blair Sedlacek, Social Worker

As a social worker, I feel like I read people fairly well. After training with Dan, I realized that I have a lot to learn. Dan not only explains what he teaches, but he demonstrates it through one-on-one and group exercises that give you the skills you need. If you ever get the chance to attend training put on by Dan, do it! You will not regret it!

Mollie Sanchez, MSW

As a clinical director, Dr. Burow was instrumental in shaping my approach to managing clinicians in the field. With his guidance, I developed an approach involving common sense, openness, and a commitment to both my employer and my patients.

Melissa Mathews, Psychologist

Our (hypnosis workshop) attendees raved about his cutting-edge knowledge, warm manner of delivery, and seamless transition between topics. Dan is very articulate and answers questions with ease. Many of our participants commented that the sessions were not long enough and expressed a desire to see him present during a longer time slot. He is able to break down complex topics... at a level that even the layman can understand. His enthusiasm for knowledge and his desire to share that with others makes him a top-notch presenter. SDCA is looking forward to working with him again in the future.

Rebecca Christiansen, LPC-MC, LPC, NCC SDCA Executive Director

Daniel Burow is a talented hypnotherapist and teacher. He is compassionate, creative and has tremendous integrity. I highly recommend him!

DR. STEPHEN GILLIGAN, Psychologist

Daniel Burow has shown exceptional understanding of the use of hypnosis technology to assist clients. His psychology experience coupled with traditional and non-traditional hypnosis and NLP gives him a unique platform for the understanding of clients.

SCOTT MCFALL, Hypnotist