Your NLP Toolkit
Strategies to Influence Yourself and Others with Integrity

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Dear Reader,

Thank you for downloading this report! Perhaps you’ve heard about Neuro-Linguistic Programming or NLP before, but you don’t know much about it. NLP is simply a set of tools that shows you how to run your mind – the way you think, view past events, and approach your life.

We are both life coaches, psychotherapists and trainers with private practices and we’ve discovered NLP to be the most powerful tool in our arsenal! NLP allows you to change, adopt or eliminate behaviors, as you desire. It’s a powerful tool you can use to create real and lasting change in your emotional, mental and physical wellbeing. In addition, the ability to empathize and understand other people’s choices, beliefs and actions will have a profound affect on your relationships.

We know from personal experience that it works! For example, Maria says, “I used to have the limiting belief that I ‘wasn’t cut out for tough workouts’. However, by using NLP I’m now a 6am-workout-enthusiast doing hardcore CrossFit!” And Nando says, “I not only use NLP in my psychotherapy practice, but learning NLP prior to the birth of my first child, I applied these skills to parenting for the last 22 years as well.”

In this ebook, we’ll introduce NLP to you and share some of the benefits. But that’s not all! We’ve also included a few NLP techniques that you can put into practice right away.

Please keep an eye on your inbox for more tips from us on pursuing personal and professional excellence. We would love to hear from you! Please contact us and let us know how we can support you on your journey.

Maria Connolly & Nando Raynolds
What is NLP?

Many wonder exactly what Neuro-Linguistic Programming (NLP) is and how it works. Some are even wary of it because it contains the word “programming”, which they associate with brainwashing. However, let us reassure that such is not the case.

NLP is a set of tools that shows you how to run your mind – the way you think, view past events, and approach your life. You discover that you can take control of your mind, and therefore your life.

Where Did NLP Originate?

Neuro-linguistic programming (NLP) was developed in the early 1970s by an information scientist, Richard Bandler, and a linguist, John Grinder, at the University of California in Santa Cruz. They had a desire to discover “the difference that makes the difference”.

They addressed these questions:

- Why is it that people with similar education, training, background, and years of experience achieve a widely different range of results – from excellent to average?
- What is it that makes some people excel while others don’t?
- Are they born with it or is it something that can be learned?

Bandler and Grinder looked for what made some attain excellence, while others remained average. They especially studied how successful people communicate verbally and non-verbally through body language.
The results of their work came to be known as…

**Neuro** (brain function)
**Linguistic** (communication verbally and non-verbally)
**Programming** (learning the patterns or “programs” of successful behavior).

They discovered that the brain can learn the healthy patterns and behaviors and that this can be used to produce positive physical and emotional results. They went on to uncover ways to duplicate the behavior and competence of highly effective individuals. In the process, they also identified unhealthy, unsuccessful thinking styles and behaviors.

**NLP creates a roadmap allowing you to choose thinking processes, communication styles, and forms of behavior that guarantee success.**

NLP digs deeply into mental processes we use to create specific internal states. By learning how to create more resourceful states and to “short-circuit” the ones that aren’t resourceful, we empower ourselves to behave more effectively and to generate greater options for responding to any life event. Unlike other schools of psychology that ask *why* we do things, NLP is more interested in *how* we do them.

NLP training puts you on the fast track to learning how to be excellent because you avoid the pitfalls that others have only learned through trial and error. You’ll know what works and what doesn’t work. It gives you the competitive edge, because you clearly see the “ingredients” of excellent performance and the “ingredients” of less than stellar performance.

When you study NLP, you’ll discover a body of practical techniques derived from studying the internal processing of the mind and how that processing shapes external behavior. You’ll learn how you can use mental processes to create desired internal states, such as peace, calm, strength and confidence.

Once you learn how to create more resourceful states and to “short-circuit” un-resourceful ones, like overwhelm, fear, and anxiety, you empower yourself and you can, in turn, empower your clients to behave more effectively. Outstandingly, you will possess a life skill that lets you intentionally choose how you want to respond to, not react to, any life event.
What Makes Neuro-Linguistic Programming Different from Other Approaches?

Having studied and worked using traditional therapy models and NLP, here are some of the differences we’ve discovered:

*Traditional psychotherapy uses categories of personality-type or psychopathology. NLP is process and structure oriented, not classification oriented and its focus is purely on results.*

*Traditional psychotherapy is based on classical theory of human behavior. NLP is based on ‘modeling’ rather than ‘theory’. A model is a description of how something works, without any assumption regarding why it might be that way.*

*Traditional therapy asks WHY we do things. NLP explores HOW we do them.*

*Traditional therapy views emotions and symptoms as a sign that something is wrong. NLP knows that emotions and physical symptoms are information and is curious about unlocking the message.*

*Traditional therapy views people as broken and needing to be fixed. NLP assumes that there’s nothing wrong with their clients; they simply need access to the appropriate resources.*

*In traditional therapy, behaviors equal the sum of people’s actions. In NLP, behaviors include thought structures like beliefs and values, patterns and sequences of cognition, memory, sensory representation, linguistic structures in thinking.*

*Traditional therapy views the past as a problem. NLP views the past as a framework to understand a person’s construct of the future.*

*Traditional therapy is time-consuming and progress can be painfully slow. NLP offers rapid and easy-to-learn skills that produce powerful effects in a short period of time.*

No matter what your field – health, personal development, parenting, business or communication – NLP is an invaluable tool that you can use personally and professionally, as you assist yourself and others achieve excellence in what they do.
Benefits of NLP

If you want to fast track your way to success, NLP is one of the best skillsets you can possess. It really gives you a huge advantage.

One of the most powerful life skills you can possess is the ability to control your response to people and events around you. Having personal control is the cornerstone of excellence and achievement, which is why we’re such strong proponents of NLP.

Our lives involve an interconnected system of people and a sequence of events, thoughts, feelings, actions and interactions. With NLP, you’ll develop the ability to see each element in any given situation. You’ll know which of the elements work for you and which ones don’t. And most importantly, you’ll know how to change the elements that don’t work.

Professional Benefits

Areas of professional life that benefit from using the skills learned at NLP training courses:

- Selling and influencing
- Managing and motivating
- Coaching and therapy
- Negotiation and conflict resolution
- Interviews and recruiting
- Leadership, team building and performance
- Corporate communications, presentations, advertising and marketing
- Strategic planning that aligns corporate goals with staff performance
To illustrate who can benefit from NLP training courses, let us share a few examples.

**Jim was desperate to make his new job as a salesman work.** He desperately wanted to build trusting relationships with his customers so they felt good when they got home with their purchases. But he was having trouble communicating with them. He was so shy. The manager saw Jim’s efforts, called him over, put his hand on his shoulder and said, “You’re doing a really good job, Jim. I’m going to enroll you in a NLP course. I learned a lot and I think it’ll help you, too.” Jim had no idea what NLP was, but he admired the manager’s leadership qualities.

**Beth had her hands full with her 8th grade students.** While a few wanted to learn, the majority followed the lead of the disruptive, “cool” kids. She was losing control of her classroom. During her summer break, she studied Neuro-Linguistic Programming. She applied what she learned and was amazed at how easily she could instantly grab and hold their attention. Now the students actually respected her.

**Mark was overwhelmed with his promotion to Manager.** He knew the staff was capable of so much more, but they were being sidelined by petty rivalries. He needed to bring them together as a team. But how? He was younger than many of them. How could he get them to listen to him? Mark found the answer in NLP.

**Carol was thrilled when she opened her private practice.** Now, after a year, she was feeling inadequate and ineffective. People were coming to her with problems she’d never dreamed of handling. They were relying on her to help them. She wanted to help, but her own lack of confidence was getting in the way. Then a friend suggested she try NLP. She did and is thrilled with the results.

This is just a snapshot of the professional benefits of NLP. And as NLP trainers we’ve noticed that most people are drawn to Neuro-Linguistic Programming training for a specific reason. Therapists and life coaches are interested in learning how to help their clients achieve their goals. Business owners and entrepreneurs want to enhance their leadership and communication skills.

However, by the end of the training, we see how all of our participants have experienced *unexpected new ways that NLP enhances their lives.* Which leads us to additional benefits you should consider.
Personal Benefits

Since NLP enables you to dig deeply into mental processes you use to create specific internal states. When it comes to your thoughts and your emotions – can you think of an area of your life that isn’t affected? So when you master NLP techniques, you can apply them to endless areas of life.

Areas of your personal life that benefit from using the skills learned at NLP training courses. You’ll...

- Know what you want from life and you’ll know how to get it.
- Have the competitive edge in your industry resulting in career advancement.
- Quickly identify and remove the limiting beliefs holding you back.
- Master your subconscious mind so you learn more quickly and easily.
- Learn to use language with precision and elegance.
- Think more clearly and make better decisions.
- Evaluate the consequences produced by your actions.
- Master your own emotions so you handle all situations with self-confidence.
- Motivate yourself and others, even when you don’t feel like it.
- Nurture richer and more meaningful relationships.
- Have peace of mind when everyone around you is falling apart.

You already have the necessary internal resources to effectively change your life and the lives of others. Techniques learned at our NLP training courses give you the ability to choose at any time an emotional or mental state and hold it as long as you want.

One far-reaching benefit of Neuro Linguistic Programming training is the power it gives you over limiting beliefs. When you zero in on the specific area of your life that you want to improve, NLP helps you detect your current thought patterns so you can uncover any self-limiting beliefs that are hindering you from achieving your goal.
You may not even be aware of your limiting beliefs, nevertheless they do exert a powerful influence over you. Deep down you may believe that you’re not as good as other people or that you don’t deserve happiness or success. With NLP training you expose these limiting beliefs and better yet, learn to transform them into more positive, affirming beliefs.

Neuro-Linguistic Programming training empowers you to realize that most situations aren’t either good or bad, it’s only our thinking that makes them so. When you focus on the negative aspects of what happens to you, you start forming a limiting belief. This, in turn, causes you to attract the experiences that affirm this limiting belief. For example, if you’ve been in a bad relationship, you may start thinking that you’re doomed to only have bad relationships. So what do you attract? Bad relationships!

**Another major benefit of Neuro Linguistic Programming training is how it improves every relationship in your life.** We all have a tendency to think that our way of seeing things is the right way, which can create communication breakdowns at every level. However, NLP helps us to appreciate that everyone, including ourselves, uses different maps or models of the world.

We all see things through different lenses, and so we behave differently. Once you understand this, instead of defending your own map, you seek to understand and learn from the maps other people use to navigate through the world.

We’ve only scratched the surface when it comes to all the ways you can apply and benefit from NLP.

**Getting Started with NLP Techniques**

In our NLP trainings we dive into powerful techniques such as building rapport, self-anchoring, using presuppositions, understanding representational systems and more. We strongly believe that the best way to learn these NLP techniques is through hands-on training and coaching that incorporates the time and space to practice your new skills.

However, we want to introduce some of these techniques to you now. Understanding how they work will hopefully inspire you to get the necessary training!
Building Rapport

“I feel so comfortable with her. She really gets me.” “I just met her, but it feels like we’re old friends already.”

Have you ever felt this way about someone? They instantly put you at ease and you’re sharing things you never thought you would with a total stranger. How do they do it?

This skill is called building rapport. And a great way to learn rapport skills is through mastering NLP techniques.

Building rapport involves three main stages – mirroring, pacing and leading. Rapport helps to build trust and effective communication with others. Remember, we communicate through body language, voice tonality and actual words.

So, let’s take these stages one at a time and imagine how you could help your child, coworker or friend feel better. Then you’ll be able to apply these exact same skills to every situation in life.

#1 Mirroring: Start with deep awareness of your daughter’s body movements and positions, her facial expression and tone of voice. As you identify each one, match or mirror the same in your own behavior subtly. If she’s slumping down in her seat and looking at the floor, do the same. If she’s speaking slowly with short sentences, do the same. If she’s breathing quickly, do the same. If her arms are crossed defensively or she’s tapping her foot, do the same.

Ask nonthreatening questions and try to find some common ground. Notice the way she speaks – the type of words she uses and the speed and tone of voice. Mirror them back to her. If you’re careful, she won’t feel like you’re mocking her. You’ll visibly see her start to relax as she feels the rapport building. This harmony and rapport will put her at ease.
#2 Pacing: Now, you can slightly deepen and slow your breathing. Lower the tone of your voice. Uncross your arms and sit up straighter. You’ll see her start to mirror your new behavior. You can now consciously start pacing a more positive body position. You’ll soon see that she unconsciously notices the shift in your body position and when she follows every time, you can begin leading her to a more positive state.

#3 Leading: Gradually and discreetly change your body posture to a more relaxed but positive state. Lift your head and increased eye contact and start smiling. Start speaking with more energy and volume, but don’t overdue it or be too abrupt, so you don’t startle her. You’ll know you’ve built a solid rapport when she relaxes and starts smiling slightly or she speaks with more animation.

Building rapport takes keen observation, suspending judgment and intentionally leading to a more positive state of mind. You can improve these skills by practicing them at every opportunity and being aware of their effect. Imagine how helpful it is to know how to build rapport with someone! How could you use it to positively influence and motivate people in your life?

**NLP Anchoring**

NLP teaches us that we can choose any state of mind at will. This means that you can experience peace, joy, gratitude, or relaxation no matter what is happening in your life.

Of course, this will take practice. There’s one technique that helps you access your desired state of mind more quickly – it’s NLP anchoring.

NLP anchoring usually involves a touch, gesture or word as an “anchor”, like a bookmark for a desired emotion. When the anchor is repeated at a later time, the desired emotional or mental state is quickly and subtly accessed.

NLP anchoring can be especially useful in clearing the past. Often we hold positives as random experiences and negatives as patterns. By intentionally anchoring positive experiences, the brain can also experience them as patterns, furthering brain integration.
Science demonstrates why NLP anchoring techniques work so well. Russian scientist, Ivan Pavlov, famously demonstrated how conditioning works. He rang a bell every time dogs were fed. Soon the dogs associated the smell and taste of food with the sound of the bell. So even if the food was not present, the dogs would salivate at the sound. The bell (an external trigger) caused a real physiological response (salivation) even though the smell and taste were absent.

NLP anchoring similarly causes you to psychologically associate a signal or trigger (placing your hand on your chest, snapping a rubber band, squeezing your fingers) with a physiological response (an emotion, mood, or mental state) of your choice. When you experience a negative emotion, you can trigger a positive emotion and extinguish the negative one. This allows you to choose your mood or state of mind no matter what the circumstances are.

Do you want to give NLP anchoring a try?

**Seven Easy Steps to learning NLP Anchoring Technique:**

1. Decide on the state you want to anchor. For example, being relaxed.

2. Recall a memory or imagine a situation where you experience that state of mind. Make it very detailed and vivid, using all your senses.

3. When the experience is vivid and you're in the desired state, connect it with a part of your body. For example, give your left index and middle fingers two quick squeezes with your right hand.

4. Now, open your eyes, count down from 10 to break state and distract yourself.

5. Apply the anchor by just squeezing those two fingers and check that the desired state or relaxation occurs again.

6. You may need to repeat the anchoring process a number of times to make the experience sufficiently intense.

7. Use your new anchor in a situation where you want to experience the desired state. For example, when you're feeling stressed during an intense conversation, squeeze your fingers and make sure it creates a sufficiently robust resourced state of relaxation.
NLP Presuppositions

Would you like to unlock the secret to becoming a more positive person despite the negativity around you? You don’t have to bury your head in the sand or become numb in order to cope with the daily stresses or even traumatic events. You can keep your balance, even when the world around you seems to be falling apart by using NLP presuppositions.

These presuppositions are ethical principles, beliefs or guiding philosophies that provide a positive and generative filter through which we see ourselves, others and situations in general. We pre-suppose them to be true and act as if they are true. If we obtain useful results from them, we continue to use them. Hence these beliefs become self-fulfilling.

There are many useful NLP presuppositions. Rather than listing all of them, let’s discuss a few, showing the value of each one.

#1 The map is not the territory.
You have your own map of reality. This means you interpret the world around you – what you see, what you hear, what you sense – based on your internalized map of reality, though it may not be reality at all. These interpretations determine how you experience each moment. And they form the foundation for your experience of reality in the future.

By deliberately choosing to interpret your reality differently, you change your experience of it. Your map of reality expands as you ask yourself, “How else can I look at this situation?” This gives you more choices and the flexibility to explore different points of view, which means you can counteract incorrect assumptions about how people operate and why they do the things that they do.

#2 People work perfectly.
Neither you nor anyone else needs to be fixed. When you realize that all behavior has a structure, you see that people aren’t broken. They simply need to understand the structure and find new strategies for doing what they do in order to create a more desirable outcome.
#3 People make the best choice they can at the time.
Give yourself a pass. You did your best according to the level of awareness that was available to you in that moment. As you gain awareness, you may regret past actions, yet you can overcome these regrets by gaining even more awareness.

And if someone caused you pain in the past, they did so based on their level of awareness at that time. They were trying to fulfill a certain value in their map of reality and didn’t know how else to go about it. Using this presupposition allows you to see the past hurt from a broader, more resourceful perspective that enables you to heal and let go.

#4 You already have the resources you need or you can create them.
Resources mean the internal responses and external behaviors necessary for a desired outcome. Everything a person needs to effect a positive change is already in them. Often it’s a matter of not knowing what you know. To access your full range of resources you’ll want to consider yourself in all contexts. For example, perhaps you manage your household well, so then you can use these same skills when stepping into a business leadership role.

There are no unresourceful people, only unresourceful states of mind. When you know how to change your state, you can become more resourceful. State management is the key that either opens or locks the door to the infinite resources inside you. Appropriate states match the kind of resources you desire. For example, to be in a confident state, shift your body posture, breath and self-talk to that which matches confidence. You’ll feel more confident immediately.

#5 There is no failure, only feedback.
Any skill talent or ability can be broken down into components that you can learn. It’s good to recognize that every result along the way gives you information that can cue new thinking abilities, emotional responses, and behavioral patterns. It opens the door to doing it differently next time, giving you the “I can” attitude. Every experience offers positive learning that stimulates intellectual and emotional growth.

We encourage you to try out these NLP presuppositions and see how they really can work for you. When you have a wide variety of choices and flexibility in your emotions, thoughts and behavior, you’ll be better equipped to cope with life’s ups and downs.
The more you know yourself, the better your decisions will be and the richer your life will become. Learning the NLP Representational Systems can greatly accelerate your ability to know how your mind really works.

Being able to identify what NLP Representational Systems you’re using, helps you unlock and access a wealth of information inside you. It helps you understand the way you internally represent your everyday experiences.

Knowing how you process information and how you perceive and interpret your experiences can help you influence yourself in a more effective way, and you’ll also understand others better. When you’re teaching a new concept – to a coaching group, your employees or even your children – but there’s one person who just doesn’t seem to grasp the concepts you’re trying to convey no matter what you do or say. You know she wants to get it, but she’s struggling, and you feel so frustrated.

Discovering her VAK learning styles should be your first step. Understanding them will help your communication be far more effective, whether you’re speaking to a large audience, a small group or one-on-one.

NLP Representational Systems are made up of five modalities or senses – Visual (sight), Auditory (sound), Kinesthetic (touch), Gustatory (taste), and Olfactory (smell). These are the neuro part of Neuro-Linguistic Programming. Through these senses your brain codes, stores and gives meaning (or language) to your experiences. This is the linguistic part of NLP.
We all have preferences in the way that we learn, whether we’re aware of them or not. Great communicators understand these different learning styles or NLP representational systems. It’s this understanding that allows them to relate to people more deeply and effectively.

Let’s examine the VAK learning styles – visual, auditory, kinesthetic or digital – so you can learn to adapt to the VAK learning style your client, employee, child or friend predominantly uses and how you can reach her more effectively.

**Visual people tend to:**

- Do and say things quickly, because they have movies playing in their minds, which cause their thoughts and conversation to jump around a lot.
- Visualize the big picture concepts in order to remember and make decisions.
- Prefer person-to-person interactions so they see how the other person reacts.
- Speak in a higher pitch.
- Sit erect on the edge of their seats with their eyes up.
- Gesture a lot.
- Be neat, organized and well groomed.
- Find it difficult to remember verbal instructions because their minds wander.
- Breathe more shallowly from the top of their lungs.
- Say, “I see what you mean” or “I get the picture”.

People with the visual learning style need color coded materials such as maps and flow charts. Use checklists, flashcards and note cards so they can organize their thoughts. And as much as possible incorporate images, photos, drawings so they can grasp hard-to-understand concepts.

**Auditory people tend to:**

- Do things rhythmically.
- Speak in a mid range level.
- Be aware of subtle changes to the tone of voice.
- Be able to repeat instructions back to you easily.
- Be distracted by noise.
• Love to converse and are excellent listeners.
• Use some hand gestures and they tilt their head to one side in conversation.
• Memorize things in sequence.
• Like to be told things and hear feedback in conversations.
• Breathe from the middle of the chest.
• Say, “that rings a bell” or “that clicks”, or “I hear you”.

People with the auditory learning style need to be engaged in conversation about the subject. Ask her questions and have her summarize the material back to you. Provide recordings of all your sessions.

**Kinesthetic people tend to:**

• Do and say things slowly, because they need time to get in touch their feelings.
• Speak in a deeper voice and have long pauses between statements.
• Learn by doing.
• Respond well to being touched.
• Choose comfort over fashion.
• Make decision based on their feelings and are interested in how you feel.
• Stand close to people so they can feel the person’s energy.
• Memorize by walking through the process or doing it.
• Breathe from the bottom of their lungs.
• Say, “I want to get a handle on it” or “get a grip”.

People with kinesthetic learning style respond well to checklists and diagrams they can physically copy and trace. They especially like textured paper and a variety of writing tools that feel good to write with. Role playing and tactile objects help them learn concepts. And body movement such as snapping fingers and pacing helps them remember better.

**Digital people tend to:**

• Need to make sense on their world.
• Talk to themselves and carry on conversations in their mind.
• Place a high value on logic and detail.
• Avoid spontaneity and are more reserved.
• Memorize by steps and procedures.
• Be less emotionally attached to outcomes.
• Breathe from the lower abdomen.
• Say, “that’s sensible”, “that computes with me”, or “let’s analyze this”.

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People with the digital learning style need facts, figures and logic so they can work things out for themselves. Give them plenty of time and space to work things out in their mind.

You have a predominant or preferred representational system, although this can change depending on what’s going on in your life. For instance, some people learn better if they can see it, while others learn better if they hear instructions, while still others need to get the feel for how to do it, or to make sense of it. **People who excel in life and business have learned to tap into the power of all the representational systems so they can choose the one that’s most appropriate for any given situation.**

What are your preferred NLP representational systems? Are you a visual person? Or do you rely on auditory cues mainly? Perhaps you navigate life through your feelings or the kinesthetic system? Both in your personal and professional life, understanding VAK can make the difference in being more successful, creating better outcomes and feeling more skilled in any kind of negotiation.

**Empower Your Leadership with NLP Training**

The truth is learning NLP techniques requires time and effort. But if you commit to practicing them they’ll become second nature and you will reap many beautiful and unexpected benefits.

**A quick word of caution – not all NLP training is alike.** Since the late 90’s NLP training standards have deteriorated. A person can even obtain a ‘practitioner certificate’ by sitting a required number of hours or day in a training room and listening to someone talk about NLP. Would you entrust your life to a surgeon who only sat through lectures on brain surgery, but had never performed it? Not hardly! The same goes for NLP training, since it’s a powerful tool that enables you to alter your entire course of life.

Our [Neuro-Linguistic Programming courses](http://www.instituteforprofessionalleadership.com) aren’t book learning. We offer highly-experiential courses, so you get hands-on guidance and feedback from your qualified NLP trainer. We limit the group size so you get all your questions answered and you become highly skilled. Take a look at our [training calendar](http://www.instituteforprofessionalleadership.com) to learn about our upcoming NLP trainings – for beginners all the way up to masters. If you have any questions, contact us and feel free to ask us anything.
Maria Connolly, MS, LPC, CHT, GCFP

Maria is a Master Practitioner and trainer of Neuro-Linguistic Programming. She has a passion for provoking thought and inspiring action toward living more authentically and successfully.

In the past several years, Maria has broadened her skills to include modalities that enhance and build upon NLP technology. Among the most extensive are Hakomi and Sensorimotor psychotherapy, Self-relation/Generative psychology and Ericksonian Hypnotherapy. The most recent addition to Maria’s tool kit is The Feldenkrais Method of Somatic Education, a natural extension of the principles of NLP and a great somatic approach to both personal and professional development.

With over 15 years experience working with women, she developed the program: Women’s Empowerment & Self Leadership, which contains powerful tools to change unconscious limiting beliefs and promote personal and professional mastery. She is also the co-author of the Life in Balance: The Seven Keys, a comprehensive wellbeing and skill development series. As a presenter and educator, she has both the warmth and the depth to provide practical take-away value in a lively and entertaining way.

In addition to training, Maria currently maintains a private therapy, coaching, consulting and mentoring practice in Ashland, Oregon.
Nando Raynolds MA, LPC

Nando brings 25 years of counseling experience and his own personal integration of material from Hakomi, NLP, and Energy Psychology to his work.

His interest in blending the wisdom of the mind and body has led him to study and teach T’ai Chi and qigong for 30 years. In addition, he has his 5th degree black belt in Karate and his third degree black belt in Kenpo. He has practiced and taught massage, and Contact Improvisational dance.

His MA is in Transpersonal Psychology and he’s committed to bringing practical spirituality to his teaching, consulting and coaching.

Nando is the Clinical Director of the Community Counseling Center of Ashland, a low fee counseling center where counseling interns train and practice while accumulating the experience needed for their next step towards state licensure. In addition, he is an adjunct professor at SOU. He’s published a book and DVD on T’ai Chi and a self-help workbook: Transforming Your Inner Critic Into an Inner Coach.

As a presenter and trainer, he is known for his clarity, enthusiasm and humor. He’s excited to help people integrate their work with their core values and to develop the skills that will make them outstanding in their fields.