

WHAT IS NEURO-LINGUISTIC PROGRAMMING?

Neuro-Linguistic Programming is a system for understanding and utilizing communications that produce positive change and personal growth. As an applied science, NLP offers specific procedures for education, training, business and therapy. NLP is built on the disciplines of linguistics, psychology and neurophysiology. NLP is distinct from other models or theories of communication and psychology in that it provides the user with the "nuts and bolts" of communication and change.

According to *Psychology Today*, "People Who Read People," '79, "What the NLP developers accomplished was to reduce to formulas...how a person takes in sensory impressions, mentally organizes them in cognitive processes like memory and decision-making, and then translates the sequence into a response."

"Stephanie's knowledge of NLP and its applications is deep as it is broad, and best of all, if you're willing to open yourself up and learn, she can help you learn and use it too. As a Realtor, the NLP skills I learned from Stephanie help me quickly establish rapport, the critical first step in developing a great relationship with my clients. Knowing a clients' processing sequence, has also proven of extraordinary value in facilitating communications and building trust. There's no sense talking 'til you're blue in the face to someone who needs to see a chart or picture!"

- Andy Kraus
Realtor, Entrepreneur
Rockville, MD

STEPHANIE SHIPPER has successfully taught physicians, mediators, CEO,s, managers and those seeking personal and professional growth for 20 years in England, Canada and the United States. She is one of 139 persons internationally certified as a Trainer of Neuro-Linguistic Programing (NLP). Stephanie additionally holds certifications in Ericksonian Hypnosis and Applied Control Theory (Reality Therapy) and is trained as a Gestalt Therapist and Drug and Alcohol Counselor.



STEPHANIE SHIPPER
5512 Ventura Dr.
Durham, NC 27712
sshipper@mindspring.com
office (919) 620-6564
cell (919)572-2215

EXPERT OUTCOMES
proudly presents...

CONSUMMATE COACHING

Consummate Coaching...a Peak Performance based approach to coaching..adding light years, depth and decisive direction to the way you do business.

Leadership and management style analysis is conducted through the techniques of NLP, a set of communication strategies which are required training for all U.N. Diplomats and 70% of Fortune 500 Executives. Ms. Shipper helps clients transfer analytical skills to determine the way they and others subconsciously think, make decisions and resolve problems.



STEPHANIE SHIPPER
5512 Ventura Dr.
Durham, NC 27712
sshipper@mindspring.com
office (919) 620-6564
cell (919)572-2215

DEFINING CORE VALUES

Creating Your Own Personal Mission Statement And Guiding Principles:

In Stephen Covey's work, *The 7 Habits of Highly Effective People*, Covey states that truly effective people make decisions aligned with their operating intrinsic values. Many situations which cause distress and conflict in the workplace are those constituting a conflict with core values. For example: A supervisor whose values include a strong work ethic, order, fine detail and group process, will find it difficult to work with a highly creative individualist who works most effectively without time constraints, primarily alone and prefers a 'big picture' approach.

The Difference: How Will This Change the Way I Lead and Manage?

Managers who understand their own personal 'bottom line' (what they intrinsically value) make decisions with ease, without confusion and experience a sense of positive direction, enthusiasm and sense of "I know where we're going and how we'll get there."

RESULTS IN ACTION

"It is our policy to rigorously evaluate the impact of coaching/training provided by subcontractors. It pleases me to inform you that you have been ranked Number 1 in our 1999 evaluation of subcontractors. We commend you for the quality of your content, your ability to teach the content and the lasting impact the training has had on our organization. We have found that employees who worked with you are:

- better able to negotiate constructively and protect corporate interests in critical discussions with external customers,*
- more confident in their ability to deal with a variety of situations and personalities,*
- better able to lead groups to outcomes that are in the company's highest interest and*
- able to self-correct their own behavior to assure professional interactions."*

Maria Dotson
Vice President, Quintiles Inc.
RTP, NC

How Are Values Determined?

Values are determined through a process known as Peak Performance Modeling. Utilized by the U.S. Olympic Diving Team to model the performance of Greg Louganis and the U.S. Army strategic sharpshooters, values are determined through an in-depth analysis of responses to intensive questioning and patterns of cues noted in breathing. These cue patterns include energy changes and fundamental tonal shifts. Each person has a set of clear markers which can be seen, heard and experienced. These markers clearly demarcate the individual's "Zone" (or Peak States). Stephanie's expertise includes 20 years experience as a Peak Performance Modeler. She conducts the values assessment in the context of the introductory coaching session.

IN-DEPTH REASONING/ MANAGEMENT STYLE STRATEGIES

Each Individual is comprised of a number of discreet attributes which describe their personality, reveal how they process information, their leadership style, time orientation, problem resolution strategies and orientation towards groups and individuals. In order to create a balanced and cohesive management interface, each manager needs to understand personal and team "hot buttons," basic operating style, and types of expertise required to supplement style in a management team.

What Improvements Can I Expect?

Leaders and Managers rapidly experience:

- Qualitative improvement in their understanding/respect of differences in others approach to thinking/decision-making.
- Increased clarity of how to conduct business and create understanding with others with different working/learning styles.
- Rapid analysis of problem situations, and the knowledge of how to restore sanity to negotiations/conflicts between employees and clients.

"Stephanie Shipper has had a profound impact on our professional and personal lives. She has helped us solve some incredibly difficult business dilemmas. Her skills and techniques are nothing short of miraculous. We highly recommend her services as a cost effective solution to business and interpersonal problems."

Joe & Terry Graedon
Authors of the Best Seller
The People's Pharmacy