

So, what is NLP anyway?

NLP can guide you on your journey and give you techniques and strategies to develop your business, career and personal life.

- Making Life Easier
- Increasing your Confidence
- Creating Work/Life Balance
- Improving Communication Skills
- Building Instant Rapport
- Growing your Self-Esteem
- Body Language Techniques
- Dispelling Limiting Beliefs

Helping to nurture your business, bringing you more productivity, sales and success

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So, what is NLP anyway?

A brief explanation of
Neuro Linguistic Programming

TBC have taken the most powerful and successful techniques of NLP and adapted them to fit the education and corporate environment.



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So, what is NLP anyway?

Neuro Linguistic Programming

Often referred to as Magic! If you are not using it you are loosing it!

Neuro-Linguistic Programming (NLP) is an approach to communications, personal development and psychotherapy. This can be applied to all areas of life and used for many different outcomes including to teach and apply effective communication, ensure continual personal development, enhance learning, encourage a greater enjoyment of life, improve negotiation and sales results and improve rapport and relationships.

NLP was developed in 1972 by John Grinder, the then Assistant Professor of Linguistics at the University of California along with Dr Richard Bandler, a psychology student at the same campus.

Dr Bandler and Grinder argued that the way we see the world and the way we respond to those experiences (our behaviour) is dependent on a complex set of filters. These so called filters are in essence, the programming language or source code of our brains which control our behaviour:

Neuro - All of our experience is gained from the neurological processes that govern our five senses: taste, touch, smell, sight and sound.

Linguistic - The language we use can affect the way we experience our worlds.

Programming - Programming is a way of controlling the outcome of something. Using NLP, one can predetermine excellence by adjusting the language we use.

See how NLP can benefit you

NLP techniques can be applied to all areas of life, including:

- * Education
- * Sales
- * Marketing Business
- * Negotiation skills
- * Personal Development
- * Leadership and Management Skills
- * Team Building

NLP techniques can be used to:

- * Teach and apply effective communication
- * Ensure continual personal development
- * Enhance learning
- * Encourage a greater enjoyment of life
- * Improve negotiation and sales results
- * Improve rapport and relationships



Teresa Bulford-Cooper

Your trainer Teresa Bulford-Cooper, has been an NLP business trainer and coach for over 14 years. Formerly working in London's Harley Street and now based in Crediton, Devon. Teresa was nominated for International Coach of the Year and listed in the top three for the prestigious NLP International Coach of the Year.

Teresa works with award-winning companies and individuals in many different sectors. This encompasses individual start ups, small and medium sized businesses and large

multinational corporations.

Reflecting on the high standard and success of her work, Teresa says *"As a trainer well versed in NLP, I can take a client to another level, having the knowledge to dig deeper and really get the best results for everyone I work with."*

Teresa studied with one of the co-founders and world leaders of NLP, Dr Richard Bandler in both London and the USA and is one of his International NLP Trainers.

What our Customers say;

"Teresa is great at engaging and bringing people together in an environment to learn. She is challenging and caring, encouraging people to be the best they can be. Her openness, honesty and interest in others makes for a great supportive space for development."

- Natalie, Met Office, Exeter

"From the moment she introduced herself, we all felt at ease and were all certainly relaxed by the time she left! We all jumped at the chance to take part each time. As well as feeling relaxed during the sessions, Teresa provided us with the coping tools we needed for managing stress in the workplace, which I for one have found extremely useful, not only at work but in my private life too. She really knows her stuff and I can't recommend her enough. If you are considering hiring someone for this – Teresa is definitely your lady!"

- Jess, Helmores Estate Agents, Crediton