

Erick Rainey - Programs Offered

Mobile: +44 (0) 7939 176 644

E-mail – erick@erickrainey.com

Web – www.erickrainey.com

Programs Offered:

1. **Speakers Master Class Level I:** Transformational speaking and presentation skills
2. **Speakers Master Class Level II:** Advanced speaking and presentation strategies and techniques
3. **Speakers Master Class Level III:** Tools, tips and techniques for the professional speaker
4. **Get the Edge:** NLP for peak business performance
5. **Selling isn't Rocket Surgery:** Secrets of successful selling
6. **The Magnificent 7½:** Dynamic leadership in turbulent times
7. **How to Create Your Future:** Nine quantum steps to personal achievement
8. **Accelerated NLP Practitioners Training:** Six days to NLP Practitioners certification

Speakers Master Class level 1: *Transformational speaking and presentation skills*

The No.1 factor that determines success or failure in your business is communication. How you represent yourself and your company is more important than ever. By taking part in this program you and/or your team will automatically gain a skills based knowledge that will give you a strategic competitive advantage. Learn how to:

- Establish instant rapport with any audience
- Deliver a memorable 30-second business introduction ideal for networking
- Develop genuine ways to quell the nerves when you are at the front of the room
- Gain more confidence by creating your own personal 'circle of excellence'
- Become aware and eliminate the 8 worst mistakes speakers usually make

If you ever network, submit competitive tenders, manage a team, present at a meeting or even speak from a podium, this program is for you. You will learn tried and tested speaking skills designed to give you a strong foundation. Good, solid material that you and/or your team can take away and apply immediately.

Speakers Master Class Level II: Advanced speaking and presentation strategies and techniques

This training is designed to help you develop the skills needed to create and deliver outstanding presentations. You will learn how to get maximum leverage from the front of the room. You will take away valuable cutting edge techniques that you've never heard of before.

Learn how to:

- Recognise and use 5 body language archetypes for effective communication
- Use the 4 Mat System to deliver bullet proof presentations
- Discover 4 things smart R.A.T.S. do to make people remember them
- Utilize the 7 habits of highly successful speakers
- 'Sandwich' your presentations to make them totally compelling

When you use these techniques you will become a master communicator. Result: you will rapidly establish yourself as an expert in your chosen field.

Speakers Master Class Level III: Tools, tips and techniques for the professional speaker

This course is packed full of information. It provides essential material for anyone wanting to up their game and develop themselves as a professional Keynote speaker. The emphasis of the day will be on Keynote design and the items to have in place in order to 'land that contract'.

Subjects include:

- How to design a powerful Keynote speech
- The do's and don'ts of professional Keynoting
- Essential elements for the speaker contract/agreement
- Advanced body language (very powerful)
- Get people to buy more from your product table
- Mind mapping and other memory techniques
- Why and how you should turn your expertise into product

This training is the equivalent of filling your professional speaking business with high octane rocket fuel, hitting the ignition and blasting off.

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Training & Development

Personal and Professional Strategic Coaching, Presentation Skills, Leadership, Sales & NLP

tel: +44 (0) 7939 176 644

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web: www.erickrainey.com

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Watering the seeds of your success

Get the Edge: NLP communication skills for peak business performance

"You are running the most powerful bio-computer in the world, YOUR BRAIN. The good news is: batteries were included. The bad news is: the instruction manual wasn't." Astonishingly, people spend more on software for their computer than they do on developing their own brain function. This program trains you how to use Neuro Linguistic Programming (the art and science of excellence). When you complete this program you will be able to:

- Identify and use the 5 Principles of Success
- Understand the 2 main drivers in business
- Discover the 3 key reasons why you have not been achieving your full potential
- Control the direction of any conversation
- Develop some of the most powerful rapport building skills
- Understand how behaviours at work, affect performance in individuals and organisations
- Handle stress by mastering it, before it masters you
- Communicate directly with your unconscious mind to program your brain for success
- Build confidence, let go of negativity and establish a permanent resource anchor
- Utilise 5 Criteria for goal-setting to increase your chances of success

This program is designed to help you change your internal processing in order to enhance results in your business, interpersonal communication and personal performance.

Selling isn't Rocket Surgery: Cutting edge sales techniques for the new decade

For business owners and sales professionals, selling is an inescapable fact of life. Whether you are selling a service or product you will need to adapt to the rapidly changing world around you.

Whether you are a beginner or a veteran sales person this training will enable you to attract new business and close more sales. This program has been designed to give you the tools needed to become an expert in the art of selling.

Participants will learn how to:

- Develop the successful attitude and spirit of master sales performers
- Complete 'The Sales Wheel' to raise awareness of strengths and weaknesses
- Work the 5 Step Sales Process utilizing NLP
- Listen to customers for the real message and buying need
- Understand the buyer's thought process
- Deliver a memorable 15-second business introduction
- Over come the 4 major objections with ease
- Know which method of closing to use depending on the type of client
- Learn the 4 major objections and how to deal with them

When you and/or your team learn the 5 Step Sales Process and the associated cutting-edge techniques that come with it, your company will have the advantage when it comes to winning an imminent pitch or even a direct sale. The focus in this workshop is on developing and implementing the core skills required for each one of the 5 stages in the sales process. In addition to this, you will learn specific techniques on how to create maximum leverage to help move your client rapidly towards making a decision to buy.

Note: These techniques also have multiple applications: consultative, sales direct sales and tele-sales.

The Magnificent 7½: dynamic leadership in turbulent times

This program concentrates on the 7 main areas that leaders must have in order to be effective. You will be introduced to a variety of exercises and work sheets that enhance your level of performance in each area.

When you complete this program you will have a massive increase in your levels of:

1. AWARENESS: attention, intention and attitude
 2. COMMUNICATION: there are only three types and effective leaders are good at all three.
 3. FOCUS: how get crystal clear on outcomes and objectives
 4. INTEGRITY: values, beliefs and following through
 5. COMMITMENT: loyalty, dedication, persistence, passion
 6. FLEXIBILITY: how to keep momentum going regardless of obstacles
 7. SERVICE: contribution, meaning and setting your self/team up for success
- ½. You'll have to wait till the program delivery to find what the ½ stands for

This program provides real take-away value as you and other leaders do developmental exercises that will improve your leadership performance in each of the 7½ areas. This is followed by a brainstorming session on how you can set the bar higher to raise your own personal philosophy, standards and vision.

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Watering the seeds of your success

How to Create Your Future: Nine Quantum steps to personal goal setting

"Life is too short for having an O.K. sort of year". We all make New Year's resolutions to be healthier, wealthier or wiser and yet for so many of us, those promises will either be forgotten or broken. We are hardwired from a very early age to set goals and outcomes for ourselves, yet we receive little or no training in how to develop and implement a useful program to achieve them, until now.

When you participate in this focused, fun and interactive program, you will be guided through a very powerful 8-step process involving:

- A stark examination of your work/life as it is today
- Creating the plan - setting your inner compass
- Understanding your personal timeline - how it functions and effects you
- Dealing with negative emotions and limiting beliefs using Time Empowerment Techniques®
- Neuro-visualization-Techniques (MBC)
- Keys to an achievable outcome - Goal installation in your future time line
- Next steps – mastermind group
- How to motivate yourself and have super confidence booster

This program will give you clarity and vision on the means by which you can manifest success and abundance.

Accelerated NLP Practitioners Training: Six days to NLP Practitioners certification. Full description on request

About Erick Rainey: Erick Rainey is a certified master practitioner and trainer of Neuro Linguistic Programming and Hypnosis (certified by the Association of Integrative Psychology). He is also an award-winning international keynote speaker, master trainer of Time Empowerment Techniques and a certified coach. He has travelled and lived around the world and now resides near Manchester, England with his family. He helps individuals and organisations to acquire new concepts and information via brain technologies for in order for them to evolve and stay 'ahead of the game'. He believes the best way to achieve this is through effective self-leadership. All of Erick Rainey's speeches, programs and trainings are designed to enhance personal empowerment and interpersonal communication. For more information about Erick's keynotes ask for his '*speaker one sheet*'.

Custom designed and tailored to your needs: Erick can tailor each program depending on the size and specific requirements of your group. Call him now to discuss details for bringing excellence to your organisation through training and development.

For program fees call or email direct:

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