



**Advanced Communication  
and Influencing Skills**

# Words That Change Minds

**Language And Behaviour  
(LAB) Profile Practitioner  
Training & Certification  
Course**

**Three Days**

**The Vault**

**Facilitated by**

**Grahame Morgan-Watson**

INLPTA cert. NLP Trainer & Certified LAB  
Profile Consultants and Trainer

**Rosemarie J. Morgan-Watson**

NLP Master Practitioner &  
Certified LAB Profile Consultants and Trainer

## Words That Change Minds LAB Profile Practitioner

**Three Days 9:30 am to 6:30 pm**

LAB Profile is an advanced communication skill that arises from attuned listening and objective observation.

When we want to influence somebody else we must first know the kind of language that works for them, which words will hit the mark and how they will take notice of our message.

In this intensive two day **LAB Profile Workshop** you will learn how to pick up key language patterns for how people will be more open to your communication in a particular context. Furthermore, it is information that will help you predict their likely behaviour in the same context

*The three days training will teach you how to elicit, test and utilise all the LAB Motivation and Working traits. Participants who complete the course successfully will receive a Shelle Rose Charvet countersigned LAB Profile practitioner certificate.*

*Participants will be taught how to elicit the LAB patterns using the LAB profile question-response format.*

LAB Profile is a development of NLP **Metaprogrammes**, first described by Leslie Cameron-Bandler in the 1970's and refined early 1980's for the business setting by Roger Bailey. Meta Programs are the ways in which we filter our experience. At its roots is Noam Chomsky's PhD 1957 dissertation on Transformational Grammar which has become a specialisation in the field of linguistics.

LAB profile increases your awareness of your own and other peoples perceptions, preferences and below conscious language patterns. This is information that can make your message more compelling.

*LAB Profile is valuable when:*

- *Seeking the job you want*
- *Finding the employer you want*
- *Closing sales without buyers remorse*
- *Maintaining good customer relations*
- *Making important decisions*
- *And much more.....*

**Facilitators:**

**Grahame Morgan-Watson;**

Certified Consultant and Trainer of Language And Behaviour (LAB) Profile. Master Practitioner of Neuro-Linguistic Programming (NLP). INLPTA Certified NLP Trainer. Graduate of The Feldenkrais Method®, Riso-Hudson Certified Enneagram Teacher Hons. And Authorised Nine Domains Facilitator.

Grahame draws on over thirty years of Sales, Marketing and Business Management in the Music Industry.

**Rosemarie Morgan-Watson**

Certified Consultant and Trainer of Language And Behaviour (LAB) Profile. Reg. RCSLT ASC (Voice) Dip. Psych. Couns. NLP Master Practitioner. Graduate of the Feldenkrais Method® Rosemarie draws on over twenty five years as a voice therapist and Communication Skills specialisation in the NHS and Management Business development.



# Words That Change Minds

## 3 Day LAB Profile Practitioner Certification Training Course

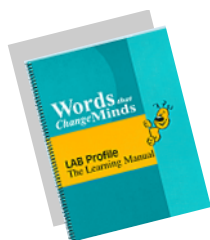
- *being more influential*
- *hearing what people aren't telling you*
- *motivating people*

Three Days: 9:30 am to 6:30 pm

Venue: The Vault, Rudgwick, West Sussex, RH12 3EF,

See web-page for dates and prices:  
[http://www.metame.co.uk/lab\\_profile.htm](http://www.metame.co.uk/lab_profile.htm)

Includes Teas-Coffee & professional LAB training manual worth £32.

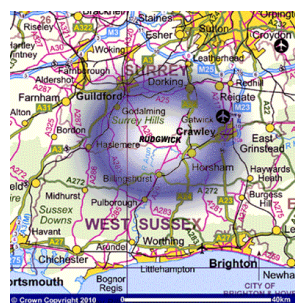


Book online or  
Email [info@metame.co.uk](mailto:info@metame.co.uk)  
Tel +44 (0) 1403 823 283

*"If we take the simplest words that occur constantly in speech and endeavour to analyze the meaning given to them, we shall see at once that, at every moment of his life, every man puts into each word a special meaning which another man can never put into it or suspect"*

G. I. Gurdjieff from P.D Ouspensky's 'In search of the Miraculous'

The Vault is our exclusive private room, especially designed to host our work in of Enneagram Workshops, Coaching, Feldenkrais Method, Vocal Awareness and NLP . The maximum workshop capacity is nine people, and participants will be welcome to enjoy our garden during rest and refreshment periods. There is a co-op in the village for sandwiches, or we recommend picking up something from M&S foods in Cranleigh Village, about 10 minutes drive north.



Location 20 Miles South of Guildford and 10 miles West of Horsham, in West Sussex, Southern England. 35 minutes by car from London Gatwick Airport & one Hour 15 minutes from London Heathrow Airport. Nearest Rail Station, Horsham. Taxi coast around £18. each way.

Accommodation choices are available on our web site : Participants will be sent full directions prior to attending. Local Bed and Breakfast accommodation start from £30. per night within a 7 minute drive. The nearest recommendations for people without a car; Mucky Duck 01403 822300 from £67. or Linacre Lodge 01403 823522, both around £70. per night and about 4 minutes drive.



+44 (0) 1403 823 283  
[info@metame.co.uk](mailto:info@metame.co.uk)  
[www.metame.co.uk](http://www.metame.co.uk)

Diffirs Church Street Rudgwick  
West Sussex RH12 3EF UK

## Booking Form and Policy

Words That Change Minds, LAB Profile 3 day Practitioner training. Date \_\_\_\_\_

Name	
House	
Address	
County	
Town	Post Code
Home Telephone	
Mobile Telephone	
Email	

Please provide contact information for additional delegates or if you wish to be invoiced differently from the above address.

Early Bird discounts only apply where a booking and deposit is made by the date stated

- Bookings will only be secured with a 20% deposit
- The balance must be paid 14 days prior to the event commencement date.
- Deposits are not refundable after 14 days, unless by arrangement with MetaMe. However, payments may be carried over to another workshop by arrangement with MetaMe.
- In the event MetaMe have to cancel a workshop, all workshop payments made will be refunded in full. MetaMe cannot be held responsible for any additional losses incurred from this action.
- A Bursary is granted to people who are in full time education, OAP's in retirement and people who are unemployed. Places are limited and MetaMe reserve the right to withdraw any offers or extend the criteria subject to application and advanced notice.
- Further discounts and special offers do not apply to Bursary bookings.
- MetaMe reserve the right to change prices without prior notice

Cheques Payable to METAME. Post to Diffirs, Church Street, Rudgwick ,West Sussex , RH12 3EF UK  
NATWEST plc 600619 a/c no. 30593476  
G C & R J Morgan-Watson t/a MetaMe