

Based in UK, with associates in four continents, speaking eight languages, SCT unleashes your potential for smarter results. Biographies of all our trainers their experience, locations and languages and so much more can be found on the website [www.smartcoachingtraining.com](http://www.smartcoachingtraining.com).



KHDA/Actvet Certified

### Wellness 3: Effortless Sales; Men's Mental Health; Motivating Minds (women)

**"Wellness at Work" is recognised as a fundamental need. These three short courses are examples of what can be learnt in a few hours to improve the wellness of your work colleagues and increase the bottom line.**

**Smart Coaching & Training** is offering these three five-hour public workshops delivered by SCT's experienced trainers. Can be delivered online and in person.



*Wellness training in Birmingham, UK*

#### Overcoming Anxiety

As human beings we have two ways to communicate with one another. Verbal and non-verbal communication. We pay a lot of attention to the verbal aspect yet over 90% of communication is outside of our conscious awareness. So we cannot, not communicate. We are always giving and receiving unconscious signals in our interactions. With that being said, imagine if your staff were able to master the way they communicate with customers. To really tune in to what they are saying verbally and non-verbally and to understand their hot spots, buying signals and deal with objections before they arise. Now some do this more naturally than others, however these are learnable skills which give real time evidence. Either they are working or not, and if not how about learning to have the behavioural flexibility to adapt on the fly and still close the sale when in the past it may have gotten away. The aim of this training is to do this by giving your staff usable skills to fine tune their communication to your customers' needs. Topics Include:

- ✓ How to Create Rapport, Rep Systems, Eye Patterns, Anchoring, Buying Strategy Elicitation
- ✓ The Timeline, Meta Programs, Handling Objections/Inoculation, Reverse Engineering

#### Men's Mental Health

For too long it has been a taboo for men to admit they have mental health issues. We are supposed to be strong and our perception is that it's a weakness to not be ok. Men can often bottle up their feelings and can have trouble expressing themselves or seeking out help for their problem. The office for National Statistics said men accounted for about three-quarters of suicide deaths registered in 2019, 4,303 compared with 1,388 women. It has very much become a silent epidemic that needs to be addressed, because one wasted life is one too many and unfortunately most of us know of at least one person who has taken their own life. Topics include:

- ✓ Why mental health issues are increasing, How to regain control and not back slide
- ✓ Spotting the warning signs, Which methods are most effective, Developing emotional resilience

#### Motivating Minds (exclusively for women)

- ✓ Are you low on energy and constantly tired? Do you often lack willpower and get up and go?
- ✓ Do you feel like you've lost your mojo? Would you feel better if you could overcome the above?

This short course has been designed for women who feel there is something missing in their life. Maybe a relationship has ended, or your children have left home, or you're on your own trying to cope with your children. It will give you all the tools you need to take back control in your life and get you moving in the right direction. This course can be run in one day but had better results with four weekly 90 minute sessions. This includes:

- ✓ Recognising your self worth, Creating more value and purpose in your life
- ✓ Learning the importance of acceptance and gratitude, How to connect to your true self.

*These courses are sometimes run as open public courses but more often are run for companies who provide up to 12 participants*

**Smart Coaching & Training Ltd**

**Whatsapp and UK +447788425688 +34 644773910 +971 5 566525970**  
[info@smartcoachingtraining.com](mailto:info@smartcoachingtraining.com) [www.smartcoachingtraining.com](http://www.smartcoachingtraining.com)  
No 8362126 Registered in England VAT Registration No 157 4257 94

#### Your Trainer



Eric Moore is a coach, an NLP trainer, Master Hypnotherapist, Nutritionist, practitioner of TFT with experience in meditation and world healing practices, Meta-Physics, body and energy work, anatomical trains and Biomechanics.

*Eric Moore is an outstanding trainer. He has fantastic communication skills, mixed with a high level of specialist knowledge and a witty sense of humour. He quickly builds rapport with all participants and can hold audience attention through the use of brilliant public speaking skills*

*Eric WANTS you to flourish, and develop the best version of yourself, for yourself. UK Sheffield Probation*

*This course was truly life-changing. I would recommend working with Eric to all. UK Social Care*

