

Experience the *dynamics of* **Gary Summers**

KEYNOTE - SEMINARS/WORKSHOPS - ENTERTAINMENT

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Conscious Awareness & Subconscious Programming

- "Unbelievable, Gary has some great ideas that can really change your life."
- "Gary was **absolutely inspiring** and had my complete attention the whole way through."
- "I would recommend that not only my family and co workers do this seminar but every living creature."
- "This was, by far, **the best seminar I have ever attended.**"
- "Entertaining and comical, kept me on the edge of my seat."

❖ The Message

Using his knowledge of Hypnotherapy and Cognitive Behavior Therapy, Gary takes his audience on an incredible journey of self-discovery by examining conscious awareness and subconscious programming. His presentations are thought provoking, entertaining, engaging and educational and provide strategies that make life better.

❖ Conscious Awareness

When you change the way you think about things – the things you think about change. Life is 10% what happens to you and 90% how you deal with it. Learn strategies that can help you deal with life's issues.

❖ Subconscious Programming

Your life is a reflection of your beliefs. These subconscious beliefs may conflict with conscious desires. Learn how to reprogram the software of your mind so you can change the printout of your life.

❖ Entertainment

Gary's stage hypnosis show is hilarious. The antics on stage will leave you clutching your sides with laughter.

expert speaker • expert performer



As a certified hypnotherapist and cognitive behavior therapist, I understand how stress causes problems in both the workplace and at home. Everyday, I talk to people who are emotionally and physically drained due to the pressures that life brings.

Emotions like fear, anxiety, anger and resentment account for 80% of all stress. In fact, studies have shown that problems fall into three categories:

1. **TOXIC THINKING:** A poor or negative attitude and chronic complaining cause anger and frustration which in turn leads to a toxic work environment and increased stress.
2. **PERSONAL & BUSINESS PRESSURES:** Deadlines, personal crises, time and money problems cause anxiety and depression which in turn leads to increased mistakes, absenteeism and ultimately stress.
3. **POOR COMMUNICATIONS SKILLS:** Not listening and improper handling of employee situations cause resentment, anger, employee apathy, disgruntlement and yes, even more stress.

In my practice, I help people to cope with stress in the following ways: 1) showing them a different way to think about life including how to recognize and correct irrational thoughts; 2) providing them with the tools to set and achieve realistic goals; and 3) creating an atmosphere of well being by balancing their personal and business lives.

My presentations focus on the individual and how to create a well balanced life so you don't end up at the bottom of a black hole now knowing how you got there or even how to get back out. They empower people with the tools and skills to create a wonderful and fulfilling life. You will leave revitalized and ready to tackle anything life throws your way.

The following presentations range from one to two hours or half and full day workshops and address the root of life's problems. Each seminar can stand alone or combine with others depending on the time available and your individual goals for the session.

The most requested and most popular sessions all deal with stress and life balance and include the first five. All of these can be customizable to fit your particular objectives. Here are the available seminars:

1) STRESS MANAGEMENT (The Mind/Body Connection)

It has been known for a long time now that there is a connection between the mind and the body. Studies have shown that stress is a major cause of chronic illness. We have also heard about the fight flight syndrome and our innate ability to handle stress by either facing it head on or running from it. Although this response served us from the beginning of time it is no longer a valuable tool. Gary takes a deep look at the common causes of everyday stress and provides suggestions and strategies on how to cope.

You will learn how to:

- * Identify the various types of stress.
- * Become aware of problematic perceptions.
- * Identify your stress triggers.
- * Understand and reduce anxiety.
- * Respond effectively to stress.
- * Constructively express emotions.

2) CONSCIOUS AWARENESS - (CHANGE YOUR THINKING - CHANGE YOUR LIFE)

Ever had an A-HA moment. You know, when that little voice in your head says...WOW, I never thought about life like that. It doesn't happen very often but when it does, it can change your life. From creating more happiness to eliminating problems, from understanding how our brains work to achieving our life goals, Gary takes his audience on an incredible journey of self discovery by examining the conscious mind and provides strategies that can make our lives better. Life is 10% what happens to you and 90% how you deal with it. Gary's message is about creating awareness of our thoughts as this is where it all begins. He says: "**When you change the way you think about things, the things you think about change.**" You will also discover:

- * The most important question you could ever ask yourself.
- * The one question to avoid asking someone because it gets you an answer you do not want to hear.
- * The one question to ask yourself so you NEVER make an assumption ever again.
- * The greatest gift you can give yourself.

3) RATIONAL LIVING - (ELIMINATING DISTORTED THINKING)

Ever found yourself depressed or anxious and did not know how you got there. This seminar takes the concepts in Conscious Awareness and builds on them by uncovering the most common mental mistakes we all make and then provides strategies to deal with them. You will also discover:

- * The biggest mental mistake we all make.
- * How to change the way you feel about anything.
- * How we sabotage our success and end procrastination.

4) SUBCONSCIOUS PROGRAMMING - (THE POWER WITHIN)

Ever wonder why we sometimes manage to talk ourselves out of things. We don't trust our judgment and therefore either procrastinate or ask for advice. We get five different opinions and we are confused and don't know what to do so we do nothing. Our lives are a reflection of our beliefs. These beliefs, usually subconscious, are the cumulative effects of life-long "programming." As a result of this past negative programming, we sometimes think and behave in self-defeating ways. This causes a conflict between our conscious desires and our subconscious beliefs. Imagine being able to change the beliefs that limit you into beliefs that support you quickly and easily. Learn how to reprogram the software of your mind so you can change the printout of your life. This presentation helps us understand and recognize conscious pushback and provides strategies that help us turn procrastination into action. You will also discover:

- * The best time to create subconscious change.
- * How to harness the power of your subconscious mind.
- * The two most powerful words to use.
- * How to talk so your subconscious mind will listen.

5) WORK LIFE BALANCE (LIVING IN HARMONY)

Living in harmony is something we all wish to achieve. Yet sometimes life can throw us something unexpected and we feel out of balance. Time seems to stand still and problems become insurmountable. Learn strategies that help you deal with the six areas of life balance (work, family, time, money, yourself and your community). Apply the six steps to life balance and create harmony in all areas of your life. Here are the benefits:

- * Learn the difference between being effective and being efficient.
- * Achieve happiness and inner peace.
- * Create stronger relationships.
- * Get perspective, set priorities and take control.
- * Feel better and have more energy.

6) YOU SAY MORE THAN YOU THINK YOU SAY (EFFECTIVE COMMUNICATIONS)

The ability to communicate at home or in the workplace is a key ingredient for personal and professional growth. EQ or Emotional Quotient has been shown to be more important than IQ or Intelligent Quotient. Having the ability to effectively deal with people is critical to individual success. Understand the most common types of communication mistakes and learn strategies to help you become a great communicator and team player. You will also discover:

- * How we communicate non-verbally.
- * The one sure-fire way to diffuse an argument.
- * How to recognize deceit.

7) NEURO-LINGUISTIC PROGRAMMING (NLP)

NLP is a communications protocol that allows you to use your brain and your 5 senses to get you more from life. It builds on the concepts discovered in Effective Communications. It is powerful and very effective to help in many situations. NLP can turn around your life and can provide techniques for total personal transformation. These tools allow all of us to create the life we have always wanted. Here is what you can expect:

- * Set the proper atmosphere for any communications.
- * Re-program your life to be more positive.
- * Understand how people process information differently.
- * Instantly develop rapport with people.
- * Create a high level of performance.
- * Quickly resolve conflicts

8) TEAM BUILDING (creating the ideal work environment)

The single biggest asset organizations have is their people and their ability to be effective. Understand the key components of teamwork through team building exercises that engage people and help them to understand the important elements of good teamwork. Through a series of well crafted games and puzzles everyone becomes engaged to create a total team effort. Learn how to:

- * Manage expectations.
- * Recognize individual efforts.
- * Create synergy among everyone.
- * Maximize individual strengths.
- * Become an effective listener.
- * Draw on individual strengths.

This presentation works well with groups having an off-site and wanting to develop more camaraderie within their organization. Using time tested group exercises participants learn insight into their co-workers personalities and gain valuable knowledge that helps them become better team players

9) CUSTOMERS ARE YOUR LIFELINE

Good customer relations are critical to any successful business. Gary has applied his strategies and ideas from his other programs to create 2 dynamic presentations. If you are in the people business, you can benefit from these seminars because Gary says, "People never remember what you said or did but they will always remember how you made them feel." This is his core message delivered in 2 dynamic keynotes.

KEEP THEM COMING BACK (Excellent Customer Service)

Good customer service is the lifeblood of any organization. With today's competitive landscape it is more important than ever to keep customers coming back. To do that, they have to leave your store happy.

Learn how to:

- Set your company apart.
- The biggest reasons why customers go elsewhere
- Develop good customer relationships
- Effectively handle complaints
- Go that extra mile and then some
- Solve customer problems so everyone wins

SO YOU THINK YOU CAN SELL (Insider secrets to winning in sales)

With 30 years experience in sales, sales training and marketing Gary delivers a powerful presentation on strategies for sales excellence. With a blend of humorous anecdotes and solid selling principles, Gary introduces a number of creative concepts such as:

- The power of NLP (Neuro Linguistic Programming) in sales and it is a very powerful influencer. (I use it in my hypnotherapy practice.)
- Most popular sales myths (there are lots)
- What they don't teach you in sales training (because they don't know)
- The hands down best price objection ever created (wow this is gold)
- Strategies to handle every existing objection (and I mean everything)
- Biggest sales mistakes (yes we all make them)