



# The Carousel of Hope & Healing

In the worst hour of a family's life...hope & healing

## 'Getting To Yes' Series

### PART 2: Discovering / Addressing Core Objections

You can only resolve the 'real' objection. This seminar, based on Neuro-linguistic Programming (NLP), offers deep language skills taught in the Harvard Negotiation seminar. These strategies go from the surface to the center of the core objection.

The strategies taught in this 2.5 hour seminar skillfully transfer how to create an emotional bond with the traumatized family, while asking deeper questions.

- Deep questions that cut from the surface to the core concern
- Discovering/utilizing the story behind the concern to grow consent
- Language secrets that create comfort while compassionately addressing delicate emotions

### Investment:

**\$1295** for your group of up to 4 Team Members.

We make this available at a time convenient for your team.

### Your Trainer for This Session:

Stephanie Shipper is a Certified Trainer of Neuro-linguistic Programming (NLP) and a Consulting Kinesiologist (IAKP). For 33 years Stephanie has specialized in Brain-Based, pragmatic applications of neuroscience and transformational linguistics to foster resilience in the lives of Doctors/Medical Professionals, Researchers, and agencies serving the public good.



### Find Out More:

Sign up through our website at <https://carouselofhopeandhealing.com>  
or contact Eric Lanphear at:

Email: [ericlanphear@yahoo.com](mailto:ericlanphear@yahoo.com)

Phone: 440-669-7760