



NAIFA - Nebraska

Action Ideas

Increasing Your Professional Power to New Levels of Excellence

[illegible]

Intra-Personal

(me/me)

- Hostility
- Frustration
- Anger
- Disappointment
- Depression

Conflicts

Inter-personal

(you/me)

Personal / Functional
(me/work)

**Energy
Drainers**





**JERRY
TEPLITZ
ENTERPRISES, INC.**

USING MIND POWER

A very powerful tool developed by John Diamond, M.D., will allow us to understand and utilize our internal powers. Diamond calls it behavioral kinesiology. I call it body talk.

Body talk is based on the concept that everyone and everything in our external and internal environment measurably affects us. Dr. Diamond says that it is possible to determine these effects immediately by testing muscle resistance. We can use this test to demonstrate that the power of positive thinking is not just an idea – that it has obvious physical effects. This test requires a partner.

Instructions:

1. Your partner faces you with one arm at the side of the body and the other arm raised out until it is at a 90 degree angle to the floor, thumb pointing to the floor.
2. Place one of your hands just above your partner's wrist on the extended arm. Place your other hand on your partner's opposite shoulder.
3. Instruct your partner to resist as you push down on the extended arm. You are not trying to force the arm down; you simply need to feel the normal level of resistance. Push with a steady pressure for several seconds; then release.
4. Keeping the same position, arm extended, your partner should think of something sad or someone disliked. Allow a few seconds for focusing on the thought. Then push down on the extended arm. It will usually go down easily, though your partner resists.
5. Wait a few seconds, then tell you partner to resume the position while thinking of something gratifying or someone well liked. Again, allow a few seconds for focusing on that image, then push down on the arm. The arm will usually stay level and strong, even if you push harder than before.



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MUSCLE CHECKING

1912 – Dr. Robert Lovett – Harvard Medical School

1922 – Dr. Charles Lowman – Orthopedic surgeon

1936 – Henry and Florence Kendall – physical therapists

1960 – Dr. George Goodheart – Applied Kinesiology

1980 – Dr. John Diamond – Behavioral Kinesiology

1981 – Dr. Paul Dennison – Educational Kinesiology

Brain Gym[®] International

Learning Disabilities

www.BrainGym.org

Energy Kinesiology Association

<http://www.energyk.org>

Masgutova Foundation

<https://www.masgutovafoundation.org/>

SWITCHED-ON SELLING AND MANAGEMENT RESEARCH REPORTS EXECUTIVE SUMMARY

In evaluating any sales or management training seminar, there is only one question that really matters: At the bottom line, how effective is it? Does the seminar result in attendees changing what they are doing? Does it change how they are doing it?

We now have the answers for both the **Switched-On Selling (SOS) and Switched-On Management (SOM) Seminars** and the strength of the positive results is impressive. The overall results show dramatic increases in participants' attitudes at the completion of the seminars. The improvements for SOS attendees were also measured a month later and increased even further.

These seminars are revolutionary because it they are not technique seminars. Instead these seminars focus on re-wiring the circuitry of the brain by using simple movement exercises called Brain Optimization Movements™.

The SOS Report (Figure 1) analyzed the powerful changes that occurred for 695 salespeople attending the seminar on the statement “I am comfortable asking for the order and closing the sale.” The analysis showed that participants’ self-perceptions of their abilities improved dramatically at the end of the seminar. The analysis also showed that participants' positive perceptions about their abilities improved even further when the participants responded again one month later and were back in the field selling.

The full report also presents the results of an insurance company study that showed how the SOS seminar impacted the bottom line.

The SOM Seminar Report (Figure 2) presents the results of a pilot study conducted on the impact of the Seminar on 21 participants. As an example, the participants' responses to the statement “I Discipline and Fire Personnel When Appropriate” increased significantly and dramatically at the conclusion of the seminar. To read both studies, go to www.Teplitz.com/switched-main.htm.

Figure 1

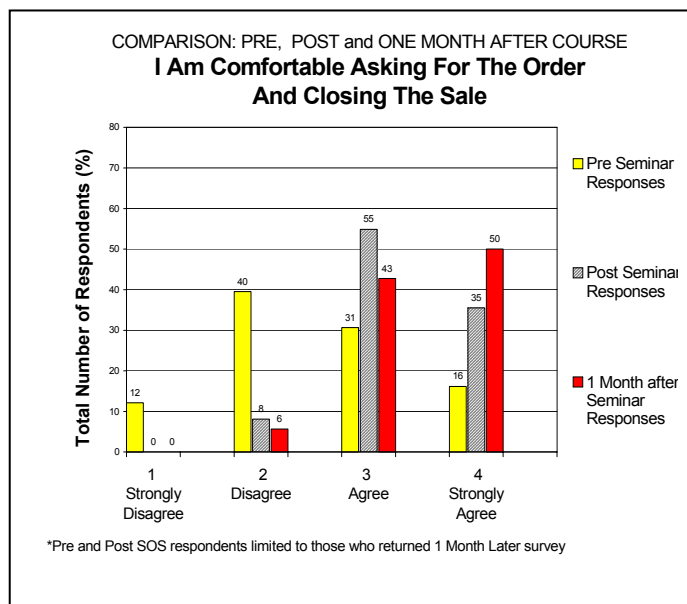
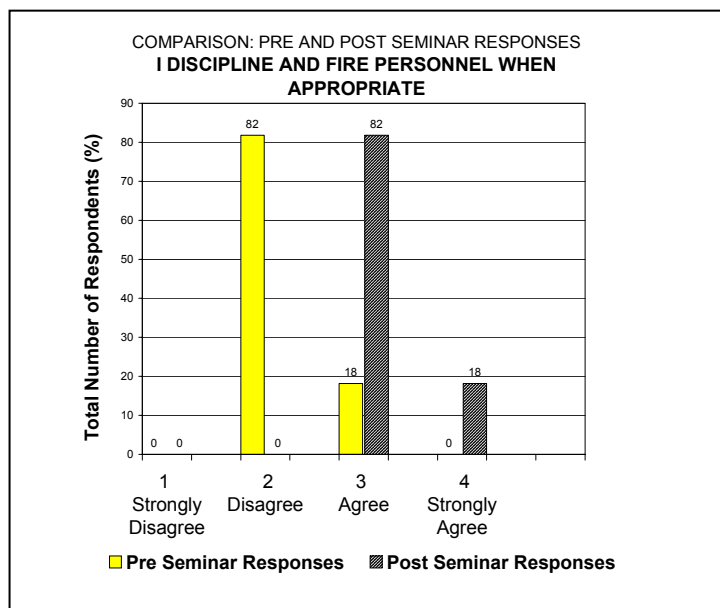


Figure 2





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TO VIEW SLIDES FROM PROGRAM

If you would like to review the slides shown during the program, you can see them on my website by following these steps:

1. Go to www.Teplitz.com
2. From the navigation bar at the top of the Home Page – choose *Home & About*
3. Scroll down and select *For Attendees Only*.
4. Find a program title similar to your title and click on the title.
6. Enjoy viewing the slides.

View First 17 Minutes

If you would like to have friends, family or co-workers experience the first sixteen minutes of what you experienced, you can go to my website at www.Teplitz.com and on the navigation bar click on Programs and Keynotes, then click on Video and Audio Demo.

To go directly to the video – click here -
<http://www.Teplitz.com/media/keynote/keynote1.html>

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We would appreciate your comments on the program on this form...

Program Date: January, 2024

Group: NAIFA -NE

Title: Increasing Your Professional Power to New Levels of Excellence

1. What's one thing you are going to use from this program? _____

2, May we please have a quote we can use about the impact of Jerry's program? _____

3. How would you rate this program **OVERALL**?

excellent

good

ok

fair

poor

Would you like to hear Jerry speak again? Yes No

If so, please choose which programs you would like to experience in the future

Switched-On Selling	Definitely	Probably	No
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Speeding to Effective Time Mastery	Definitely	Probably	No
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How to Persuade Effectively	Definitely	Probably	No
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Once a week I send out a blog on interesting things I've discovered.

Would you like to receive this free blog? Email Address

Print Name _____ Title _____

Company _____ Day Phone _____

City	State
------	-------

____ **YES!** I'm interested in hiring you to speak to my group or another organization. Please contact me.

A major source of our business is through referrals. Do you know someone in another business organization, or another association that could benefit from my programs? Thank you!

Referral Name	Title
---------------	-------

Company _____

City _____ State _____

Telephone () _____ Email: _____

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