



[Arizona Society For Professional Hypnosis](#)

www.hypnosisaz.com

[ASPH Newsletter Hyperlink](#)

Next Meeting – Tuesday, March 6, 2018

6:30 – 8:30 P.M. SHARP

Presenter – Kal Jurdi

Topic – “Sandler Sales and Leadership Methodology “

Demonstrations.... Volunteers Welcome... Invite Your Friends!

[Meeting Location](#)

[Scottsdale Senior Community Center](#)

1700 North Granite Reef Road

Scottsdale AZ 85257

Meeting Room 7

<https://maps.google.com/maps?hl=en&tab=nl>



PRESENTATION

WHAT YOU WILL LEARN:

- How prospects gain the upper hand on you during the sales process.
 - Why traditional sales approaches turn you into an unpaid consultant.
-
- Why most prospecting methods are ineffective.
 - How to avoid wasting time on prospecting that won't win any business.
 - How the Sandler seven-step sales process will help you break the rules and sell more, more easily.

WHO SHOULD ATTEND?

This event may be for you if you are:

- Tired of hearing prospects tell you they need to 'think it over'.
- Wasting time chasing networking events that do not end up winning business.
- Concerned that all your efforts to win a new client may just be unpaid consulting.
- Frustrated when prospects go into hiding?

ABOUT SANDLER TRAINING

The Sandler sales methodology fosters an attitude of leadership, rather than just emphasizing technique. Reinforcement training facilitates the development of new and empowering behaviors, attitudes, and sales skills, mapping a unique road map to lasting success.

BIO

Kal Jurdi has spent the last ten years training corporate and small businesses around the world in leadership, team building, and communication. His rich background in Transformative Learning including NLP, Experiential Training, and Landmark equips Kal with what it takes to build championship sales team.

Hello Current ASPH Members,

If you are already an active 2018 ASPH member, you are invited to join the new Facebook Group where you will be able to watch the ASPH Meetings live, or as a replay at a later time, in the Facebook group.

You can just follow this link and our ASPH Treasurer, Jodi Hert, will be approving the requests after confirming an active membership status, which means that 2018 Membership Dues are up-to-date.

<https://www.facebook.com/groups/ASPHactivemembers/>

If you are not currently using Facebook, we will communicate other online options as soon as we have details available.

Thank you,
The ASPH Board

ASPH President Sam Sterk, Ph.D., CMPC #177

Tel/Fax: 480-767-0956 Cell: 480-861-6718

Email: peakplus@aol.com www.peakplusaz.com

I want to thank my leadership team consisting of Ted Frieband, (Our VP), Jodi Hert (Our Treasurer) and Debbi Combs (Our Secretary.)

In January I outlined two main goals, namely increased membership size and conducting an ASPH conference about Hypnosis. We decided to postpone the conference planning goal for 3-4 months as we first wanted to increase our ASPH membership size. To that end, Ms. Kate Ellis heads our increased membership committee. Anyone who's interested in contributing to the efforts of that committee, please contact Kate Ellis. Ms. Jodi Hertz is improving our Facebook presence. If you know any hypnotist who is not yet members of ASPH, please invite them to our monthly meeting.

We're working to get my questionnaire properly formatted on "Survey Monkey." I'd like to ask you to take a minute of your time to complete the questionnaire and send it back to Ms. Debbi Combs at: asphsecretary@gmail.com

We had a great presentation by Mr. Wally Muller last month on the uses of Regression in Hypnosis. It was very positively received and we thank Wally for his valuable contributions, "**Higher Mind System and Regression.**" He was also kind enough to forward us his Elman style induction. Thank you Wally.

These high level and valuable ASPH monthly presentations are part of what makes ASPH such a valuable experience, all for a yearly \$35.00 membership fee. The holiday dinner party is also covered for you as

part of the membership fee. In addition, we offer Continuing Education units for attending our monthly meetings. We encourage you to join our ASPH organization, which is opportunity for fellowship and professional growth as a Hypnotist.

Thank you for attention to this matter.

Sam

Sam Sterk, Ph.D., CMPC # 177

President of ASPH

Greetings My Fellow Hypnotists...

Once again I will be presenting at the **Heartland Hypnosis** conference this April. I have been a presenter since the inception of this conference five years ago. This conference is a little different than some of the larger ones in as much as it is smaller and more intimate. Smaller meaning that there are usually about 150 attendees and more intimate meaning that there are only four presentations going on at any given time. The presentations are divided into tracks and the four tracks are Clinical Hypnosis, Stage Hypnosis, The Business of Hypnosis and a Metaphysical track. Also I say it is intimate because you truly to know everybody there, whether it be in a seminar or at meal time. This year I am presenting several topics in a couple of the tracks. In addition, **Dan Candell** and I are presenting a One Day Post-Conference class titled... "**Successful Consultation Formulas that Fill Your Appointment Book**".

You've all heard me encourage our members to attend conferences. I really want to bring that up because it's one of the best and fastest ways to learn more and expand your mind about our art and craft. Not to mention, the byproduct is that your business will grow because of this new found knowledge, and due to the fact that when you go to a conference, you usually come back fired up and with a renewed passion for what you do.

So what are you waiting for, the conference is not that expensive, flights are cheap to St. Louis, there is a free shuttle from the airport to the hotel and the hotel is great as they include a hot breakfast every morning and the conference provides lunch (so the only meals you need to spring for are dinners). Excuses are only going to hold you back from the successes that are in your future. Check out the website at www.heartlandhypnosisconference.com and make an investment and more importantly, yourself. I hope to see you there.

Yours In Success,

Michael C DeSchalit, CH, CHt, CI

Michael C. DeSchalit, CI, CH

Motivating Minds Hypnosis Center

[7301 E. 22nd St., Ste. #1-C](#)

Tucson, AZ 85710

[\(520\)270-0183](tel:(520)270-0183)

motivatingmindshypnosis@gmail.com

www.motivatingmindshypnosis.com

Advanced Hypnosis Course by Wally Muller

I will be running a basic through advanced hypnosis course in Calgary, Sept. 16 to 22. With the US dollar so much higher than the Canadian dollar it would be very reasonable for anyone wanting to learn all the facets of what I talked about at the presentation.

Since just about everyone at the Arizona society is already trained in hypnosis I thought I would make this offer.

Attention; Trained Hypnotists, Consulting Hypnotists and Hypnotherapists

For those of you that have already trained and are certified in hypnosis and since I will be running a 7 day, basic through advanced hypnosis course in Calgary, Sept. 16 to 22 I am making a special offer.

With the US dollar so much higher than the Canadian dollar it would be very reasonable for anyone wanting to learn all the facets of advanced regression and higher mind hypnotherapy.

What I am offering is the chance to take the advanced regression and higher mind on the last 5 days of the 7 day course. The cost would be \$1200.00 US dollars.

The weather is beautiful in Calgary in September and world famous tourist destination, Banff, Alberta, and the mountains are just an hour and a half away.

Wally Muller

Advanced Hypnosis/Calgary Hypnosis Academy

202 Hawktree Bay N.W.

Calgary, Alberta, Canada T3G2Z3 - [403-816-2671](tel:403-816-2671)

E-mail adhypcal@telus.net Website www.advancedhypnosiscalgary.com

National Guild of Hypnotists, Certified Instructor, Hypnotherapist and Past Life Facilitator

You too can become a NGH Certified Consulting Hypnotist and a Certified Hypnotherapist.

For information click here <http://www.advancedhypnosiscalgary.com/training.htm>

Life member of the Hypnosis Society of Alberta and member of the Arizona Society of Professional Hypnotists

TUESDAY MEETINGS – 6:30 PM – 8:30 PM

Certificates & C. E. U. Credit Hours Awarded for Attendance to ASPH members (2 credits per meeting). C.E.U Credits for National Guild of Hypnotists are submitted for ASPH members only. Members should contact NGH themselves to have their credits recorded.

ASPH FEATURED SPEAKERS

If you would like to be one of the ASPH featured speakers for this year, contact Ted Frieband, our current ASPH vice-president at TBAND1000@yahoo.com.

OFFICERS

President: Sam Sterk, Ph.D. – peakplus@aol.com

Vice-President: Ted Frieband – TBAND1000@yahoo.com

Secretary: – Debbi Combs asphsecretary@gmail.com

Treasurer: Jodi Hert – jodi@healthyhearthyypnosis.com

Technical Adviser: Glen Robinson – glenford.robinson@gmail.com

ARIZONA SOCIETY FOR PROFESSIONAL HYPNOSIS

Membership Renewal Form

RENEW YOURSELF WITH ASPH for another year by going to the website, www.hypnosisaz.com

and paying online, or:

Send a \$35.00 check, “PAY TO THE ORDER OF ASPH”

Mail to:

**Jodi Hert, ASPH Treasurer
16845 South 11th Way
Phoenix, AZ 85048**

ATTENTION ALL PRACTICING HYPNOTISTS/HYPNOTHERAPISTS

If you wish to have your “professional hypnotist” contact information listed on the ASPH website, please send your name, areas of expertise, your website address, business name, city, address and location (cross streets), phone number, email address, and a picture of yourself (optional) to Jodi Hert at info@hypnosis.com. The one-time cost is \$35.00. You can also hand all your information and payment to Jodi at an ASPH meeting.

NOTES FROM THE SECRETARY: DEBBI COMBS

Send all announcements of future events [seminars, classes, presentations, etc.] to Debbi Combs at asphsecretary@gmail.com.

A reminder ... The cut-off date to add event information to the monthly newsletter is the 13th of the month following the last meeting. Please submit your event information on or before that date via email to asphsecretary@gmail.com.

Member Newsletter Announcements should be approximately 1/4 page and ready to cut and paste into the newsletter. All newsletter announcements must be directly connected to enhancing hypnosis techniques and therapies or serve as a support to the business and profession of hypnosis and hypnotherapy.

If you submit anything to be included in the newsletter or on our ASPH website, please make sure you have not infringed on anyone else’s copyrighted material. Permission is necessary from a copyright owner to use their copyrighted material. If we believe information has possibly been copyrighted, we will want to see the permission before we will print anything to our newsletter or website.

GROW YOUR HYPNOSIS/HYPNOTHERAPY PRACTICE

To help grow your hypnosis/hypnotherapy business, check out this link:

<http://arizonaguide.com/events-calendar> . It is a monthly calendar of Arizona events that you may want to attend and hand out your business cards and meet people.

ASPH HAS OUR OWN JEWELRY

ASPH members can thank **Michael DeSchalit** for coming up with the idea, designing and creating an ASPH lapel pin. The pin has our ASPH logo and “Arizona Society for Professional Hypnosis” on it.

This pin looks really nice and can be a good little advertisement and conversation starter for your hypnosis practice. The price of the pin is only \$5.00.

A GIFT FROM KATE ELLIS

The professional lending library currently has over 900 sundries of all sorts; Books from 1913 through to 2015. We have videos, of which many I have converted into digital format of DVD's.

There are CD's, Cassettes, Magazines, Scripts and so much more. I am very pleased with the amount of training materials for basic hypnosis and related fields to advanced training and techniques.

This library is exclusive to the ASPH membership and is free... of course unless you do not return materials. When you would like to visit, simply ring me up to arrange an appointment. If you are interested in donating hypnosis and related materials, please let me know, I would be most happy to help you declutter and allow something that assisted you along the journey of professionalism.

Do Enjoy. Kate Ellis, CCht The Healing Quest (480) 695-1936

NETWORKING

The following members are available to easily network among ASPH members. If you would like to have your contact information included in this list of ASPH members, please email asphsecretary@gmail.com with your name, phone number and email address.

Debra LeBouton drdeb17@msn.com 480-264-1399

Carol Becker www.carollifecoach.com 480-800-7777

Lindsay Brady hypnotherapist@lbrady.com 480-966-8571

Sandi Graves sandi@arizonafamilyhypnosis.com 480-628-5436

James Giunta James.M.Giunta@gmail.com 732-272-7230

Phil Hamilton phil@trancepathways.com 602-330-6886

Alan Handelsman alanhand@aol.com 602-478-8346

Martha Reed martha@insightsforlife-coach.com 623 249-5888

Tina Sacchi Tina@TinaSacchi.com 623-261-6167

Sam Sterk peakplus@aol.com 480-767-0956

SOCIAL AND PROFESSIONAL NETWORKING ON THE INTERNET

www.selfgrowth.com

www.hypnothoughts.com

www.linkedin.com

www.facebook.com

www.twitter.com

ARIZONA SOCIETY FOR PROFESSIONAL HYPNOSIS

Membership Renewal Form

RENEW YOURSELF WITH ASPH for another year by going to the website, www.hypnosisaz.com

and paying online, or:

Send a \$35.00 check, ***"PAY TO THE ORDER OF ASPH"***

***Mail to: Jodi Hert, ASPH Treasurer
16845 South 11th Way
Phoenix, AZ 85048***