

Your fast-track tips to Building Powerful Relationship In and Outside Your company!

A new level of breakthrough for people who want to succeed with others!



I enjoyed the training very much. It is the one and only seminar that I I've learnt something concrete to improve myself."

- Eveline Ho

The *Secrets* of *Winning* with *People!*

A Powerful 1-Day Workshop on Building Valuable Relationship In and Outside Your organization

28 February 2008 * Eastin Hotel, P.Jaya

Led by

Chan Tye Kooi AMIM, MMPsyA, MIM-CPT
*Certified NLP & Hypnotherapy Practitioner
Organizational Sales Trainer & NLP Consultant*

Do you have what it takes to build powerful connections with people, including your employers, subordinates and peers in this era of globalization? This is the most challenging time where most organizations are facing low retention and high turnover in human capacity and have you mastered the right strategies of connecting with people to win them over to your side? How do you attract people to you to make your daily interaction easier and effective? What are the secrets that will lead you to more wealth, fulfillment and success at work?

BE EMPOWERED WITH

- ☑ The most potent "WEAPON" to win all battles of human conflicts
- ☑ The 3 Powerful TRUTHS to win people
- ☑ How to create vital VALUES for others
- ☑ The hidden REASONS why people fail to win
- ☑ The quickest MEANS to build rapport with people
- ☑ The DYNAMICS of getting people to help and assist you
- ☑ How the " *Inverted Pyramid*" SELF-ESTEEM works for you

Module 1

How to Start with Yourself

- ☑ What is the biggest problem on earth right now
- ☑ The paradox of relationship in modern times
- ☑ The most important person in your life
- ☑ 3 powerful truths of winning with people

Module 2

How to Add Values to Others

- ☑ A crash course on human values
- ☑ The deepest craving in human nature
- ☑ The hidden reason why people leave their jobs
- ☑ The 5 High Values to empower others

Module 3

How to Encourage People First

- ☑ The 30-seconds rule
- ☑ How to build quick rapport with PACT
- ☑ The AAA treatment – the battery of life
- ☑ The failproof rules of encouraging people

Module 4

How to Help People Feel Needed

- ☑ Why do I need people
- ☑ The quickest method to create a win –win work culture
- ☑ The inverted pyramid of self-esteem
- ☑ The 6 most powerful words

Who Should Attend

Anybody who is interested to understand the easiest way to achieve success and to unlock the secret of what makes working relationship effective in a time of never-ending conflicts and misinterpretation of competition.

ABOUT THE PROGRAM LEADER

Chan Tye Kooi AMIM, MMPsyA, MIM-CPT

Certified NLP & Hypnotherapy Practitioner

Organizational Sales Trainer & NLP Consultant

Chan TK is a dynamic trainer, seminar speaker, Principal NLP (Neuro-Linguistic Programming) Consultant and businessman for the last 15 years. A professional architect trained in Sydney, Australia, he made a decisive change from township development to organizational training and development by setting up **Fourth Quadrant Communications**, a training specialist company with a mission to help MNCs and organizations of all sizes achieve breakthrough business results in profitability and work productivity with a 3-tier philosophy of **Change, Communication** and **Service** to oneself and others.

A much sought-after speaker, his most outstanding skills is in helping his clients achieve personal effectiveness in sales communication and building business connections using Influencing, Negotiation and Relationship power. His vast and extensive experience working with international companies such as Taisei Corporation (Japan) and Samsung Electron (Korea) has enabled him to discover the hidden secrets of the world's most successful communicators and business leaders coupled with the latest marketing, sales, service and personal change technology.

Clients consulted and trained by him range from senior directors, managers, business owners, working professionals and undergraduates. His list of satisfied clients include **Amway, Ajinomoto, Amcor Fibre Packaging, Acme Commerce, BP Asia Pacific, Bristol-Myers Squibb, Bolton, Double-A, Grundfos, GlaxoSmithKline, Hong Leong Assurance, HeiTech Padu, ING Insurance, Kejora Harta, Kit Loong, Maxis Communications, Mary Kay, New Zealand Milk, Petronas Fertilizer, Pico, Nilai International College, Sunrise, TDM, Time Galerie, Taylor's College, Westport** and government bodies such as **Jabatan Kerja Raya. (JKR)**

He is currently a Certified NLP & Hypnotherapy Practitioner, an associate trainer with **FMM Institute**, a Certified Professional Trainer of **Malaysian Institute of Management (MIM)** and a practicing member of the **Malaysian Psychotherapy Association. (MPA)** He is actively involved in community and volunteer work helping people from all ages and walks of life to learn, grow and build better relationships with one another for harmonious living.



Praises

from satisfied clients.....

for the 1-D seminar "**The Secrets of Winning with People**" "

1. "**A POWERFUL speaker who is able to manage the crowd and audience and turn the event into an EFFECTIVE workshop**".
– Ke Bee Lee, Genting Resorts World Bhd
2. "**The programme is EXCELLENT . It has given me new ideas on the basic subject area. SUPERB EFFORT! Thank you.**"
– Suhaimy, NPC
3. "**This is a USEFUL seminar. It helps me know better how to gain people's trust with me!**"
- Elaine Tan, Bank of China
4. "**VERY GOOD seminar. Good facilitator. You have done a GREAT job in encouraging people positively. WELL DONE!**" - Aliaa, Mulpha International
5. "**I enjoy the training very much. It is **THE ONE AND ONLY** seminar that I I've learnt something concrete to improve myself.**"
- Eveline Ho, Cheah Yeh & Su
6. "**A VERY GOOD SPEAKER. Speaks loud and clear. Very friendly even on the 1st meeting. Very beneficial and valuable experience. I'M NOT SLEEPY AT ALL! Thank you so much !**"
– Wanizah Mohamed, Raslan Loong

7. “ **TK, Thank you for providing all the useful ideas to IMPROVE MY LIFE. “**
- Jessie Ooi, Kumpulan Ikram S/B
8. “ **It is VERY INTERESTING. At least now I learn how to WIN with people because I am not an active and sporty person. “**
- Jessie, Bank of China
9. “ **A VERY INRESTING & INTERACTIVE seminar. “**
- Norazlan b Haji Idris, Performances Sciences Adventure Learning
10. “**Thank you for COACHING me on the POWERFUL communication method with people.”**
- Wan Yoik Ying, Elkan Sdn Bhd
11. “ **I’ve been upgraded to a NEW LEVEL and now I’m more confident when I meet new people the next time . “**
- Don Eric, Inspen
12. “ **VERY REFRESHING and DESTRESSING workshop. Thanks! “**
- Margaret Tsung, MiTV Networks Sdn Bhd
13. “ **ENJOYABLE! “**
- Noor Haliza Ismayudin, DRB-Hicom Bhd
14. “ **Thank you for giving us this ENCOURAGING talk to allow me to say “Hello” and “ Thank You “ with a happy heart. “**
- Amita Ooi, Secure Xpress Services
15. “ **This seminar is REFRESHINGLY NEW. I have learnt powerful and quick ways of breaking the ice with people. “**
- Gan Li Li, Cargill
16. “ **Dear TK, your class has been very helpful in assisting me to build relationship with “people” from all walks of life. THANK YOU.”**
- Brenda Yong, Ainul Azam & Co
17. “ **The class is STRESSLESS & FUNNY. Tutor is so FRIENDLY. I am HAPPY that I have joined your class!”**
- Koay Chin Lye, KDU College Sdn Bhd
18. “ **Good job! WELL DONE ! I ENJOYED the workshop very much. “**
- Chong Tack Chuan, KDU College S/B

PROGRAM DETAILS

The Secrets of Winning with People!

28 February 2008 * Eastin Hotel, P.Jaya * 9am – 5pm

YOUR INVESTMENT

RM680 per person. Fee is inclusive of:
Program Handouts, Lunch & Refreshments and Certificate of Attendance

EARLY-BIRD RATE

Take 10% OFF the fee! Register and pay before 31 December 2007

GROUP INCENTIVE

10% OFF for 3 or more from the same company.

Note: Discount Offered for Early Bird & Group Incentive is on "Either-Or" Basis only.

Team Attendance Highly Recommended

This is to facilitate successful implementation of the knowledge acquired from the program.

Reservation

Reservations can be made by telephone, fax or by e-mail. Registration is confirmed on receipt of registration form and payment cleared before program date. If unable to do so due to government policy or company procedure, please advise late payment in writing.

Cancellation Policy

Full refund for written notice received 2 weeks before program. No refunds after commencement of program. Substitutions are allowed.

REGISTRATION FORM

YES! Please register the following participants for the workshop:

The Secrets of ***Winning with People!***

28 February 2008 ■ Eastin Hotel, P.Jaya ■ 9am – 5pm

Important Note: Payments must be made together with your registration / prior to the event date.

Name 1:			
Position:			
DL / Mobile:		E-mail:	
Name 2:			
Position:			
DL / Mobile:		E-mail:	
Name 3:			
Position:			
DL / Mobile:		E-mail:	
Company:			
Address:			
Tel:	Fax:	E-mail:	
Contact Person:			
Position:			
DL / Mobile:		E-mail:	

PAYMENT METHOD

<input type="checkbox"/> By Bank Transfer Remit payment at any Public Bank branch • A/C Name: RAYMA Sdn Bhd • A/C Number: 3081577110 Fax us the bank-in slip with this registration form at (03) 7723 2599	<input type="checkbox"/> By Cheque Cheque # : Amount : made payable to RAYMA Sdn. Bhd. Fax this registration form then send with payment to RAYMA Sdn Bhd (155878W) Unit S2, 2nd Floor, Centre Point, Bandar Utama 47800 Petaling Jaya Selangor D.E. Malaysia Tel: (03) 7723 2600 Fax: (03) 7723 2599
--	---

Organized By
RAYMA SDN BHD
Unit S2, 2nd Floor, Centre Point, Bandar Utama
47800 Petaling Jaya, Selangor D.E.
Tel: 03-7723 2600 Fax: 7723 2599 E: edlu@rayma.com.my