



## **Become Licensed to Teach Any or All: The Switched-On Management™ Switched-On Selling™ Switched-On Network Marketing Seminars™**

The Switched-On Management (SOM), Switched-On Selling (SOS) and Switched-On Network Marketing (SONM) Seminars are dynamic training programs on the cutting edge of 21st Century technology using Brain Gym® movement exercises. These seminars are practical and exciting hands-on training experiences that integrate the left and right hemispheres of the brain. This integration enables a manager, salesperson or network marketer to "switch on" their central nervous system for each step in the management, selling and network marketing processes, creating an internal fusion for greater business effectiveness and success.

All three seminars were developed by Dr. Jerry V. Teplitz and are based on the work of Dr. Paul Dennison in the field of Educational Kinesiology. Dennison's methods were originally developed as a means of correcting learning disabilities and have been found to be applicable in a wide variety of situations. Research studies conducted on several of these Switched-On Seminars have shown very dramatic changes in performance and success.

### **Instructor Training and Licensing Program**

You can become a licensed Instructor of any or all of these seminars through the INSTRUCTOR TRAINING PROGRAMS. Both Switched-On Selling and Network Marketing seminars and Instructor Certifications are taught at the same time. Switched-On Management is taught as a separate training class. These Instructor training programs are designed to insure that Instructors can become skilled professionals able to address their clients in an effective manner while clearly presenting the seminar material. To fulfill this purpose, we have established a training program that will give all Instructors: a complete understanding of basic Educational Kinesiology processes, the Switched-On seminars, and effective training techniques and marketing materials.

### **Three Steps For Instructor Licensing:**

- I.** Decide if you want to be certified to teach one, two or all three seminars.
- II.** Attend and successfully complete each three-day Instructor Training Course (Keep in mind the Selling and Network Marketing Certification Training programs are taught at the same time while Management is taught as a separate three-day program).
- III.** Conduct and audio-tape the Switched-On Seminar for 5-6 people within 9 months of completion of the three-day training program. One taping will count towards both the Selling and Network Marketing Certifications. A separate taping must be done for Management. If you have not completed Step III within 9 months, you will need to repeat Step II.
  - (1)** Submit the tape for feedback to Jerry Teplitz Enterprises, Inc.
  - (2)** After evaluation by Jerry Teplitz Enterprises, Inc.
    - (a)** You may be required to repeat the Instructor Training Course.
    - (b)** You may be required to repeat Step III.
- IV.** After a successful evaluation of Step III, you will be licensed as an Instructor through Jerry Teplitz Enterprises, or you will be counseled as to other necessary steps.

***"I love teaching your class. It's a really powerful seminar."***

***Eloise Hanby Sandy, UT***

## The Three-Day Instructor Training Course

- Day One: Experience the SOM, SOS and/or SONM Seminars and switch yourself on to the management, selling or network marketing process.
- Day Two: Participate in and observe the dynamics of the Seminar.
- Day Three: Philosophy of the Seminar, practical considerations and outcomes, teaching methods and marketing concepts.

### Maintaining Licensing

To maintain licensing, seminar evaluation forms located in the Participant Manual must be submitted to Jerry Teplitz Enterprises at the time of re-ordering additional manuals and the instructor must maintain a "Good" or better rating. There is a continuing education program which begins 6 months after the completion of certification.

### Licensing Cost

#### Switched-On Selling and/or Switched-On Network Marketing Fees

- Instructor three day training.....one seminar \$625 (Advanced Registration 7 days ahead - \$575)
- Instructor training for both seminars.....\$925 (Advanced Registration 7 days ahead - \$875)
- Educational Kinesiology Brain Gym Instructors Only..\$575 for one and \$875 for both.(Take\$50 off for early registration)
- Instructor training-repeat.....\$250 • Each audio-tape evaluation.....\$175

#### Switched-On Management Fees

- Instructor three-day training.....\$625 (Advanced Registration 7 days ahead - \$575)
- Educational Kinesiology Brain Gym Instructors Only...\$575 (Advanced Registration 7 days ahead - \$525)
- Instructor training-repeat.....\$250 • Each audio-tape evaluation.....US \$175

### Participant Manual Costs

All manuals are sold on a sliding scale. Switched-On Management ranges from \$50 for 1 manual to \$30 for 76 manuals. Switched-On Selling and Network Marketing ranges from \$40 for 1 to \$20 for 76 manuals. Contact us for the complete scale.

### Notice For Brain Gym Instructors

The Educational Kinesiology Foundation now offers CEU Credits for Brain Gym Instructors taking any Switched-On Instructor Classes. Also see special fees above.

### Dates and Locations

#### Switched-On Selling and/or Switched-On Network Marketing

June 26, 27, & 28, 2005 - Plant City, FL

#### Switched-On Management

June 29, 30, & July 1, 2005 - Plant City, FL

**Mail or Fax Your Registration to: JERRY TEPLITZ ENTERPRISES INC., 1304 Woodhurst Drive, Virginia Beach, VA 23454, (757) 496-8008 or 1-800-77-RELAX, FAX (757) 496-9955, Email Info@Teplitz.com, www.Teplitz.com**

### Instructor Registration Form

Name \_\_\_\_\_ Organization \_\_\_\_\_

Street \_\_\_\_\_ Day Phone \_\_\_\_\_ Fax \_\_\_\_\_ Date \_\_\_\_\_

City/State/Zip \_\_\_\_\_ Email \_\_\_\_\_

Register me for: ☐ Switched-On Management; ☐ Switched-On Network Marketing;  
☐ Switched-On Selling; I will take both Selling and Network Marketing \_\_\_\_\_.

\_\_\_\_\_ Enclosed is my \$100 deposit for each Instructor training class. I understand the balance is due at registration.

\_\_\_\_\_ I'm an Educational Kinesiology Brain Gym Instructor.

\_\_\_\_\_ **Total that I owe for the trainings I am taking, less the deposit(s).**

\_\_\_\_\_ Check enclosed (Make checks payable to: *Jerry Teplitz Enterprises, Inc.*)

\_\_\_\_\_ VISA/MasterCard/AMEX/Discover# \_\_\_\_\_ Expiration

date \_\_\_\_\_

Signature \_\_\_\_\_