

Intra-Personal

(me/me)

- Hostility
- Frustration
- Anger
- Disappointment
- Depression

Conflicts

Inter-personal

(you/me)

Personal / Functional
(me/work)

**Energy
Drainers**





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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

800-356-2109

www.BrainGym.org

Energy Kinesiology

1(866)365-4336

<http://www.energyk.org>

Perceptual and Motor Skills - 1999

Volunteers said truthful statement

Their name

Volunteers said a false statement

Not their name

Perceptual and Motor Skills - 1999

Sophisticated Equipment

Measurements

- pressure person checking applied
- resistance of person being checked

Variables

- how long able to keep arm up
- amount of force to push arm down

Perceptual and Motor Skills - 1999

RESULTS

False Statements

Pushed Arm Down

58.9% faster

Amount of Force

Used 17.2% less pressure

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

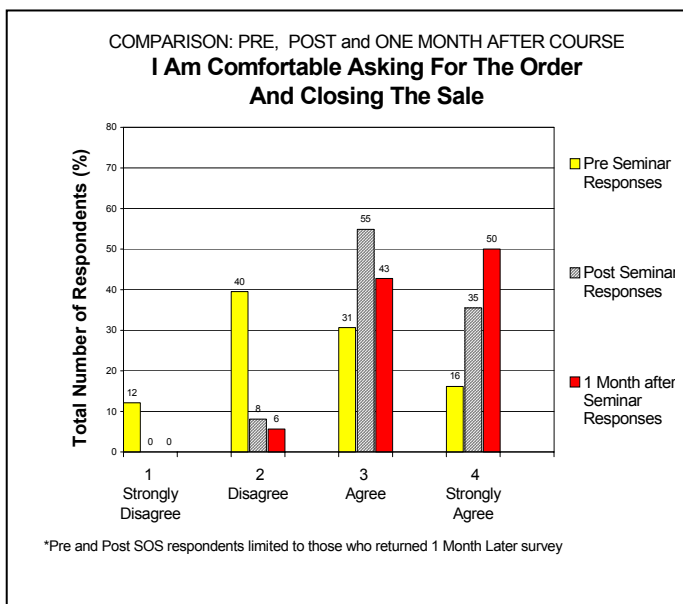
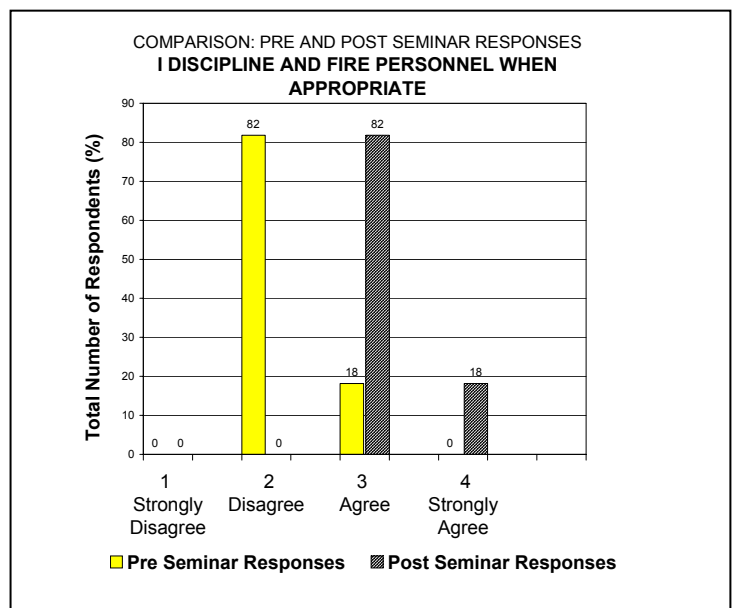


Figure 2





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JTV, Inc.

www.JTV-Energy-Lights.com

Comparison		
	Cool White	Full Spectrum
Headaches (per week)	50% report 3 or more 30% report none	0% report 3 or more 89% report none
Fatigue Factor (by 4:00 p.m.)	60% - large amount	0% - large amount
Productivity (by 4:00 p.m.)	30% report low levels 0% report high levels	0% report low levels 63% report high levels

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2. From the navigation bar at the top of the Home Page – choose *Programs and Keynotes*
3. Scroll down and select *For Attendees Only*
4. Find your group's name: Portland Association of Health Underwriters
5. Click on the program title: *Managing Your Stress In Difficult Times* next to the name.
6. Enjoy viewing the slides
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