

# 3 DAY INTENSIVE WORKSHOP

## Group Seminars for Weight Loss & Stop Smoking

Your instructor: Robert Otto

Recipient of the Ormond McGill Award as Outstanding Convention Presenter – Diplomat of the International Medical & Dental Hypnotherapy Association – Past President of the International Hypnosis Hall of Fame – IMDHA Board Member

### YOU WILL LEARN:

- How to work with groups of 5 to 500
- How to market and target prime locations
- How to conduct a 2 hour seminar for stop smoking or weight loss
- How to work with dominant or passive personalities
- How to produce and market your own audio programs
- How to work with individuals or groups
- How to deliver suggestions for optimal results
- How to effectively deliver the confusion technique to groups
- How to book hotel rooms
- How to set up newspaper ads
- Effective Ad Placement
- Telephone etiquette for hotels and newspapers

- What days to work and what days to advertise
- How to get optimal results for your advertising dollars

### YOU WILL RECEIVE:

- Sample ads for newspaper advertisements
- Word for Word patter script for effective programming
- Workbook
- Certificate of Attendance
- Pre-Talk Video
- Complete session on audio
- Sample Brochure
- Sample material for a 'session guarantee'

This is one of the first times Robert has ever offered such a comprehensive course on public seminars. By enrolling in this course you could possibly save thousands of advertising dollars on trial and error. Additionally, the return on your investment for this course may be compensated by the very first seminar you conduct. He will reveal the answers to questions that anyone in the business elude! With the knowledge gained by taking this course you can literally leave the workshop and go to work immediately doing group sessions!

*Held in fabulous Las Vegas!*  
**November 2006**  
**Play & Learn in the same trip...**  
**and It's tax deductible!!**

**Tuition \$995.00 complete!**  
*Limited Seating so Register Today!*  
**Call (570) 869-1021**  
**Email: [Staff@RobertOttoHypnosis.com](mailto:Staff@RobertOttoHypnosis.com)**

### Testimonials from Therapists:

"I have been using exactly what Robert Otto taught and it has been working wonderfully." - B. Love Dubbs, C.Ht., Augusta, GA

"Thanks so much for the wonderful workshop. It will help me in my hypnotherapy practice and also with my own weight reduction. I look forward to learning more from you in the future." - J. Garvey, C.Ht., Blue Hills, ME

"I have already earned \$3,000.00 at one of my very first seminars! Thank you Robert." - T. Bagby, C.Ht., Boone, NC

"What a great workshop! Your day long at the NGH Conference made it worth the trip for me this year. Thank you so very much." - T. Leutner, C.Ht., New Haven, CT

### Testimonials from Clients:

"I haven't had one yet!" What I tried to do on my own for years, worked in one hour in one night!" - Barry Hess, Norwalk, CT

"He is the best! I attended 6 years ago to stop smoking and have not desired to smoke since. I smoked 3 ½ packs a day for 42 years." - J. Staggs, Oakdale, CT

"I was a 2 pack a day smoker for almost twenty years. When I walked out of the seminar and left my cigarettes on the table, it was the last time I ever looked back. God bless you, Robert." - M. Calomino, Clark Summit, PA



Robert Otto, Diplomat of the International Medical and Dental Hypnotherapy Association, has worked in the field of Mind Dynamics for over 20 years, having conducted in excess of 4,500 workshops. His is the recipient of numerous awards in Hypnotherapy, including the prestigious "Ormond McGill Award" as Outstanding Faculty Presenter. He has worked with major hospitals and corporations and has had frequent guest appearances on radio and television. As a pioneer in the profession, he is the first Hypnotist to receive a Certificate of Special Congressional Recognition listed in the Library of Congress.