

“Inner Negotiation Workshop” Journey to the Center of the Self!

For people who value their time
Who want BIG results in a very short period!



The Inner Negotiation Workshop is a two-day intense experience for both men and women who want a clear game plan for life, including focus, purpose, enjoyment, and fulfillment.



In the INW, you experience what it feels like to be respected, supported, and valued. You feel safe enough to tell your truth, encouraged to imagine and explore options and possibilities, and urged to believe in yourself.

Prior to the INW, you will have an intake interview to determine your objectives. You will use your objectives throughout the INW to focus on getting what you want.

During the INW you will:

- Practice asking for what you want
- Shift from “I can’t” to “I can”
- Explore new ways to get results
- Learn to change old unwanted behaviors
- Breakthrough any “stuck” issues
- Heal old wounds from the past
- Feel valued and heard
- Start to be kind to yourself
- Experience your power
- Interact more effectively, both on and off the job
- Launch a new positive start in life
- Discover support for your wishes and goals
- Expand to the next level in life



If you know you want to change something, and you don’t want to take years to do it, the INW is the most efficient way to breakthrough old attitudes, beliefs, and behaviors to new desired outlooks, habits, and realities. Without question, it is the quantum leap to your future! Rather than take a rickshaw, take a rocket!

Frequently Asked Questions

Inner Negotiation Workshop

Q: What is the Inner Negotiation Workshop?

A: The Inner Negotiation workshop (INW) is a transformational experience in which you connect with and honor your authentic self.

Q: How do you define “transformational”?

A: Transformation is defined as a complete change for the better. In a very real sense people transform in the INW experience because they are ready for it, because they are encouraged and supported unconditionally, and because they are taught the laws of manifestation.



Q: What is the purpose of the INW?

A: The purpose of the INW is to manifest the life you want. When you become focused on what you do want rather than on what you don't want, you start to manifest your desired outcomes. You align all the parts of you so that you focus on magnetizing your desires.

Q: How long have you been conducting the Workshop?

A: MMS Institute has been conducting this workshop since 1975, when we conducted our first one in San Francisco, CA.

Q: Has it always been called Inner Negotiation?

A: No, originally it was called The Self Esteem Workshop, however when the workshop was first offered in Europe in 1988 the sponsors renamed it.

Q: How long is the Workshop?

A: Two days, from 8:30 AM to around 10 PM, on two consecutive designated days.

Q: If I am a very private person, should I take the INW?

A: There is no pressure to participate in any way. In fact, you are encouraged to choose every moment and to do only what feels right to you. The only expectation is for you to get what you want in whatever way works for you, whether it is a group process or a private meeting, the choice is up to you.

Q: How often are the workshops held?

A: It depends on the area of the world. At a minimum four times per year.

Q: Do you recommend that friends or people who are in relationship take the INW together?

A: It depends on the type of relationship that you have. If you have an open relationship with no secrets, then do it together. The INW is an incredible experience to share with those you love. If, however, you have a relationship that has secrets and private areas, then take consecutive INWs.

Q: What do I bring to the INW?

A: Bring a willingness to discover solutions that you never considered before. Bring curiosity about manifesting your dreams. Bring the courage to explore new ways of interacting and communicating. Bring your list of objectives, your "Shopping List" of specific items that you want to be different. You can also bring a sweater or jacket, a favorite pen, and your favorite bottled water if you like. There is no eating in the workshop room however you can eat at every break.

Q: Can you give me an example of an objective?

A: These are objectives that participants have brought and worked on in the INW: "I want to find out what I want in my life." "I want to stop smoking." "I want to get along better with my children." "I want to be able to say 'No' without feeling guilty." "I want to have a better relationship with my spouse." "I want to make more money." "I want to lose weight." "I want to put the spark back into my life." "I want to find balance and reduce stress." "I want to get over procrastination." "I want to get rid of my anger." "I want to learn to manage my time better." "I want to launch my project." "I want to stop beating myself up." "I want to break old patterns." "I want to feel grateful and not resentful." "I want to be able to manage money better." "I want to get over my compulsions." "I want to feel good about myself." "I want to go for my dreams rather than talking myself out of them."



Q: Why do people take the INW?

A: People take the INW because they want to enhance the quality of their lives. They want to quiet the voices in their minds, to heal old incidents, to experiment with new behaviors, to end self-defeating patterns, to create new beginnings, and to manifest the life they want to live. If you have heard of "The Secret," at MMS, we have been teaching those Laws of Attraction since 1974.

Q: What do people hope to get out of the INW?



A: In the wizard of OZ, each of the characters wants something they feel they lack. The lion wants courage, the tin man wants a heart, the scarecrow wants a brain, and Dorothy wants to find her way home. The INW is similar in that each person comes with their own objectives and through their intention and the support in

the room everyone gets what they are looking for, even though the objectives are all quite different.



Q: What is the success rate?

A: The success rate of the INW is extremely high because we review the participant's objectives and determine that they are ready to make the INW the vehicle to support them reaching their destination. Furthermore, the MMS coaching method works from the premise that individuals have their own answers and the INW facilitates that discovery and fulfillment. The result is powerful and long lasting because it comes from within and belongs to the participant, not the teacher or facilitator.

Q: How is INW different from other workshops and seminars?

A: Many workshops and seminars involve a traditional didactic approach with a teacher or trainer who lectures, and there are certain exercises that everyone does at the same time. In contrast, the INW is more interactive and dynamic. Since we limit the number of participants, the focus is on the individual needs and desires of the participants. The class itself is small and intimate ensuring that everyone gets personal attention. There are four individual mini-coaching sessions that happen, one at each break. Through the MMS coaching method, you will uncover your answers and design your individual approach to create your unique imprinting experience. The INW provides this distinct opportunity, encouraging you to breakthrough limitations, to feel certain and clear, and to practice in a safe environment causing your objectives to resolve. When you formulate your answers and are then supported in externalizing them, you orchestrate your own rite of passage from the old to the new.

Q: Who are the INW facilitators?

A: The facilitators have all completed the MMS Coach Training and are certified MMS coaches. They all are experienced at blending empathy and empowerment, active listening with causality.



Q: What types of people take the INW?

A: The people who take the INW are from all walks of life. They are professionals, bankers, CPA's, coaches, trainers, business owners, managers, nurses, lawyers, doctors, architects, musicians, sales people, construction workers, interior designers, land developers, real estate and brokers...people who want big results in a very short period of time.

Q: What is the format of the workshop?

A: There is a beginning, middle, and an end to the workshop. We require that if you start the process that you complete it. This is not a drop in program that you

come and go at will. We do not force you to stay in the room, however, we request that you keep the nine agreements so that we can deliver on our promise to you. We spend three hours in the workshop room and then we have a break for two hours. During the break you meet with your facilitator, take care of your personal needs, and spend 15 minutes by yourself.

Q: Can the INW benefit Sales Teams, Corporations, Small Businesses, and other Groups?

A: Yes, absolutely. In addition to the professional workshops available through the MMS for businesses and corporations, the INW can serve as a vehicle in which to create a successful business model. As productive members of any professional group, each individual would benefit from the personal and professional growth available at the workshop. Unity and cohesiveness within the group is created when healthy individuals work toward a common outcome.

Q: What is the cost of the Inner Negotiation Workshop?

A: \$695 paid in full prior to the start of the workshop.

Q: Are meals and lodging included in the price?

A: No, they are not. Each participant is responsible for his or her own meals and lodging.



Q: What if I don't live in the area?

A: If you come from out of town you can either stay at a hotel or with other participants or facilitators who live in the area. If you make your needs known, the registrar will make every effort to support you in your wishes, and address any special needs.

Q: Is there any follow up after the workshop?

A: You will have the opportunity to have ongoing coaching sessions with one of our MMS Coaches for an additional fee.

Q: What are some actual results created by people who have taken the INW?

A: Results obtained by INW graduates include being able to say "No," creating better relationships with family, friends, and co-workers, letting go of past disappointments, building self confidence, discovering what they want out of life, creating a plan for financial freedom, becoming better communicators, manifesting their dreams by uncovering and eliminating self-sabotage. These are just a few examples of results created by people who have taken the workshop.

Q: Are there testimonials available?

A: Yes, there are several at the end of this document. More are posted on our website: www.themms.com.

Q: Is there someone I could talk to about his or her experience?

A: Yes, if you let us know your request, we can provide e-mail addresses or phone numbers of graduates with whom you can pose your questions. We have both men and women available who have taken the workshop.

Q: What do I need to do to sign up for the workshop?

A: You can register online under www.themms.com INW Registration.

Q: Is there a money back guarantee?

A: if you really apply yourself and go for all your objectives 100%, and you sincerely claim that you got "nothing" out of the experience we will refund your money.

Q: What is next step after the INW?

A: After the INW you have many choices: individual coaching, the Self-Empowering Series, and The MMS Coach Training. We also have a variety of other courses including books, tapes and CDs available to continue your growth.

INW has been compared to "A Human Greenhouse!"

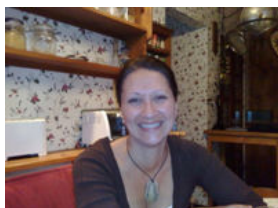


Comments from Inner Negotiation Graduates:

"I loved the individual attention and individualization even in group settings. I discovered issues that I hadn't realized were important to me, and I resolved them. I am very grateful for what I have discovered these past two days. Branding my business image was illuminating!"
Donna Parker

"I loved the kindness and patience of the staff. Thank you so much!"
Crystal Jackson

"I love the encouragement and support. It was an evolutionary process that I will put into practice immediately. It was a fabulous experience!"
Pat Altavilla



"I have never felt so safe, so supported, so encouraged, so validated in my life. In fact, it was because of the work I did in the INW and the CT that helped me discover my purpose if life, and now I am living it. I am so blessed and so very grateful to Linnie and Chérie for the MMS work!"

Monica Lenches

"I loved the safe environment, the compassionate way that both instructors gently opened people up. Thank you for this awesome blessing, for the tools to change behaviors, and thoughts that don't serve me!"

Shannon Jauregui

"It was fabulous. I was able to connect with my inner self which will help me improve on my relationships, get rid of negativity and learn to love myself."

Trish Williamson

"I am looking forward to results that will help me speak to people easier by asking the right questions. I will also start to check in with my feelings."

Greg Navone

"I very moved by what happened here. What an incredible gift! "The most amazing birthday I've ever spent. The only way I can thank any of you is to keep on growing and learning, using the tools you've given me this weekend."

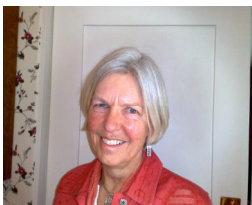
Janice Drickey

"The wonderful Inner Negotiation Workshop showed me how to break old patterns. I learned strategies I can use in my business and my personal life to change and redirect old patterns. I sometimes let little things stop me in achieving my goals. I learned a positive way that addresses those obstacles. The workshop gave me the opportunity to commit to a new strategy and take it on. I am really glad that I took the INW."

Sandy Croteau

"I go so much out of this two-day experience because of the personal attention, the safety of the environment, and the individual coaching. From now on I will make sound solid choices, I will listen to myself, and I will do my best to help others. Thank you and thank ME for coming."

Krista Kelly



"I loved this experience. Dr. Cherie's energy, talent, caring, and loving attitude made it very safe to address issues. The honesty and energy released enabled me to reach my goals. I will apply what I learned by using my newly acquired skills."

Carla Wilson