

## **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 reveal 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 do transform in this experience partly because they want it, partly because they are encouraged and supported, and partly because they are taught the laws of attraction and magnetism.

### **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 own reality. You align all the parts of you so that you focus on what you want and magnetize your wishes.

### **Q: How long have you been conducting the Workshop?**

A: The MMS Institute has been conducting this workshop since 1976, 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 initial sponsors felt as if the name would be a deterrent, so they renamed it.

### **Q: How long is the Workshop?**

A: Two days, from 9 AM to around 9 PM, Friday and Saturday.

### **Q: Why is the Workshop on Friday and Saturday?**

A: People don't want to take two work days, nor do they want to take two personal days, so we split the difference and allocate one work day and one personal day. Then people can spend Sunday with their family and allow the effects of the INW to settle in.

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

A: Yes. 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 you want, whether it be a group process or a private meeting, the choice is yours.

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

A: It really depends on the type of relationship that you have. If you have an open relationship with no secrets, then "yes" by all means do it together. If you have a relationship that has secrets and private areas, then do it at different times.

**Q: What do I bring to the INW?**

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

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

A: Yes I can give you several examples. 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 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 be able to say "No." "I want to get my project launched." "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. In a sense 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.

**Q: How often are the workshops held?**

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

**Q: Why do some people compare the INW to Montessori education?**

A: Maria Montessori created an early childhood educational system that encourages children to develop from the inside out. The Montessori Method doesn't have the child conform to the institution; it creates a climate that is conducive to exploration, creativity, discovery, inner knowing, and development from inner curiosity. The INW does this same thing for adults, in that the INW creates a human greenhouse that enables exponential growth in an extremely short period of time.

**Q: What is the success rate?**

A: The success rate of the INW is extremely high because we review the participant's objectives and make certain that they truly want to make the INW the vehicle that will get them where they want to go. 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 it 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 relatively the same time. In contrast, the INW is much more interactive and instead addresses the individual needs and desires of the participants. The class itself is small and intimate ensuring that everyone gets personal attention. There are a minimum of four individual mini-coaching sessions, 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 break through your limitations, to feel certain about what it is that you want, and to practice in a safe environment using your internal power to cause your desires to happen. When you come up with your answers and then are supported in ritualizing 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's Training and are therefore certified MMS coaches. Every once in a while Dr. Chérie Carter-Scott, founder of the workshop, will herself participate in the workshop.

**Q: What types of people take the INW?**

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

**Q: Is there a brochure or flyer available?**

A: Yes. You can download it from our website: [www.themms.com](http://www.themms.com)

**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: \$525, and if you sign up early (over 30 days in advance) there is a discount of \$25.00.

**Q: Are meals and lodging included in the price?**

A: No, they are not. Each participant is responsible for their 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: Yes, you will have the opportunity to have a follow up coaching session with one of our Coach Trainers. You will also be invited to periodic reunions.

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

A: Results obtained by INW graduates include finding their life's purpose, creating better relationships with the family, friends, and coworkers, letting go of past hurts and incidents, building self confidence, discovering what they want out of life, creating a plan for financial liberty, becoming better communicators, and 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, they are posted on our website: [www.themms.com](http://www.themms.com).

**Q: Is there someone I could talk to about their 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 INW Registration.

**Q: Is there a money back guarantee?**

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

**Q: What is next step after the INW?**

A: After the INW you have three choices: individual coaching, the Self-Empowering Series, and The Coach's Training. We also have books, tapes and CDs available to continue your growth.

