

THE POWER OF MIRRORING:

**A Professional Development Program
for Leaders Seeking Solutions for Wellbeing at Work**



**On-Line or In-Person Professional Training
Focusing on Communication, Wellbeing and Leadership**

Created and Delivered By Michael Jason Sherman, MA

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*“Let me give you a wonderful zen practice.
Wake up in the morning...
look in the mirror,
and laugh at yourself.”*

Bernie Glassman/Zen Teacher

THE POWER OF MIRRORING

If you're a leader in your field, a service provider, a professional with employees who report to you, or if you want better energy in your work environment, then you must experience **THE POWER OF MIRRORING**.

“Mirroring” is a communication practice that creates well-being. Every time we use the principles of mirroring, we move the emotional energy up the scale, for ourselves, the person in front of us, and anyone witnessing.

Through ongoing integration and practice of mirroring skills in a professional setting, we can see immediate and lasting shifts in numerous areas, including relief of stress, clarity in communication, decrease in reactivity, increase in trust, understanding and authenticity, more personal empowerment and interpersonal awareness, improved decision making, creative expression of your vision, and a renewed environment of wellbeing.



Mirroring is also something we see in nature. You may notice in the photo how the sun rising above is being mirrored by the surface of the lake below. This is mirroring happening naturally, all the time.

The sun cannot help but send its light and power. The lake cannot help but receive what the sun is sending. These ideas serve as a metaphor for mirroring communication practice.

When we focus on good sending and engage in good receiving, then like the sun and the lake, we can create more wellbeing at work. This collaborative effort always leads to good results.

“We had Michael give a POWER OF MIRRORING presentation to the doctors and leadership of our office. We learned how subtle emotional reactivity can be and how mirroring practice can help you understand the dynamics and move through them.” - **Markel Appy, Manager, A to Z Eyes in Arcata, Ca.**

What this professional training is:

THE POWER OF MIRRORING gives you, your team or an entire organization the basics of the practice and how you can make these ideas and principles go to work for you immediately.

The training happens in 3 segments: *Sending / Receiving / Practice*.



Sending - to help us understand how to become aware of dynamics of energy that we create in our thinking, mood, and interactions. Good sending leads to trust, influence, willingness, impact and safety.

Receiving - teaching ourselves to focus, to settle into our own quiet power, to allow our partners to feel like they are being listened to and validated by our response. Good receiving leads to wellbeing and relief.

Practice - allows us to feelings of appreciation, to process issues quickly, to grow through our previous limitations about communication and leadership, to feel better connection with ourselves and others.

The three segments can be taught via zoom or in person when possible. Trainings are geared to multiple learning styles with beautiful visual aids.

The work will focus on helping you with real dynamics you want to see improvement on as a leader. Practice creates better energy every time.

“We found Michael to help out with stressful dynamics at the station during a time of turbulence and transition. In meetings with our leadership, Michael was able to show us how the practice could help us understand our staff better and create more wellbeing in our environment.”

- Jenny Olszewski, General Manager and Sales Manager, KIEM and KVIQ TV stations, Eureka, California

Michael's approach to Mirroring Practice

Michael Jason Sherman, MA in Teaching, is a professional coach and trainer of MIRRORING PRACTICE since 2007.

He is a Certified Imago Dialogue Educator, trained by professional therapists on the coaching and leadership track of the Imago Relationship International curriculum.

Michael is also an accomplished writer, and the author of *The Zen of Solo Travel: A Journey From Anxiety to Enlightenment*. He has worked with individuals, couples, leaders, organizations, retreats and conferences in New York, northern California, throughout the U.S. and beyond.



The most important aspect of Michael's work is the ability to teach people how to cultivate good energy, to realize that dynamics in our thinking and our communication can be moved towards more power and wellbeing, and to help unearth the real solutions that live within all of us.

As a student of Aikido and Tai Chi, Michael brings a martial arts approach to the teaching of MIRRORING PRACTICE. So much is revealed through ongoing partner work. Michael understands that everyone comes in with all kinds of unfinished issues we are working on, that may effect how we cultivate our own self-development in our profession.

By staying focused on the practice, on the core form of good sending and good receiving, Michael helps make this training about real issues fun, effective and inspiring. He allows us to feel seen and heard while we learn and grow.

Michael has been writing books and teaching students for years. The practice of mirroring brings out the best out of him and his audience. There is an effortless yet compassionate and humane nature to his work, something we all need now.

"In the very first moment, I spoke with Michael, I was able to sense his deep compassion and wisdom."

- Diane S., former coaching client, business owner and co-founder of S.O.U.L. - an on-the-ground charity in Uganda

Who is this for...?

THE POWER OF MIRRORING is a professional training focused on concepts and practices that create an immediate and lasting impact for you and your team, clients and professional community. See below if these categories and issues apply to you and what you are facing in your leadership or work environment.

FOR LEADERS, MANAGERS and HUMAN RESOURCES:

You may be in charge of a staff that faces stress on a daily basis, or challenges that feel intense and overwhelming. This can lead to chronic negativity, increased mistakes, complaining, passive aggression, resentment and more.



As leaders working with Michael in a private consulting setting, you and your leadership team will gain a profoundly clarifying understanding about what is really happening with the people that report to you. Professional problems often surface because of personal issues that people can't help but bring with them to work. With mirroring practice, we learn concepts such as validation, which allows us to look deeply at how unwanted speech and behavior can actually make sense. This helps us create empathy, trust and wellbeing.

By sitting with Michael to master these skills and situations, a new awareness will be revealed about the people that work for you, creating a better energy at work. You can show up as a better leader for team in your communication,

philosophy and attitude. Your staff members will feel more seen, trusted and inspired to achieve. They will know with more certainty that you stand for them as human beings and that they now have new pathways to feel grounded, motivated and at peace in their professional duties and focus. Everyone will feel sense that things are getting better.

"I can truly say that Michael is the real deal and gets results!" – **Rebecca, Mirroring Workshop Attendee**

FOR FULL STAFF, SALES TEAMS, LARGE GROUPS and CONFERENCE AUDIENCES:

Each of us comes to work as a real human being needing to engage with other human beings. It is impossible to avoid the potential landmines that exist interpersonally with all of those we relate with on a professional level. By learning to engage in these practices, we gain tools to understand how to communicate in ways that not only make work easier and more stress free, but that also bring out our authentic best. We will feel more peaceful and empowered in how we think, listeng, process and express ourselves, in how we send and we receive those we are meant to serve.



When we learn to focus on the key elements of good sending and good receiving, we gain tools that let our minds focus. We can now create connection and solutions out of previously challenging people and situations. There is a sense of bonding that occurs when a team begins installing mirroring practice as a standard professional habit, a quality of knowing that we are all in this together and that we can work with emotional energy together. Instead of surviving the day, we are now collaborating with our partners to achieve new victories, realizing how important it is to be active participants of moving the energy up the emotional scale. When we feel connected to ourselves, our clients feel better. Results always follow.

The simplicity of sending, receiving, validation, reflection and other skills give us all an “aha” learning experience that can immediately help. Difficult clients become doorways to empathic interactions. Challenging situations become opportunities to practice receiving more deeply. Sales become more fluid. Negativity loses its power. Joyful satisfaction becomes more the norm, in spite of the stressful aspects that are part of the job. Mindful awareness develops. Best of all, the learning of all these skills is super fun and enlightening.

FOR ENTREPRENEURS and CEOs:

We are the ones who stand as the face of a franchise. Whether that be an entity we created, inherited or one we are tranisitioning through and beyond, change is inevitable. We want to make the right choices in complicated times, because these choices effect many people, including ourselves. Mirroring can give us help in unlocking a new vision and direction.

Mirroring practice is so powerful for those of us who develop the structure that impacts the growth of an organization or a business. Why? Because practicing mirroring with Michael is all about receiving what is really inside ourselves and letting it be heard and processed. Mirroring lets us realize our blocks to successful leadership, and helps us see that the solutions are always within us. By using these practices, we can set aside our concerns and allow a higher energy to reveal the way.

“Michael’s mirroring workshops are simply amazing.” - **Hope Stanger, Holistic Healer and Leadership Trainer**

"We are a facility that provides educational care to children between the ages of 3 weeks to 6 years old who have a variety of behavioral and mental health needs. Because of the nature of the work, our loyal staff of more than 100 have a tendency to experience stress on the job. We felt the need to bring in someone like Michael, who is an expert in transformational communication, to help us with these and other issues.

After weeks of consultations with our leadership and ongoing training to the entire staff, it was clear that Michael's training had a positive effect on our staff and organization. Communication issues that previously would have developed into chronic problems have been far easier to clear up. Overall, the level of stress in the work environment, while still present because of the nature of the job, has lowered as a result of Michael's teaching and staff's embracing of these lessons. We highly recommend Michael and his POWER OF MIRRORING curriculum as a program of professional communication training and consulting. He will be an asset to your leadership and staff."

- Marie Beauchemin and Karen Schragenheim, Executive and Assistant Directors of A Starting Place - a non-profit pre-school program for children of all development levels and abilities, Pearl river, NY



"The Power of Mirroring training has been an incredibly valuable experience for me. I learned a practical formula for relating to both myself and others that has already begun to positively impact my relationships. The insights gained were truly enlightening, and I feel inspired to create even deeper connections with others through increased validation and understanding."

- Chanie Twerski, Public Speaker & Founder of Peak Parenting Academy

"Whenever things are not going well and I feel I am losing the ability to communicate with someone I remember to use the mirroring techniques I learned from Michael. Thank you to Michael for his compassionate and wise teachings. He is a true healer." - Lori S., business owner and graduate of the mirroring coaching program

"Taking this training opened me up to excellent skills about how to send, receive and validate a partner so that the energy can move up the emotional scale. Michael is an incredible facilitator who directs the group in a way that we can all feel comfortable and connect deeply. He creates an amazing learning environment."

- Nadine B., holistic healer and graduate of the mirroring coaching program.

**WATCH A MIRRORING VIDEO RIGHT NOW
ON THE HEALING MOMENTUM YOUTUBE CHANNEL.**

<https://www.youtube.com/@healingmomentum>

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TAKE THE NEXT STEP...

If you are interested in this work, and want to experience it for yourself, please reach out to Michael to receive a **FREE CONSULTATION** via zoom, phone or in person (when possible). Simply use the contact information below, letting Michael know who you are, where you are, and why you are interested in this work. He will get back to you to set up scheduling of this **FREE CONSULTATION**, and answer any initial questions you may have.

Once you know that you are ready to commit to receiving THE POWER OF MIRRORING professional training, then you and Michael will discuss scheduling and implementation of the work in a way that fits your situation.

PAYMENT FOR THE POWER OF MIRRORING TRAINING works like this. As explained earlier, the basic program consists of 3 core segments. They can be taken all at once, or spread out over time (but best practice is that the 3 segments are completed within a 90 day period or less). Because of the importance and sensitivity of this work, it's understood that saying "Yes" to this training can feel like a risk. Therefore, when it comes to asking for fees, Michael has learned that what is best is that the fee is set by you.

In other words, when you are ready to commit to the work, Michael is essentially asking, "Ok, what's in the budget for this?" By setting the fee yourself for each segment (which can be accomplished in within 60-90 minutes), then you take ownership for the work, rather than feeling pressured to come up with a fee that feels like too big of a stretch. As long as your offer for each segment is fair, appropriate to the value delivered, and a fit for a professional development training like this in today's marketplace, then Michael will accept your bid per segment. Should you want more training, we continue with more sessions at that set fee.



So reach out to Michael and schedule your **FREE CONSULTATION** now!

"Michael's compassionate presence with mirroring practice has improved every aspect of my life."

Chad C., Owner and teacher of a Jiu Jitsu School and 4th Degree Aikido Black Belt

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“Only you can polish the mirror of your mind. Only you can see the world as it is and not through the prism of your learned beliefs. Only you can find a way to witness the world with a clean clear mind like a mirror.”

From **THE ZEN OF SOLO TRAVEL: A JOURNEY FROM ANXIETY TO ENLIGHTENMENT** by *Michael Jason Sherman*



Thank you, my friend.
May I hear from you soon.

I know you will be impacted by this work immediately and that the results will be meaningful and lasting. I'm here to help.

My best to you, Michael

“A wonderful training for communicating. So helpful for us in providing a harmonious working community.”
- **Kate Craig, Director and Teacher at Mistwood Educational Center, Sunny Brae, California**