
SHARAN TRAINERS TRAINING

Sep 2-12, 2015 | Gokarna, Swaswara

PROGRAMME GOAL

To train and equip participants with information and skills to conduct a variety of nutrition related programmes which are professional, scientific, practical and experiential.

WHO IS THIS PROGRAMME FOR?

- Medical Doctors
- Other Medical Professionals e.g. Nurses
- Dietitians and Nutritionists
- Alternative Medicine Doctors
- Health & Lifestyle Advisors and Coaches
- Cooking Instructors
- Alternative Healing Therapists
- Anyone interested in learning about health through nutrition and helping others

WHAT WILL YOU LEARN?

1. What is the [scientific evidence](#) behind whole plant based foods and their implications for health.
2. How can this information be [applied practically](#) to help other people to heal through food and nutrition.
3. How to conduct [consulting and coaching](#) sessions to achieve high success rates with clients.
4. How to conduct professional [cooking demonstrations](#) and classes to inspire others to cook healthy.
5. How to [design programmes](#) for connection and impact with the participants
6. How to become a [powerful speaker](#) and facilitator to bring about mindset change among your audience.
7. What are the best tools available for [marketing – offline and online](#). How to use networking and social media.
8. How to establish and [grow your business](#) and make your desired income.
9. How to plan and [organize events](#) (workshops, retreats, seminars) that are popular and professional?
10. How to work in [collaboration](#) with SHARAN.

PROGRAMME OVERVIEW

1. Health and Nutrition Information

- a. Why whole-plant based?
- b. Why organic?
- c. Medical tests and supplementation
- d. Stress and disease
- e. Combatting disease with exercise

2. Consulting Individual Clients

- a. Menu planning and nutrition consultation
- b. Disease related consultation
- c. Weight loss consultation
- d. Conducting phone consultations

3. Coaching for Results

- a. Building rapport
- b. Deep listening skills
- c. Earning trust

4. Presentation and Facilitation

- a. Basic facilitation skills
- b. Mentoring skills
- c. Designing programmes
 - i. Adult learning principles
 - ii. Experiential learning cycle
 - iii. Six levels of thinking
 - iv. Integrated design
- d. Art of Dynamic Presentations
 - i. Developing content
 - ii. Powerful public speaking

5. Business and Marketing Skills

- a. Case study - How to build a health-care organization
- b. Mentoring model for client support and business growth
- c. Networking for growth
 - i. How selling works in networking
 - ii. Power of questions
 - iii. Fundamentals of building and managing networks
 - iv. Creating networking strategies
- d. Online brand building
 - i. What builds a brand online
 - ii. Power in success stories
- e. Social media marketing
 - i. Role of social media in business
 - ii. Tools to make social media easy
- f. Writing value letters vs. newsletters fundamentals and tools

6. Planning and Organising

- a. Basics of planning events
- b. Data management
- c. Hygiene and sanitation
- d. Learning from feedback

7. Collaboration with SHARAN

- a. Code of ethics and conduct
- b. Level of professionalism and etiquette expected
- c. Available support for affiliated professionals
- d. Financial arrangements

FACILITATORS

- Programme Leader: [Dr. Nandita Shah](#), Founder of SHARAN www.sharan-india.org
- Programme Co-facilitator: [Nandini Gulati](#), Holistic Health Coach www.nandinigulati.com

Visiting Faculty

- [Dr. Pramod Tripathi](#), Creator of Freedom from Diabetes www.freedomfromdiabetes.org
- [Paritosh Pathak](#), Strategic Networking Coach, www.paritoshpathak.com