

# THE POWER OF MIRRORING

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*A Corporate Wellness and Communication Program  
for Leaders Seeking Real Solutions at Work*



On-Line or In-Person Professional Consulting and Strategic Training  
Focusing on Communication, Wellbeing and Positive Energy

*Created and Delievered 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

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If you're a leader in your field, a service provider, or simply someone who wants to know new ways to use communication and energy at work, then you must experience **THE POWER OF MIRRORING**.

“Mirroring” is a method of communication practice that will teach you to develop attitudes of well-being in a professional setting, attitudes such as stress relief, mindfulness, intuition and empathy.



Through practice and other relevant training, you will experience a shift in mindset that allows for improved decision-making, more understanding about relationships, clarity of vision and direction, innovation, better communication, less stress and a more satisfying work environment.

Whether you engage in this work via one-on-one or small group consulting, or if you experience it within the setting of a larger training, you will find yourself fascinated and awakened by this communication practice that has real-world applications to your organization, both in the day to day functioning as well as in the long view towards success.

Practicing mirroring communication is like breathing oxygen into your career or workplace. It helps you to find understanding out of difficult and baffling situations and relationships. It teaches you to be a better listener, a more empathic leader, and a part of the solution of well-being at work.

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# About Michael and Mirroring

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Michael Jason Sherman, MA, has been a Professional Counselor and Trainer for over a decade. He is a Certified Coach of Imago Dialogue (mirroring communication) and is the author of *The Zen of Solo Travel: A Journey From Anxiety to Enlightenment*. He has worked with individuals, couples, groups and organizations in the New York area, as well as throughout the US and beyond.

As a student of Aikido, Tai Chi and other fields of holistic study, Michael brings a martial arts perspective to the teaching and practice of mirroring communication. Through partner practice, one can advance and develop a basic mastery of well-being by shifting their approach to thinking, speaking, and, especially...listening.

*“In the very first moment I spoke with Michael, I was able to sense his deep compassion and wisdom.”* - Diane S., former coaching client and workshop attendee, business owner and co-founder of an on-the-ground charity in Uganda

In addition to guiding his clients towards positive change in their lives and relationships, Michael explored ways to use mirroring within professional environments. He began training conferences, executives, teams and staff to use mirroring practice and focusing as a way to relieve unwanted stress, to make sense of challenging situations, to feel a sense of appreciation and acknowledgment that was too often lacking, and to find clarity about difficult decisions.

This work helps bring clarity to a small group, and feelings of acknowledgment in a large one. These practices help a team achieve its goals and individuals to experience more well-being at work on a daily basis.



# How Does it Work?

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You, your team or your entire organization can experience **THE POWER OF MIRRORING** with training sessions that happen via video conferencing, or where possible, live and in-person. The best way to integrate this work is to commit to a 90 Day Program that can be customized to your needs. Below you will see some guidelines about how **THE POWER OF MIRRORING** wellness training can be applied to a variety of contexts.

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

## **FOR LEADERSHIP: Individual or Small Group Consulting**

- Private sessions with Michael focusing on mirroring practice to process the challenges faced by the organization
- Solution based consulting that uses mirroring practice and other techniques to help with the following:
  - Improving communication habits, such as listening, empathy and acknowledgment to help demonstrate a better presence as leaders, to process challenging interpersonal issues, and upgrade overall morale.
  - How to use mirroring as a practice of appreciative inquiry for better leadership and decision making.
  - Defining a compelling vision for the organization while setting a new tone for the work environment.
- Strategies of thinking, speaking and listening that lead to positive and lasting shift in the entire organization

## **FOR SERVICE PROVIDERS: Mid-Size to Large Group Training**

- Introduction to basic mirroring practice as a way to experience upliftment, clarity and positive momentum.
- Real communication skills to improve and affect relationships with clients, patients, employers, peers.
- New methods of empowering “inner communication” to relieve stress and develop intuition in the moment.

## **FOR A KEYNOTE ADDRESS AT A CONFERENCE**

Content about the idea of becoming a better “receiver” - remaining grounded regardless of what comes to you

- Tips on releasing all negative emotional reactivity in speech and behavior and becoming fully present.
- Learning about validation - how to step into the perspective of another in order to develop better understanding.
- Recognizing how everyone is a “mirror” to ourselves and how to use that to achieve common goals.

# WHO IS THIS FOR?

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*"We recommend Michael and his POWER OF MIRRORING curriculum as a program of professional communications training and consulting. His teaching manner is friendly and empowering. He would be an asset to your leadership and staff."*

- Marie Beauchemin, Executive Director of A Starting Place, a Non-Profit Pre-School Program

**THE POWER OF MIRRORING** is a program that can help the following professional environments and industries:

## **Entrepreneurs/CEOs/Executive Directors/Managers**

Everything starts from the top. And when there are issues that test leadership to its limits, having a reliable teacher of energy and communication to support the journey can be extremely helpful. **THE POWER OF MIRRORING** allows leaders to first feel seen and respected for their talents, to take a well-deserved deep breath, and then to tune into their own intuition as a natural side effect of mirroring practice. The answers lie within. Mirroring draws them out.

## **Social Service Agencies, Health Care, and Education**

When you consider the role of nurses, doctors, teachers, administrators, care givers, and so on, these are hard working people dealing with stressful situations on a daily basis. **THE POWER OF MIRRORING** can help these kinds of professionals to break habits that lead to negative emotional reactivity in the workplace. Leaders will find it easier to set a tone of well-being and positive energy. Staff will feel acknowledged, appreciated and empowered.

## **Sales/Service Staff for Small Companies or Corporate Teams**

When you are part of a team, or you are its leader, you need every advantage you can find to achieve success. **THE POWER OF MIRRORING** will teach you how to understand your clients better, and really, how to understand people better. It will help you create more ease, understanding and connection in those you serve, which often leads to a bigger bottom line. At the same time, the practice will work out the bugs of negativity lingering within the team.

## **Conferences on Leadership, Wellbeing and Success**

Whether as a keynote or a breakout session, **THE POWER OF MIRRORING** will be a terrific addition to your conference. It is immediately inspiring, uplifting and filled with many, many lessons that you take away with you.

# WHAT ARE THE STEPS TO BEGIN THE TRAINING?

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There are many ways to begin your learning of **THE POWER OF MIRRORING**. Through the use of video conferencing, you and your team can receive this training from anywhere in the world. It all starts with a **COMPLIMENTARY CONSULTATION** to get a sense of how Michael and this material can work for you. See below.

*“Michael’s methodology is brilliant.”* - Hope Stanger, Holistic Health Consultant and Corporate Wellness Trainer

## ***STEP 1***

### ***Set up a 20 MINUTE COMPLIMENTARY CONSULTATION***

Get a sense of what it’s like to work with Michael and how he can help you and your organization.

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## ***STEP 2***

### ***Sign up for an INITIAL TRAINING SESSION***

Experience the work for yourself or your team at a reduced rate.

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## ***STEP 3***

### ***Decide upon a 90 DAY PROGRAM***

90 Days is enough time to develop empowering positive momentum that lasts. Communicate with Michael to co-create a 90 Day training program that works best for your organization. Or discuss customized alternatives that fit your needs. Options and Pricing on next page.



# OPTIONS AND PRICING

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The best way to experience **THE POWER OF MIRRORING** training is by committing to it for a period of 90 days. Within that period of time, the work will have taken root within you and others, such that attitudes and behaviors will shift in noticeable ways. A 90 Day program does not mean 90 days of training. It is just a container of time that creates a sense of momentum in a positive direction, allowing people to integrate the learning into the world of work.

Here are two sample 90 Day structures to give you some ideas of how to customize a program that works for you.

A) Leadership Consulting (Individual or Small Group)

One Hour Sessions Weekly for 90 Days  
Text and Email Support As Needed

B) Leadership Consulting and Staff Training

2 One Hour Leadership Sessions in Month One  
1 Half Day Full Staff Training Month Two  
2 One Hour Leadership Sessions in Month Three

All of this depends on the needs of your organization. After the initial session, you can discuss options with Michael. For best results, you will want to have at least one session every two weeks. Pricing works as follows. There are a variety of rates depending upon the format you choose.

Consulting/Training via Video Conference (Up to 100 Employees) - \$325 per hour

In-person Consulting Training (Not Including Travel Expenses)

Hourly Rate - \$400

Half Day (up to 3 hours of training) - \$1000

Full Day (up to 6 hours of training) - \$1800

Keynote Address Fee - \$2000

*Flexible payment agreements are available based on need.*



# THE POWER OF MIRRORING

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*“Learning this method of communication has improved my interactions with important people in my life. The relief in someone’s voice when they reply to me saying, “YES! that’s exactly what I feel!” helped me discover that this practice can be life changing! Thank you Michael!” - Eileen B., POWER OF MIRRORING Workshop Attendee*

In these times, it is essential for leaders to develop attitudes of Well-Being ~ Empathy ~ Compassion ~ Understanding ~ Insight  
Intuition ~ Ease ~ Relief ~ Appreciation ~ Acknowledgement

## **Now It’s Your Turn**

Take the opportunity to set up a COMPLIMENTARY 20 minute Consultation with Michael Jason Sherman and see how **THE POWER OF MIRRORING** can breathe new life into your leadership and your entire organization.

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