



Who is T.J. Ziebell?

After being asked numerous times “**What do you do?**” and not being sure how to properly answer, I decided to make this quick (long) list of skill sets and experiences. To preface, please understand that I grew up in a small village of 187 people in the middle of farming and tourism in Minnesota. I started hanging out with master carpenters when I was 8 and in a mechanic shop when I was 11. I was working almost full time at the mechanic shop when I was 12. I Rode a motorcycle to a restaurant to wash dishes on the weekends when I was 14 and started bartending when I was 17. So, suffice it to say, I didn’t grow up in any type of “traditional way”.

My best friend’s Father was a small business owner and taught me how to answer the phone, take messages and many other business skills starting when I was about 10.

The list that I’m about to compile of all my different skill sets and items that I teach on are not meant to impress you but simply to **impress upon you** that I have had a very full and eventful life! And my relentless curiosity combined with extensive travel have exposed me to a variety of experiences that even catch me off guard sometimes. Many people have told me I must be 300 years old. Yeah, I get it. Some of these will be in chronological order and all have validations of some sort. I understand that it might seem a bit excessive compared to the majority of people that you may know personally. I welcome you to challenge me on any of the items below and give me a moment to tell you where and when it happened and what I can teach because of it!

So, without further ado...

- Carpentry and Construction. Commercial and Residential. Wood and Metal frame buildings. Cement work, Roofing, Sheetrocking, Painting and all other modalities.
- Garbage Truck worker
- Involved in 4H and Cub Scouts
- Mechanic. (Bought first car at 12 and fully rebuilt by 15)
- Restaurant Work (Front of House, Back of House, Dishwasher to Trainer)
- D.E.C.A. (Distributive Education Clubs of America) (Hospitality - State Finalist 3 yrs. National Finalist 2yr., College Class President 1988)
- College Degree in Hotel/Restaurant/Property Management
- Bartender up to working in a 5 Star / 5 Diamond Resort.
- Bar Manager multiple locations
- Massage Therapy (Swedish, Sports, Deep Tissue, Reiki, Energetic)
- WorldVentures and Party Light Rep.
- U of M - First person to reverse the agriculture worker exchange program to send students abroad for the M.A.S.T. program that brought students to the USA.

- Dairy Farm Worker (Bourg-en-Bresse, France)
- Fruit Production Farm Worker (Na,Norway - Apples, Cherries)
- Dairy & Pork Farm Worker (Falkenberg, Sweden)
- Asst Mgr Video Rental Store (VCR Repair, 8mm movie transfer to VHS, Car Audio & Alarm Systems, Cell Phone Sales & Installation)
- Competition Car Stereo Finalist
- Cellular Phone Sales Rep, Programmer and Install Specialist (started 1990)
- Owner of DJ Service 18 yrs. (Weddings, School & Corporate Events, Public Event Sound Reinforcement, Private Parties, Fundraising Events, Bar & Nightclub DJ...)
- Professional Event MC. (Pheasants Forever, Ducks Unlimited, Corporate Events...)
- Sound Technician (Live Band, Large Church, Corporate Events, Performance Recording, Training...)
- Used Car Salesman
- Spotter & Tester at Automotive Auctions
- Sales, Design and Install of High End Home Theater, Satellite and Security Systems
- Licensed Low Voltage Installer (Home Theater, Satellite, Security, CCTV...)
- Assistant Mgr & Head DJ of a Roller Skating Rink (Constructing the Building, A/V design & install, Concessions and Entertainment Procurement)
- Design and Install of Sound & Lighting Systems for Bars and NightClubs.
- Assistant Mgr of a Tires Plus (Discount Tires) Store. (Certified in tire design / applications - Michelin, Bridgestone) (Certified in Battery Construction - Interstate) (Certified in Tire Siping)
- Commercial Construction - Steel Frame and Interior Finish Carpentry
- Certified Forklift Operator (up to center articulating split transmission)
- Owner Large Photography Studio (Published and Award Winning) (Weddings, Family, Pets, Commercial, Aerial, Special Events...)
- Graphic Designs (POP, Bifolds, Trifolds, Advertisements, Business Cards, Wedding Albums...)
- Herff Jones Photographer (School ID, Yearbook, Sports, Prom, Homecoming...)
- Custom Packaging Machine Manufacturing Employee (Assembly, Design & Troubleshooting input, Raw Material Prep, Forklift Specialist, Paint Booth...)
- Apartment Complex Lead Maintenance (300 units - Carpentry, Paint, Plumbing, Electrical, HVAC, Pool Maintenance, Equipment Repair, Locksmithing, Window Replacement, Pest Control, Product Ordering, Appliance Repair, Alarm System Programming, Resident Automobile lock out help...)
- HVAC Technician (Certified "Universal" - 2008)
- Harmonica Player (Got to sit in with a number of bands - Lamont Cranston Band)

- Owner Maintenance Company 15 years (72 properties. Mainly College Rental Homes. All property repairs including Locksmithing (Rekey) of all doors.)
- Appliance Repair (Washer, Dryer, Fridge, Oven, Microwave...)
- Travel consultant.
- CoMediator - San Diego City Help HSV/HPV Support Group 15 years.
- Certified Train the Trainer Practitioner (Public Speaking, Stage Presence, Mic Usage, Training...)
- Board Certified Clinical Hypnotist (Depression, Anxiety, Phobias, Grief, Mental Blocks, Sports Performance, Relationship Enhancement, Holographic Memory Resolution...)
- Certified NLP Practitioner
- Author of Multiple Hypnosis Protocols. (PPP - Perfect Partner Protocol, IMU - Identity Management University, Sand Protocol, The Garden, WB Gray Room...)
- International Trainer (Public Speaking, Hospitality Servers, EMT/ First Responders, Car Sales, Home Ownership Maintenance, Photography and Modelling Basics, Automobile Ownership Maintenance, Hypnosis...)
- Corporate Coaching Practitioner
- Certified Firearms Pistol Instructor
- Certified in Chinese Face Reading (Lillian Pearl Bridges, San Diego Hypnosis Institute)
- Training Webinar Host (177 episodes as of May 19, 2025)
- TedTalk Coach (One client was 2nd person in 12 years to do 2 talks in one year)

-San Diego Hypnosis Institute: Certificates of completion in/as: (short list)

- Certified Hypnotist
- Conversational Hypnosis
- Conversational Belief Change
- Regression Specialist
- Hypnotic Presentation Skills Levels 1&2
- Face Reading, Chinese Medicine and Hypnotherapy
- Identity by Design Process
- Strategic Belief Change
- Covert Hypnosis

- Additional Course Certifications

- -Society of Neuro Linguistic Practitioners: Licensed Practitioner of NLP
- -Healing Dimensions Institute – Brent Baum: Practicum of Holographic Memory Resolution
- -Peak Potentials: Certificate of Completion of the “Train The Trainer” Program
- -Alexandria Technical College: Graduate of the Hotel/Motel/Property Management Program

Classes that I offer: (This list is a very abbreviated version)

- **Relationship Enhancement**
 - Finding a new partner
 - Recovering from losing a partner
 - Enhancing a current relationship
- **Hospitality Server Certification**
 - 3 Levels
 - Burgers & Beers
 - Dress Up & Sit Down
 - Black Tie Michelin
- **Real Estate Agent**
 - Enhanced Client Communications
 - Rapid Client Personality Reading
 - Establishing Instant Rapport
 - Add On Services
 - Creating Strong Referrals
 - Additional External Business Collaborations
 - Stand Out Business Card Creation
- **Home Ownership Maintenance**
 - Basic Building Maintenance
 - Lowering Utility Expenses
 - Preventative Maintenance
 - Basic Common Repairs
 - Understanding Future Planning for Improvements
- **Vehicle Sales**
 - Instant Rapport Building
 - Creating Strong Referrals
 - Values & Criteria Selling vs. Features & Benefits Selling
- **EMT / First Responders / Law Enforcement**
 - Trauma Response for accident victims
 - PTSD
 - Pain Management
 - Establishing Rapid Rapport
 - Stress Management
 - Relationship Enhancement
- **Sports Mindset Coaching**
 - Pregame Protocols
 - Pain Management
 - Team Rapport Building Skills
 - Future Pacing

- Body Sculpting for Performance
- **Parenting Insider Tips & Tricks**
 - Building and Teaching Trust and Rapport
 - Quickly Eliminate Physical & Mental Pain
 - Identifying Learning Challenges
 - Preparing Kids for Real World Challenges
- **Pain and Grief Management**
 - Understanding Grief and Anchors
 - Picking Comfortable Levels of Grieving
 - Communicating Pain & Grief With Others
 - Life After Loss
- **Intro to Face Reading**
 - Seeing Personalities
 - How to Sell to Different People
 - Reading for Business Team Building
 - Picking Partners for Relationships
 - Understanding Your Own Face
- **Basics of Audio/Video**
 - Selection and Use of Microphones for Stage, Office and Outdoors
 - Understanding Equalizers for home and pro use
 - Design and Setup of a Home Theater
 - Pro Audio Selection and Setup for Business
- **Intro to Photography and Modeling**
 - Understanding Picture Composition
 - Understanding Lighting indoor and outdoor
 - Introduction to Posing and Modeling
- **Vehicle Owner Maintenance**
 - Understanding Basic Vehicle Operation
 - Understanding Your Drivetrain for Extended Lifespan
 - Setting Up A Maintenance Routine
 - Understanding Battery Design and Selection
 - Understanding Tire Design and Selection
 - Understanding Audio Settings

Services that I offer: (abbreviated list)

- **Dealing with or Overcoming:** (again, very abbreviated list)
 - Anxiety
 - Depression
 - Phobias
 - PTSD
 - Grief
 - Self Image/Self Worth
 - Parenting Challenges
 - Anger Management
- **Smoke and Vaping Cessation**
 - Understanding Addiction vs. Habits
 - Eliminating Causal Anchors
 - Values & Criteria to Remain a NonSmoker
- **Corporate Coaching**
 - Creating Team Rapport
 - Masterminding
 - Working with Competitors
 - Conflict Control
- **Public Speaking Coaching**
 - Removing Anxiety
 - Microphone Selection and Use
 - Stage Presence and Anchoring
 - Crowd Participation
- **Sports Mindset Strategies**
 - Slowing The Competitive Mind
 - Pregame Preparations
 - Immediate Pain Control
 - Game Time Awareness
 - Energy Usage
- **Relationship Challenges**
 - Communications
 - Conflict Resolutions
 - Self Analysis to find Your Perfect Partner
- **Weight Loss**
 - Mind/Body Connection
 - Values & Criteria for Goals
 - Self Image Analysis & Control
 - Eliminating Less than Positive Anchors