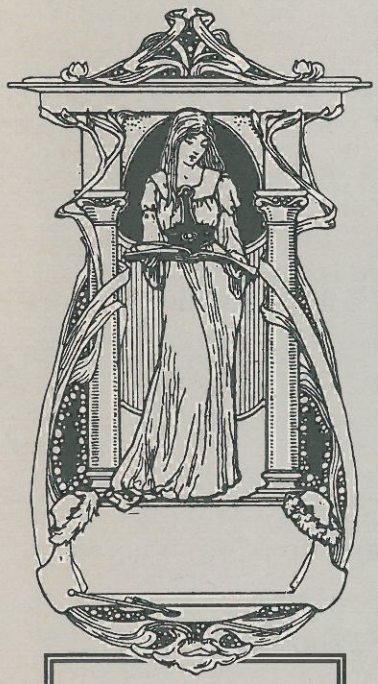
Anchor Point

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Dream Decipher
Page 1

Product Review: Stories on Tape
Page 5

Book Review: Steps to an Ecology of Mind
Page 7

Nominalizations for Change
Page 9

NLP Snaphots
Page 14

Headline Contest WINNER'S
Page 16

Presuppositions on the NLP Planet
Page 18

Metaphor: Nomadic Light Patrol
Page 20

Coming Events
Page 21

Product Sources
Page 24

'Dream Decipher'© - A New Dream Interpretation Method

Prior to my NLP training, I researched dreams for many years. Back then (with the support groups I facilitated), we experimented with known methods of interpretation. We found some useful information hidden within dream symbology. I felt like I was onto something important, but the processes seemed incomplete or took too much time. I also realized the interpretations were coming through the filter of the conscious mind. I searched for a faster, more elegant process. In 1984, I discovered NLP and began to apply NLP methods to dreams. This led to the development of a process I call Dream "Decipher."

"A Dream that has not been interpreted is like a letter that has not been opened."

The Talmud

Anyone doing a serious study of dreams comes to the conclusion that dreams are a valuable resource from the unconscious. University studies of REM sleep have proven that everyone dreams. The average is four to six dreams per night, resulting in about 2 hours of dream time for every 8 hours spent in sleep. By age 50, you have accumulated about 30,000 hours of dream time. People *have* to dream. Something that every person does this frequently must have great importance to the psyche.

After years of research, I have discovered reasons why people dream and how to get quality interpretations from personal symbols. I believe that dreams have multi-levels of information. I am interested in the grounded level, the level that can help us improve our lives.

My clients dreams have provided valuable feedback. I've been given information:

- about deeply hidden core issues;
- about the next steps to take as the changework progresses; and
- being told when a change has happened in the unconscious mind before it becomes apparent in physical reality.

My client's have been led to:

- attitude changes;
- advise when there is a need for patience (to let a change implement itself); and
- have healing within the dream state.

I have my clients program dreams between sessions. I always look for the resource(s) within the interpretations.

The one dream most people will remember (even if they do not usually recall dreams) is the nightmare. I'm working with a client I will call Jane, who is in her mid-60's. She has arthritis in her knees and is 50 pounds overweight. Her doctor has advised her to start a weight loss program to reduce the pressure on her legs. Part of her arthritis/weight problem is tied in with memories of the past, related to self-esteem issues as a teenager.

This is there we began the changework. Jane reported a "horrible nightmare" after two sessions:

"I am in my bed dozing off when I see a light appear in the open doorway. A shadowy figure in a dark cloak appears. His head is covered in a black hood and I see only a smile. He reaches out and puts his arms under my body, as if to lift me. I scream (out loud) in fear!"

The dream is so real to her she wonders if someone is in the house. As she re-tells the dream; she is as shaken as if she just

Next Page ►

awakened from it. (This is called dream hangover.)

I record the dream in the first column of my 'Decipher' worksheet (see Figure 1). I freeze-frame the dream movie into slides, describing the content of each slide in short phrases. Colors, numbers, and names are listed separately.

Before starting the 'Decipher' process, I have Jane dissociate from the dream content via the following steps:

1. She is to imagine that someone made a video recording of the dream. I tell her to turn on her VCR, put the first scene of the dream on pause (in greytones) making sure she sees herself on the screen.
2. At this point, I hold a pre-established dissociation anchor and instruct Jane to run the dream movie out very quickly.
3. If I notice she still has negative kinesthetic feelings, I have her run the dream movie several times faster and faster, running it backwards, if needed.

This is a useful process to perform before deciphering any dream...but it is imperative to use for nightmares. Without this preparation, you will not get quality information. The client will stay stuck in the feelings of the dream hangover and dream content. I point out to Jane that nightmares are a 'notice-me' signal and there is a positive message hidden within them (dreams always have a positive intent). We then follow the steps in the three column 'Decipher' process to find the hidden meaning within the dream. In this process, the client comes up with all the information. I take the role of facilitator (I do not hallucinate what her symbols mean. I just ask questions.)

In a future article, I will give step-by-step instructions on how to facilitate the 'Decipher' process. For now, I will give you an overview of Jane's dream.

Responses shown in the second column of Figure 1 are elicited directly from the unconscious part that knows the abstract meaning to symbolic pictures. This second column of responses does not give the total picture (and is not meant to). This is not the place to think about the dream or

Dream Decipher Worksheet

The Main Theme: How does this relate to my life right now?

(Client feedback:) *Addresses weight issue*

Dream Slide/Symbol	**(Abstract Concepts) Meaning of Symbols**	**Insights: How This Relates to Main Theme**
in bed/dozing	*half awake*	*some awareness*
Door open	*accessible*	*information for the unconscious*
Light Appears	*enlightenment*	*bring light to situation*
dark cloak	*hidden*	*deeply buried until now*
shadowy figure	*awful*	*how dad looked when he was dying of cancer*
hooded	*terrifying*	*created fear in me*
black	*beautiful*	*not remembering how*
smiling male	*dad*	*beautiful he was is life*
arms under body as if to lift	*frightened of dissolving*	*to be thin means death*
screaming	*felt physical/fear*	*on a diet while caring for him. Diet= fear.*

[Figure 1]

its meaning. At this point you are getting information, a word or phase at a time, as quickly and spontaneously as possible.

After completing column two, we go after the *main theme* of the dream. I ask Jane how this applies to her life and then repeat the entire second column back to her. I see lights go on for Jane as she says that the *main theme* of this dream addresses her problem with losing weight. In column three, the hidden meaning unfolds. Here is the insight she receives:

New awareness is given directly from a part in the unconscious. It brings to light that she has deeply buried fear and beliefs that came from her fathers death from cancer. She watched him waste away; so a part of her unconscious believes that to be thin means death. She was on a diet while she was caring for him; dieting now triggers this old fear. She remembers only how he looked at the end...not as the beautiful man he was in life.

The unconscious problem state is clearly defined. A grief resolution method is needed to help her remember Dad as he was in life not death. A fearful part of her believes that diet-equals-death. This part needs new choices. All this from one brief nightmare!

Individual Symbology

Before I introduce dream interpretation to clients, I discuss personal symbology. I ask what is seen when I say the word "fear." Suppose a client responds, "a big dog with teeth bared." I explain that a dog can be a symbol of loyalty, love, or responsibility to another person. I ask what a butterfly means to them. If the response is "change," I explain that to someone else a butterfly might mean freedom, fragileness, or delicate beauty. Dream symbols are individualistic. Whether you are talking about standing on a mountain top, flying in a plane, or looking at the ocean, you will find that one person's passion is another person's fear.

"Don't let your mind be cluttered up with prevailing doctrine."

- Alexander Fleming

Some dream books talk about universal symbology. The inference in them is that a dream image has the same meaning for everyone. Let's use the symbol of water. Depending on which book you read, the universal meaning for water is: healing; the soul; the emotions; or something sexual.

In *your* dream, it would have a more personal meaning. Are you afraid of water? If you dream of being in deep water, it might represent a fear *about* something going on in your life, or a hidden fear from the past, *as fearful as* being in deep water would be. If you love to swim, water in a dream could mean pleasure or recreation.

For example, once I was afraid of water, then overcame the fear and learned how to swim. When I dream of water, it sometimes means I've made a successful internal change. One of my clients dreamt of a waterfall with a symbol of herself (a dragonfly) caught up in it. Interpreted advice was to "go with the flow," in her situation. One symbol can mean one thing to you or it might have several meanings. That is why trying to figure out a dream by going through the conscious mind can take a long time.

I believe that a dream is a translation of experience. The body has to sleep for rest and rejuvenation. While the body is asleep the mind is traveling through experiences. Abstract concepts about these learnings are fed into the brain four to six times a night. The brain takes these concepts and converts them into symbolic pictures woven into a *loose* story line so we will remember the symbols upon awakening. (*The reason why dreams seem so strange*). The abstract thoughts or concepts are hidden within this symbology. In very few dreams, the dream movie is exactly what the dream means. Most dreams are in code. What is the reason for this? Has a dear friend ever given you advice that you didn't want to hear? Symbology is a way to bypass the filter of the conscious mind.

It's important for the client to *trust* their own interpretations. I explain that there is an aspect of them that has a greater knowing. I call it 'the friend within.' You could label it 'the inner counselor' or 'the creative part.' This aspect of our unconscious is the part that knows the original abstract concepts, and is the one you elicit for dream interpretation. Here are some

Next Page ►

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questions that will help you locate the friend/counselor. Ask your client:

- "Have you ever *known* (or had a strong feeling that) something was, going to happen, and it did?"

(Examples would be: knowing who is calling while the phone is ringing, thinking of someone and then running into them that same day, a feeling to take a different route home and finding out you avoid a traffic jam). The more impactful and the closer in time to the present the better.

This type of question is the best to use. But if the client cannot remember any examples of this nature, try suggesting these two:

- "Think about an impulse you followed and it turned out to have been a good thing to do." Or ask,
- "What decision did you make that you had a good feeling about?" (You can always have them use their impulse or decision to make an appointment with you).

"Be still when you have nothing to say; when genuine passion moves you, say what you've got to say, and say it hot."

- D.H. Lawrence

The specific feeling we want is when they know that something *feels right*. When the client has chosen the example, have them close their eyes and be fully associated into the time it happened. Tell them to scan their body to find the feeling response to this *knowing*. Ask these questions: "Where is the feeling located? (Tell them to point to it.) What is it's shape? Does it stay in one place or move? Does it intensity? Then have them back up a little in time to just before they got the feeling. I ask for the submodalities of the voice or thought message.

Typical feedback: the voice is similar to their own; it has a tone of gentle authority and the information has a sense of quality. This is a convincer strategy for them. You specifically want the location of it. Does it seem to originate outside and then come in? Or is it inside? Where specifically? While the client is interpreting the dream, they are instructed to keep their eyes on the location of the voice and check their 'feeling' with the information from this voice. A response from the 'friend within' will feel right. They will know when a response is from another voice. It won't feel right. (I find that if a person has a strong logical/analytical part, this part will want to interfere and be the interpreter.)

Although it is an auditory-first response, you want to be flexible about letting clients find the submodalities to their "friend within." I have a client who accesses visual-auditorily. First, he has to see an old man, who then tells him the meaning of each symbol. This strategy is more believable to him than the voice alone. Another client says she receives the thought message from the "right" feeling. You do not want these clients looking at dream content (eyes constantly up in visual remembered) as they give you responses.

I hope I have aroused your curiosity in utilizing dream information to help your clients. Are you also interested in using the process for self-change? One of the greatest gifts I have been given with 'Decipher' is in having a tool that has been very instrumental in self-healing. When I have not been able to access to my unconscious because of protective parts, my dreams have given me deeply buried information. I was then able to use self-interventions.

There is more to the dream landscape that I want to share with you. In my next article, I will cover the specific steps to the 'Decipher' process, methods for remembering dreams, and how to design programming questions. The dream self will answer requests for information.

Toni Galgano has Master Practitioner Certification and the Trainers Training. She is a columnist and lecturer who travels widely in the U.S., teaching workshops about her 'Dream Decipher' method. She has also been introducing 'Decipher' at the National and Regional NLP Conferences. You can contact her at 496 S. Clarion Dr., Pueblo West, CO 81007 Phone: (719) 547-2659.

Product Review: Stories

By Anne Linden
Audio Cassette Tape, 90 minutes - $10.00 + 1.00 shipping
Available from:
New York Training Inst. for NLP
155 Prince St.
New York, NY 10012 USA Phone: (212) 473-2852

When I was very young, I would listen in the dark to a boxy black radio. The faint warm glow of the dial held me in rapt fascination as the old time radio stories carried me to the land of imagination. A good story is profound, it can teach on incredibly subtle levels and change who you are.

This tape is a fine collection of 10 stories that drew me back to those hot summer "radio nights." These stories, and others like them, are often told at the end of the day at better NLP trainings. These pleasant distractions help calm and integrate all of the confusion and mental activity of the day. And they also teach. Properly handled (which this tape does nicely) metaphor and humor sneaks lessons and feelings past the "old guard" of the conscious mind.

Effective storytelling demands a flair for being uninhibited. Each character with their different voice and peculiarities contributes intricate aspects to "the moral of the story." Each part/character must be honored and appreciated. The narrator "marked" these out very effectively. Anne Linden's voice was **made** for storytelling. For example, in the story of the Wallah Wallah Wallah Boo she acts the squeaky child's part as effectively as she does for the giant (but very lonesome) Wallah Wallah Wallah Boo.

Where others might be inhibited, Anne lets her "child" out to enjoy playing the parts with enthusiasm.

I was mildly distracted by a minor "machine buzz" in the background of the tape (technical recording problem). And I also missed the sound of live "ahhh's and ohhh's" so often heard between stories in a classroom situation (my problem). For future tapes (which I hope get produced), I'd recommend transition music or something between stories. Neither problem should deter you from enjoying this tape.

The stories selected for this tape are delightfully diverse and each has something interesting to offer. There are times in life when we learn things which are quite inexplicable and which lose their power when we try to convey them to others. It is in "stories" such as these that we "remember our understandings" at the deepest levels and assimilate the best of life's magic.

If you enjoy listening to word pictures, you will enjoy this tape. If you can pull the kids away from TV (car chases every 9 1/2 minutes), they might enjoy it too. Recommended.

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Developer of the Imperative Self Analysis Model

Book Review:

Steps to an Ecology of Mind
By Gregory Bateson

Jason Aronson, Inc., Hardcover, 545 pp - $35.00
Random House, Softcover, 541 pp - $4.95

Gregory Bateson was an anthropologist, but more than that he was a generalist. A rare scholar whose thoughts encompassed many disciplines and who could detect the pattern that connects them all. He worked with and influenced many of the great theorists of recent times (e.g. Norbert Wiener, Warren McCulloch, Jay Haley, Paul Watzlawick, and John Lilly). Bateson's three books: Steps to an Ecology of Mind (1972), Mind and Nature: A Necessary Unity (1979), and Angles Fear: Towards an Epistemology of the Sacred (1987, coauthored by his daughter Mary Catherine Bateson) present a revolutionary approach to understanding the structure and processes of living systems.

As a faculty member at the University of California at Santa Cruz Bateson became a colleague, neighbor, and friend to the individuals that founded Neuro-Linguistic Programming. As a result of their interactions Bateson's philosophy became the theoretical framework in which the principles of NLP were developed and expressed. References to his concepts and acknowledgement of his contributions are scattered throughout the NLP literature.

In Steps to an Ecology of Mind Bateson presents the basic principles of 'cybernetics', a new epistemology for understanding living systems. Epistemology is a level of philosophy that lies deeper than theory, involving the basic assumptions of how we know what we know. Bateson eloquently exposes the flaws in our culture's epistemology; including Descartes' separation of mind and body, and the adoption by the life sciences of the epistemology and terminology of the physical sciences. While not alone among contemporary scholars in his attack on our culture's epistemology, Bateson does stand above the rest in the power of his arguments, and in the sophistication and utility of the epistemology he proposes in its place.

In the book, Bateson proposes that the processes of life are best understood as a hierarchy of systems. Cybernetics is a variety of systems theory that emphasizes the importance of information flow within a system. It provides a fundamentally different way of organizing knowledge than that provided by the physical sciences. He does not argue that the epistemology of the physical sciences should be abandoned, but that it should be contextualized to the world of nonliving matter. The utility and comprehensive nature of cybernetics is reflected in the variety of academic fields to which Bateson applies it: anthropology, psychiatry, evolution, genetics, and ecology.

Steps is a collection of essays and lectures written by Bateson over a period of 35 years. Each chapter is a separate work and can be read by itself without the support of other chapters. This organization allows the reader to work through the book in any order, reading the chapters that seem the most interesting and relevant at the time. As a place to start I recommend the following two chapters: *The Cybernetics of "Self": A Theory of Alcoholism*, and *Style, Grace, and Information in Primitive Art*. Many of Bateson's more important ideas about cybernetics are presented in these two chapters.

In *The Cybernetics of "Self": A Theory of Alcoholism* Bateson uses the principles of cybernetics to explain why some people become alcoholic, and why Alcoholic's Anonymous is an effective approach for those people. During the discussion Bateson gives a clear explanation of several important principles of cybernetics: the circular causation found in systems; the definition of information as "the difference that makes a difference"; the categorization of relationships as 'complementary' or 'symmetrical'; and a definition of 'mind' that has tremendous implications to our understanding of behavior. In this chapter, the alcoholic is viewed as suffering from the same flawed epistemology that is leading our culture to disaster. By understanding why Alcoholic's Anonymous works for those individuals, we may be able to arrive at a solution for our own culture.

In *Style, Grace, and Information in Primitive Art* Bateson tackles the issue of what type of information is represented in a culture's art. During this discussion two more important principles of cybernetics are addressed: the concept of 'logical levels'; and the nature and integration of conscious and unconscious thought. Bateson argues that conscious, purposive thought is too limited in its capacity to understand the systemic nature of the world. Art is a way to correct a too conscious approach to life and can give the culture a more systemic perspective.

The structure of Steps as a collection of separate works has disadvantages. The major one is that no single chapter presents a complete description of cybernetics. The important elements of the epistemology are scattered throughout the book and are difficult to piece together. Readers who want a simpler (in many ways) presentation of cybernetics may want to turn to Bateson's Mind and Nature.

"Rob a man of his subterfuge and goes mad."
- Ingmar Bergman

Next Page ►

There are advantages to the structure of Steps. The challenge of integrating the description of cybernetics from so many different contexts is quite engaging. This integration calls on the same style of thinking it takes to understand a system. The reader is given a challenge similar to what Bateson must have faced when he looked for the 'pattern that connects' the various life sciences. Because each chapter stands alone, it is possible to pick up the book and read, or reread, one chapter and then put the book down again for a while. It is a book that is best read over a long period of time.

Steps to an Ecology of Mind is not light reading. Plan on putting the book down frequently, even in the middle of a short chapter, to think about what you just read. It is not that Bateson is too technical, it is a consequence of his approach to teaching. His writing style is congruent with the concepts he presents in Steps concerning levels of learning. He believed that a student should be given the information necessary to move to a new level of understanding but that the move itself should be left to the student.

The disadvantages of Bateson's writing style is that his ideas remain inaccessible to many people. A shift of thinking in Western cultures towards a more cybernetic epistemology would not only improve our life sciences but may be critical for the survival of life on our planet. Yet Bateson's writing style is so difficult that many people will not take the time and effort to read his books.

It is, however, the very complexity of his thoughts that is so appealing. As in any good work of art, new levels of patterns appear in his writings over repeated exposure. The first time I read a chapter in Steps I gain some intellectual understanding of what Bateson is getting at and experience a fair amount of confusion. While rereading the chapter, or while reading a different chapter that presents a similar idea, I experience major reorganizations in the way I conceive reality. After reading Bateson, some of my other favorite authors who make similar points seem rather shallow and self-evident.

For all of his impressive contributions there is an important area in which I believe Bateson falls short. In Steps to an Ecology of Mind he describes the operations of systems and then argues that our conscious minds are too limited and too lineal to comprehend the systems in which we are involved. He presents these ideas at a highly philosophical level, with little advice on how to use our conscious and unconscious understanding of cybernetics in everyday interactions with our environment. I see NLP as providing that missing piece. By adopting Bateson's epistemology NLP has given itself a theoretical framework that elegantly fits the structure and processes of life. NLP has added to Bateson's ideas a focus on the practical applications of cybernetics. The result is an approach to human interactions that is highly effective in a wide variety of contexts.

Dr. Oakley E. Gordon received a Ph.D. in Experimental Psychology in 1984 with an emphasis on 'Human Learning and Thinking.' In 1989 he became a Master Practitioner of NLP. He is currently an Assistant Professor of Psychology at Southern Utah State College, Cedar City, Utah.

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NOMINALIZATIONS FOR CHANGE

By R.H. McCrory

This is an exploration of the *utilization* of Nominalizations as a possible resource rather than exercising the Meta Model challenge of the verb of origin as to how, where, etc. Following some discussion, several case histories are offered in which this utilization has been instrumental in information gathering and in effecting change (including health related issues). A brief excerpt from a very recent example may help set the stage.

A lady described her domestic problems in terms such as "can't connect with my kids;" "there's just no connecting with him anymore;" "can't get connected," etc. After several examples and versions of "connect," I offered her a nominalized version "you feel a need for connection?". She immediately went into tears and said "Yes, that's it, I never had any connection with my Father." I then had something to work with....

We are familiar with Nominalizations as one of the Meta Model violations. In the Meta Model, a Nominalization is defined as a noun which was made from a verb, as in 'to inform' becoming 'information.' As a Meta Model violation, one returns to the verb and explores it, which seems to be the only attention given Nominalizations heretofore.

The Nominalization becomes a noun of indefinite or infinite meaning. A Nominalization can usually be found in the dictionary but it cannot be illustrated nor 'put in a wheelbarrow,' which is a test one makes in learning the Meta Model. The noun 'table,' for example, can be identified as a specific thing; it can be touched, photographed, or replicated with a high degree of accuracy. Not so with our experience. It *is* abstract; our feelings cannot be 'put in a wheelbarrow' and can only be expressed by Nominalizing them, or as roughly translated...giving them a name. 'Satisfaction,' for example, can have as many meanings as there are individuals and contexts.

"Man is a tool-using animal. Without tools he is nothing. With tools he is all."

- Thomas Carlyle

It has been known for perhaps a 1000 years that certain words and phrases convey mainly the information that the individual invests in them. Webster's Unabridged Dictionary defines: 'Nominalism - a doctrine of the late middle ages that all universal or abstract terms are mere necessities of thought or convenience of language and therefore exist as names only and have no realities corresponding to them.' My old Encyclopedia Britannica lists six or more references to Nominalism as a factor in linguistics, philosophy and religion dating from the middle ages. It remained for Grinder and Bandler to put this age-old issue to practical use by giving a definition to Nominalization as a Meta Model category.

The Nominalization may be described *in metaphor* as a labeled container for information. Person 'A' identifies an experience and labels it with a Nominalization. The Nominalization is used in discussion with person 'B.' Neither person is aware that only the labeled container is exchanged. 'A's' actual experience was not communicated and 'B' is usually not aware that much of the communication s/he has received was self-installed - as suggested by the Nominalization, (the label given the container).

For the purpose of this discussion, we are going to consider both the contents of the container and its label. We will also enlarge the basic definition map to include a bit more territory. Some adjectives qualify for Nominalization, thus 'hostile' becomes 'hostility,' 'sweet' can become 'sweetness,' etc. Further, certain phrases which a client uses may qualify. If s/he uses 'makes me get angry,' you can try 'anger' as a Nominalization but the real meaning may be carried in the exact words 'get angry.' The use of phrases or longer combinations of words to 'Nominalize' is due to lack of ready vocabulary. We therefore use that which works best - accurate definition notwithstanding. We will discuss this more as we go along.

I attended a seminar a few months ago in which John Grinder discussed the fact that language has its limitations in conveying information. To the limitation of language itself, I would add the limitations of vocabulary which we encounter in individuals. In addition to using Nominalizations appropriately, we also Nominalize when other words fail. I offer again my expanded concept of the Nominalization that any word or combination of words which "gives a name to" a thought, a feeling, an expression, etc., can be considered for use (as though it fit within the formal definition). When we are offered such a Nominalization, it may be for that person an expression of meaning which is sensitive or even precious. If we are to work with that Nominalization, let us be aware of possible ecological impact.

We attach a lot of importance to eliciting a *Wellformed Outcome*. People often have only a vague idea of what they want and are trying to change the world rather than develop a method of coping with that which is beyond their control. Indeed, that is exactly what was involved in my own Case History. The procedure of eliciting a

Next Page ►

Wellformed Outcome typically results in numerous Nominalizations, particularly when the expanded concept is introduced.

It is possible to have an unmanageable number of Nominalizations being used about one subject. It may be productive to repeat some of them back to the client and ask if they can pull them all together 'in a word' that represents them all. This can bring a 'chunking' of meaning which will be a step closer to an outcome.

The request to summarize 'in a word' can be useful when the client gets involved with a lengthy narrative. If the client is unable to supply something useful, it may be productive to offer Nominalizations or nominalized phrases and depend on calibration to identify those which are meaningful.

Adjectives may be offered such as "I have this hostile feeling" or s/he may be 'identifying' such as "I'm suspicious." You can use their words as offered or re-state their sentence, having converted the adjectives, such as "So you have this feeling of hostility" and "Suspicion is a problem to you." Calibration will indicate when a meaningful Nominalization is found. It may take several attempts and still be fruitless, which probably means that the 'pay dirt' is not in those particular Nominalizations.

Once a meaningful Nominalization is identified, it can be important to use the client's exact words (as in the elicitation of criteria). Have the client use the Nominalization a few times. Then use it yourself, asking the client if it is truly representative and calibrate to assure that it 'fits.' Try synonyms if you wish and calibrate the difference.

"Trying to define yourself is like trying to bite our own teeth."

- Alan Watts

"If I do not believe as you believe, it proves that you do not believe as I believe,and this is all that it proves."

- Thomas Paine

The foregoing should be taken as an indication of the *variety* in Nominalizations rather than assuming that they are scarce or difficult to elicit or identify. Ordinarily, more Nominalizations will be presented than are worthwhile to pursue. Allow calibration, tonal, or other emphasis and repetition to identify those which are significant.

The use of Nominalizations in conversational reframe of meaning (as in the Case History examples), can constitute an intervention in itself. Otherwise, this information can be used as a part of a more effective technique in information gathering.

One can explore the content or make-up of a Nominalization to consider a similar but sufficiently different one which may be acceptable to the client. For example: 'frustration' may be described as a result of on-going unfulfilled desire to achieve an outcome; with the implication that the outcome is, in the world, achievable. 'Disappointment' can be similar except that in 'disappointment' acknowledgement occurs at some point that the outcome will not be achieved and the quest be abandoned or be replaced with a different outcome. This was my perception and experience in my own Case History, in which disappointment was not an on-going problem as much as a replacement for 'frustration.'

Leslie Cameron Bandler's book *The Emotional Hostage* extensively explores the make-up of emotions and how to change one to another. As real as they are, feelings and emotions "cannot be put in a wheelbarrow" and thus qualify as Nominalizations. Her book therefore offers in-depth insight into a part of the subject of Nominalizations. Leslie's method (in my words) deals with the client identifying their internal state for a given feeling, recognizing the components that constitute that feeling and making a change in a component(s) to produce another feeling or a modification to it. The structure of the model is reminiscent of submodalities but does not directly employ the VAK modality system.

Speaking of submodalities, some of the examples given could have been dealt with effectively by means of submodality changes.

In the various trainings I have attended (and in after reading many NLP books), I'm not aware of the recognition that we often install Nominalizations when we work. A most obvious example is when we work 'content free.' Especially in groups, we have people who have something which is sensitive or private which they would prefer not to share with others, so we have them assign it a code name such as "X or "Blue" for the Present State and maybe "Y" or "Gold" for the Desired State or outcome. We thus protect the confidentiality and at the same time have had them Nominalize the two states. If we have done (or do) a good job otherwise, we will be working with 'core material' which is probably more effective than what could be done after eliciting a great deal of detail.

Many NLPers say they prefer to work content free because it is quicker, relieves them of having to hear a lot of boring detail, and is more effective overall. I propose that the effectiveness is improved by the installation and use of Nominalizations in <u>place</u> of detail. In addition to having the client access and define the Nominalized states, 4-tuple-wise or otherwise, I suggest we should install the belief that the unconscious mind can appropriately update the meaning of X, Y, Blue or Gold as we gather information and progress toward the outcome. Thus when we 'go for the Gold,' we are working with the best quality material. I suspect some clients unconsciously do this without prompting but it would seem to be good ecology to include this as a specific step.

FIRST CASE OUTLINE

My first experience dates back several years when I had just completed Practitioner training. I was talking with a man at a social gathering who began telling me of his Vietnam experiences and blaming the war for 'messing him up.' As he talked, it developed that

he had been adopted at 8 years of age by a couple who were religious fanatics (my words). As he grew up, he was perceived by them to be 'evil' and every effort was made to change his ways. He was brainwashed by the preacher, who (in the client's view), really considered the parents over-zealous, although siding with the parents. As a boy, he made straight "A's" in school and had no friends or life outside the church. At age 17, an event at home caused him to leave and join the Army.

He had become involved with religion to some extent and was deeply concerned with blaming his parents for 'messing him up' and at the same time trying to forgive them. This effort of 'forgiveness' had been a major issue in his life for years. I asked if the parents had any malicious intent in what they did. He said they were only trying to do what they thought Jesus wanted. I reasoned with him that without malice it was hardly fair to hold them guilty. I asked if he thought they had any choice about what they did - with much the same answer. I asked what he would think or feel if the computer at the bank 'messed up' his account --- and continued building a similarity between a computer doing whatever it is programmed to do and his parents doing what they were programmed to do.

I then offered the thought that perhaps forgiveness would be inappropriate in either case and certainly he could understand the computer instance and perhaps understanding was more appropriate in the case of his parents than was forgiveness. After a period of silence, he returned to say words to the effect that a weight of years had been lifted from him. I saw him a week later and he was still pleased with the change. He needed a lot of other work but the change of meaning and Nominalizations from forgiveness to understanding dealt with a part of his problem.

A conversation turned out to be an intervention. In effect, a reframe of meaning occurred by substituting one Nominalization for another. I was not then aware of anything other than the logic of the situation having turned him around. In fairness, the computer metaphor is also due some of the credit.



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SECOND CASE OUTLINE

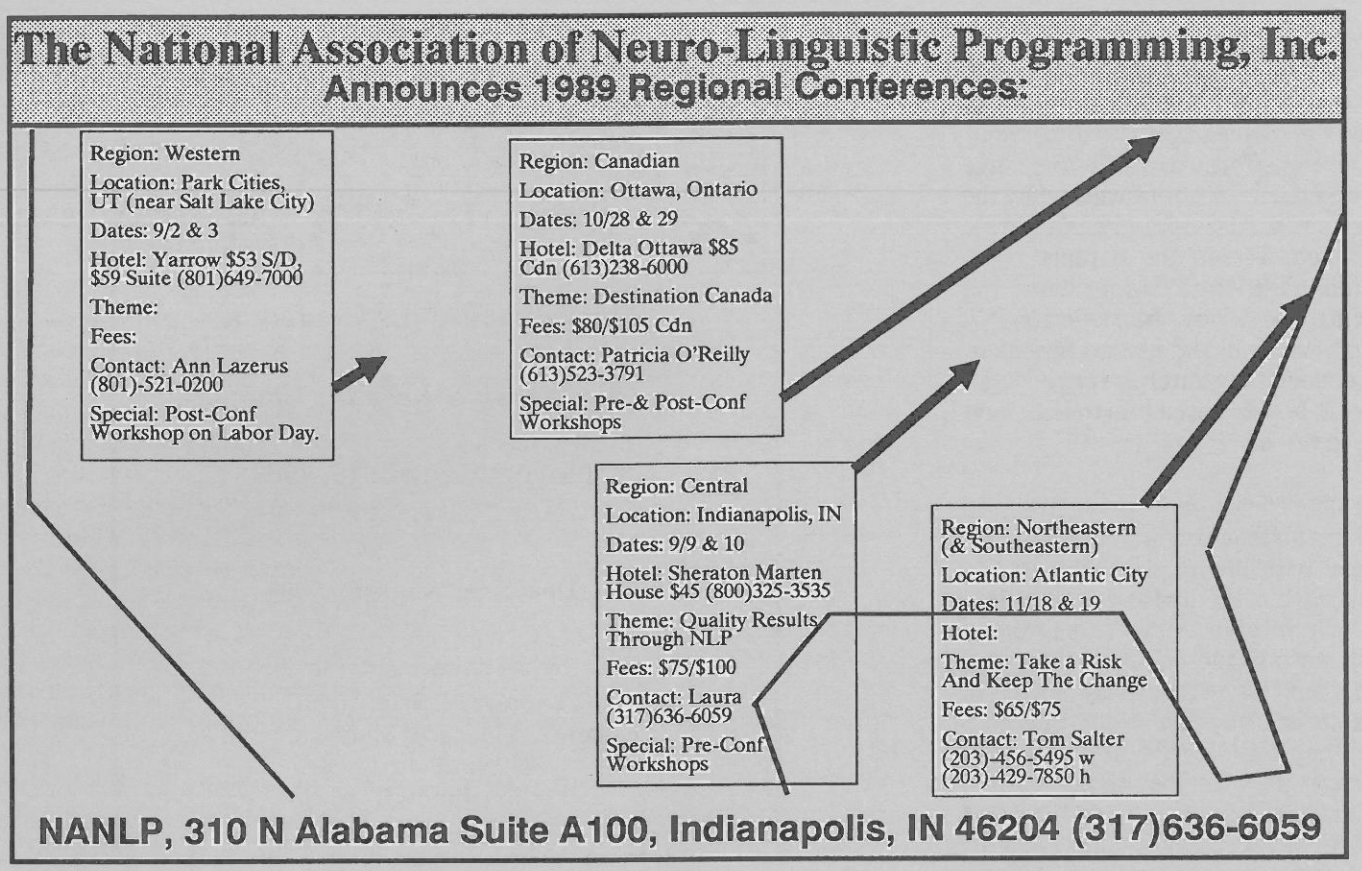
This is an example of dealing with an emotionally induced physical problem. The client was a woman who had an ulcer on her foot. I was seeing her for another issue and the ulcer was mentioned as an after thought. The ulcer appeared very inflamed and was about a 1/4 inch deep. It had started as something she had thought was athlete's foot and in the months since it started, had moved from between the toes to a position up on the foot. It had defied a number of medical attempts, including radiation. It was not painful but itched constantly --- not the kind of itch that can be scratched but itched nevertheless.

I attempted to elicit whatever emotional issues she had *ongoing* without success. She volunteered that she had divorced a year or more ago, a couple of months before the foot problem began. It had been a very amicable divorce with no emotion distress. I asked about any possible loose ends dating back to the divorce. She said a number of minor items, due to her ex's irresponsibility were still open. I probably repeated something like "So you need resolution" because I recall her reaction to that Nominalization. It was obvious that 'resolution' was loaded with meaning for her.

She talked about the things needing resolution which disclosed several other Nominalizations. I had her discuss the rest of her life and found that she had a set of Nominalizations that went with that description.

I had in the (then) recent past attended a Robert Dilts training which dealt with integrating internal conflicts and incongruity --- which appeared the logical route. For those who may not be familiar with it, the two polarities are separated and identified by having the client place one in each hand as a small image of herself. The positive intent of each is elicited with the client

Next Page ►



acting as interpreter, likewise their resources and desires. It develops that they have much in common and each has something to offer the other that is wanted. They may have been unaware of each other's existence until now. Ideally, and in this case, the client spontaneously brings the hands together to merge the images into one, then proceeds to bring them into her body. This method has features in common with the six-step reframe and visual squash, using the image metaphor.

I performed this piece of work and when she integrated, it became a very emotional moment for her. After a break state period, I asked what was going on with the foot. She replied that for the first time in months, it was not itching.

A month later, the ulcer was almost healed. I saw the lady 1 year later and examined the foot. The ulcer was gone but there was some kind of mild irritation between the toes that looked and felt (according to her) like it had when it first started. She said it was no doubt part of the same problem and hadn't changed in a long time and was tolerable. I concluded that the intervention had been responsible for a major improvement but there was more work to be done --- which she was not inclined to pursue.

THIRD CASE OUTLINE

I am a living example of the old saying "Too soon old, too late smart" because it was with this that I realized the function and value of Nominalizations. This is my own story. Over a 3 year period, I had a skin condition of eruptions, redness, and itching. The condition came and went but was almost always present and moving around on my body. It had been labeled many different things by dermatologists and had been the subject of a number of laboratory and medical efforts with little success. Efforts to identify an allergy stimulus also came to naught.

It became obvious that medical intervention was not going anywhere and if I expected to improve I would have to do something myself. I started examining my life in much the same manner that I would a client. As I proceeded, 'resentment' came into consciousness like light coming on in a dark room. I pursued in my mind essentially the same procedure I had used a couple of years before with the man in the first case. At length, I replaced resentment with 'toleration.' I had been resenting a life situation which was beyond my ability to influence and which time alone would resolve. Therefore I would tolerate it.

Within 24 hours or so I had a great relief from this skin ailment, possibly a 50 % remission. I'd had previous 'improvements' so I waited for it to return. The condition remained at the improved level. After about 3 months, I repeated the Nominalization search and dealt with 'frustration,' which then became 'disappointment.' I repeated the

"I have a friend who told me that the very best computer system ever built by mankind was by the Druids at Stonehenge. Well, that's an old story. But what I liked was that he felt the Druids didn't die out, they just went bankrupt trying to debug the software."

- James Finke

procedure 2 more times over a period of 3 or 4 months. It is interesting that the third instance related to an entirely different issue than the other three which were from the same cause although of different aspects.

Conditions have **not** changed in my life and I have been essentially free of the problem. A year or so has elapsed without major recurrence. I have had to reinforce the new Nominalizations a few times when events tended to bring back resentment and the skin condition. Prior to this experience, I had never been aware of an emotionally induced physical ailment of any kind (although I was for years in highly stressful Corporate positions in which my peers suffered from ulcers, heart problems, etc.).

In this case, success was the result essentially of performing a Wellformed Outcome elicitation on myself and reframing the meanings and relevance of the Nominalizations. Note also that the major issue obscured several minor ones, each with its own Nominalizations.

FOURTH CASE OUTLINE

This client was successful as a salesman or broker. He wanted to be able to start projects from scratch and market his own product rather than someone else's. He said he could recognize potential but couldn't organize a project (my words). I asked what kept him from doing that and he said he needed 'centering.' I asked what else and he replied 'perspective.' He also volunteered that he needed to 'keep out interference.' As we discussed, he visually accessed the three Nominalizations separately in space. I treated 'keep out interference' the same as 'centering' and 'perspective'as Nominalizations.

I had him discuss each of the Nominalizations separately and as he did I anchored them, stacking them in the same place. After a break-state interval we discussed the subject matter again. His visual access was confined to one area as he said he could now "keep it all together and make it work" for him.

As he accessed, talking 'from the inside,' he said "It's relevant now." "My Father is always saying "it's not relevant; relevant is one of his favorite words. I just want to get my act together like he has."

Possibly out of intuition, I did not anchor 'relevant.' Later information disclosed that the client had a 'thing' about his Father which probably dated back to an early imprint experience. Had I anchored 'relevant' it may have included some unresourceful 'Father stuff.' I know we anchor tonally and otherwise but at this stage of my experience this is the only instance I can recall of specifically anchoring Nominalizations.

The case histories offer examples of the exploration and use of Nominalizations. They are reported here with reasonable accuracy in the interest of presenting a sort of cross section, rather than recommend a method per se, or suggest that your method might not be better.

So what is all this good for? It has been useful for me in information gathering and in doing certain interventions, usually as a part of a larger scenario. I believe I have identified people who have difficulty in Nominalizing (which might be worthwhile investigating as a dysfunction). One might also pursue other Meta Model categories for positive utilization in the same sense as I have with Nominalizations.

Finally, I hope this will be as interesting and useful a tool for you as it has been for me. I sincerely solicit feedback in the form of experience, criticism, or questions.

Robert McCrory is a retired corporate executive, a Master Practitioner since 1985 and is self-employed as a Personal and Personnel Consultant. You can contact him at P.O. Box 1383, Ardmore, OK 73402 or phone (405) 223-3384.

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Snaphots- NLP in Daily Practice

By Steve Watson

I am teaching a series of workshops at Weber State College. For "extra-credit," I require participants to write a short paper documenting how they apply the skills and knowledge they acquire in the workshops. Many of these papers are quite good and delightful evidence that the students have really learned something. This column is about how these students use the NLP processes in their everyday life.

In the workshops, (a series of three 2-day workshops roughly equivalent to the beginning of practitioner training) the participants learn: to increase sensory acuity; techniques to establish rapport; to recognize eye accessing cues; to establish and fire anchors; to use Meta Model challenges and establish wellformed outcomes and to complete change processes by collapsing and chaining anchors. In addition, they learn change techniques such as Change Personal History, New Behavior Generator, the Phobia Cure and the Swish. The third workshop integrates these skills and adds an introduction to hypnotic language (the Milton Model).

This is how one of my best pupils put all of these things together in very practical ways - first with a friend then for herself. Meet Joy Carpenter:

Joy's Story

"When I completed the second seminar, I felt confident enough to try some of the techniques with myself and others. The fact that Neuro-Linguistic Programming does work had finally worked its way into my belief structure, and with that new understanding I attempted to apply several strategies I had learned.

The weekend I attended NLP II, my young friend Carrie came over to visit with a complaint that I had been unsuccessful with before. Whenever Carrie had to take an important exam she became overwhelmed with anxiety. Her usually under-control asthma worsened and she became violently sick to her stomach. For the past 2 years, Carrie had stopped each test day at the Information Building to vomit. Nothing I ever did or said made a great deal of difference.

The next day, Carrie was scheduled to take her board certification exams for her chosen field, respiratory therapy. Her labored breathing immediately betrayed her anxious state. She told me she was already feeling nauseous and didn't know if she could survive the stress.

This time, however, was different. I was armed and ready...I asked her if she was willing to try something a little different. She agreed, providing I would drive her to the University of Utah campus with her and point out the building where the test was being held. All the way down and all the way back, I told Carrie stories about the amazing things I had seen at the seminar. I was consciously setting the stage for an effective change. I knew that if I could make her believe it would work, then I could utilize the techniques I had learned.

When we got home, I invited Carrie to sit on the front porch with me and try a special technique I had learned at my seminar. I began by asking her what it was she felt when she had to take an important test, to relive it for a moment and get a representation of the experience. As soon as I saw her physiology shift, I anchored the state kinesthetically (1st anchor). I then asked her to remember a time that she had performed excellently, without any fear of failure. When I again saw her physiology shift, I anchored that state with another touch (2nd Anchor).

I then accessed the 1st anchor while asking her to see that situation out there (with a wave of my hand). When I could see that she had successfully disassociated herself from her feelings and experience, I fired the 2nd anchor and asked her to replay the situation again with the new resource. I saw the change almost immediately. I asked her if there would be any problem with using this new resource in the problem state and had her applying her "new understanding" to the next days' big exam. It felt better, she told me, and I also noted that she was breathing more freely.

I then reinforced the situation by teaching her to give herself a circle of excellence. She practiced it successfully and told me she would use it before she went in to take the test.

The next morning when Carrie called she sounded almost suspicious when she told me that her asthma attack had subsided and her stomach was free of the jitters. I told her that was to be expected, and that I had all the confidence in the world she would pass her exams with flying colors.

That evening she called to tell me that she had, indeed, done well. She was absolutely amazed at the change in her feelings. I asked her if she had remembered to use the circle of excellence before she went into the test. She told me that she had and had also reinforced it several times when she feeling herself slipping into her old state. I felt wonderful. In retrospect, the only thing I would have done differently was to ask for my fee up front!"

§

It feels good to help friends and associates and one of the pleasures of applying NLP skills is watching how others respond

so rapidly and gratefully. It can be even more satisfying to help yourself in very practical situations. Read on.

§ More Joy...

"I can now honestly say that Neuro-Linguistic Programming has changed my life! I recently used the techniques I had learned to obtain a job that I really wanted, with the hours, benefits and opportunities that I needed to be really happy with my work.

Beginning this fall, I will be the Child Care Coordinator at Davis High School in Kaysville. The job includes remodeling a large room in the old high school so that it can be used as a daycare and preschool, designing and decorating it to be an enriched learning environment for children, managing all the affairs of the center (including personnel and finances), teaching preschool children, and teaching high school students to also be effective teachers of young children. My daughter Lauren will be able to attend free of charge, and my summers will be free to spend with all my family. I couldn't have asked for more and feel happy beyond words. And I really do feel that my use of NLP was a significant factor in being hired over the many other applicants.

When I was called for the interview, I was told that I would be questioned by a committee of five. I knew, that having less experience than the majority of applicants, I would have to make an excellent impression in the interview (in my case it would be the deciding factor). On the drive over to the district office, I rehearsed answers to some of the questions I knew they would ask me, turning my weak areas into assets and demonstrating my knowledge of the field.

When I got out of my car, I gave myself a circle of excellence. I told myself that I would appear calm, relaxed, and friendly while my mind would give me the best answers to the questions I would be asked. When I walked into that interview, I felt confident that I was the best applicant for the job.

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The committee members asked me many questions, and as I answered them, I mirrored and paced the questioner with tones, gestures and other movements. I noticed that I gained rapport really quickly. I tested it by nodding my head and smiling as I talked and found that every one of them followed my lead, smiling and nodding back. I did not feel the least bit nervous and I answered all their questions (in ways they seemed to obviously approve of). I used an anchoring gesture each time I gave them answers (full of information and understanding). Soon, whenever I put my hand up in a similar gesture (and without really adding anything) I could see them looking up and nodding their approval.

When I left the interview, I was walking on air. I knew I had been very successful in making the members of the committee see me as a knowledgeable, successful, enthusiastic candidate for the job. I felt that if the decision were to be made primarily on the interview (and most are), that I would get the job.

My new supervisor confirmed my feelings when she told me that I had been hired because the committee "just felt really good" about me. The tools of Neuro-Linguistic Programming had served me well."

§

Apparently the same intelligence and skill has been applied to her job. Joy just completed her first year at Davis High and her program is to be continued and expanded. Parents of young children have formed a waiting list to have their children entered into Joy's program.

Oh yes, thank you, Joy, for being such an apt student. There are few greater satisfactions than seeing someone effectively use what you have taught them.

Steve Watson, MSW, LCSW is a licensed clinical social worker with 29 years of experience in therapy. He is a Master Practitioner in NLP, an associate trainer with NLP Comprehensive and NLP of Utah. He conducts NLP workshops at Weber State College and Westminster College in Utah. He is available for specialized NLP presentations, and can be reached at (801) 479-8813.

Finally after fighting our way through reams of jungle infested entries, we announce the Winner of the Anchor Point Headline Contest. Thank you to everyone who shared their sense of the absurd with us...which of course was the point of the whole stupid contest. Stay tuned...there will be new death defying contest challenges (for fun and profit) shortly. Until then, please enjoy some of the following entries:

WINNERWINNER***WINNER***WINNER***WINNER***WINNER***WINNER***WINNER***

ERICKSON RAISED FROM THE DEAD USING ADVANCED PACING AND LEADING TECHNIQUES (David C. Shlegle)

WINNERWINNER***WINNER***WINNER***WINNER***WINNER***WINNER***WINNER***

NLPER FROM INNER SPACE GOES TO ZOO TO MIRROR & BETTER UNDERSTAND US

(Charity)

PLAYMATE OF THE YEAR: LESLIE SHOWS HER IMPERATIVE SELF IN THIS ISSUE

(Patricia Damien & Fabien Chabreuil)

THE PHANTOM ANCHOR STRIKES AGAIN - POLICE HAVE NO CLUES

(Garry Bowman)

TAD JAMES EXPELLED FROM NANLP: HE DISAGREED WITH THE PARTY TIME LINE

(Patricia Damien & Fabien Chabreuil)

BRUCE LEE'S ACCESSING CUES USED AS A MODELS FOR SUSHI CHEFS

(Jose I. Rodriguez)

REFRAMING SAVES TAMMY BAKER'S PRICELESS ART COLLECTION

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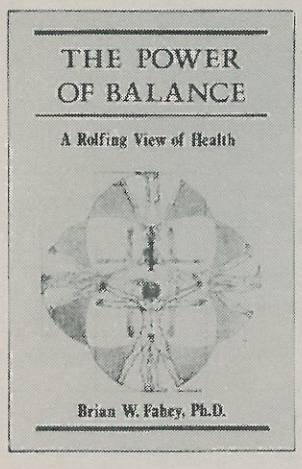
(Sylvia Kessler)

The winner of the Headlines contest received a check for $50.00 (U.S.) Congratulations!!!! Thank you to all who entered this contest. Humor is your greatest resource!

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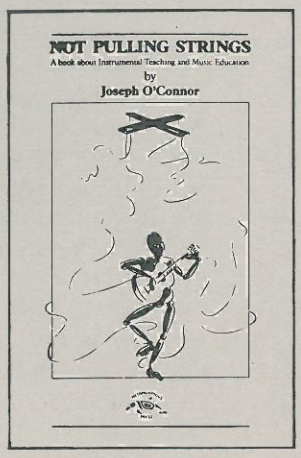
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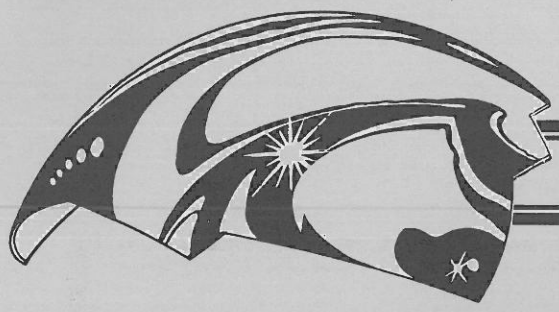
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Presuppositions on the NLP Planet

By Rachel Beth Hott

As some of you may know, this column is for the beginning NLPer. If you are already a Practitioner or more, you may want to practice your speed reading. Before you learn and practice any of the NLP techniques it is important to understand the underlying beliefs of this model. I would like to introduce you to the basic presuppositions that underlay the NLP model. After you have read this article, you should be able to integrate these presuppositions into your behavior. A presupposition is a concept that supports your behavior, internal processes, and internal feelings. When you listen to a person's content you can identify many personal presuppositions. In the beginning of the paragraph I *presuppose* that someone reading this already knows that this is back to basics column. I also presuppose that someone can speed read and that you will learn and practice NLP.

Imagine that you have just travelled to another planet. You push the button that automatically slides your rocket ship door open. You peer out and on the terrain is a large sign. You cautiously (you wouldn't want to trust a new planet so readily would you?) float over to the sign and read:

- **Communication is the response you get no matter what your intention.**
- **There is a positive intention for every behavior.**
- **Everyone has all the resources they need.**
- **There is not such thing as failure only feedback.**
- **We are making the best possible choices at the time.**

You say to yourself, "Hmmmm. These ideas are interesting. Perhaps I can find a being who will explain them to me." At that moment a voice from above calls to you and begins to whisper the meanings of these phrases. These are the whisperings that I heard from the 'being' as well.

Communication is the response you get no matter what your intention.

When we are interacting with others we are constantly getting responses. Sometimes we elicit a response that we did not expect or plan. For example, anger, hurt, or confusion. In order to be a more precise communicator it is important to pay attention to both the *responses* you receive, as well as being clear about your *intent*. In Park Slope, Brooklyn (where I use to live), on every tree or telephone pole there would be some type of flier. One day I saw a very creative flier for a lost dog. I was impressed with the flier and thought my mother's boyfriend (who loves animals and also found his dog on the Brooklyn Queens Expressway) would be interested in seeing it.

So I removed it from the tree and mailed it to him with a short note. (I was thoroughly impressed with myself for having mailed the letter. Sometimes it is hard to lick a stamp.) My intention was to share something with him and let him know that I was thinking about him and his concerns. The response I got was a real surprise. He was insulted and felt that I was making fun of him and was cruel for removing the ad from the pole, in case the owner was to have passed by. I was told all this by my mother. I called him and explained that although it was not my intention to hurt him, I understood that he felt insulted. He accepted my apology.

In our work with trainees and clients, we have found that it is essential to separate out the **response** and the **intention**. The essential element is that you acknowledge or validate the response. Typically, people get into who is right/wrong type of statements instead of identifying the responses as something very real for the other person. After you validate the response, you can restate your original intention. The effect of this style is that the person feels "listened to." Once you have restated your intention there is a more clear communication interchange. In order to get the response you want, you need to think more deliberately about the other person's model of the world. (See June 89 issue). In the example of the animal lover, if I had thought more strategically about his model of the world, I would have called him up and told him about the poster and how it made me think of him. This would have been acceptable to him because the flier would still be on the pole.

Often times people say, "It's his/her problem" or "They are the one who needs to work on communicating." These phrases indicate a lack of taking the responsibility for their communication. If you experience a situation in which the response was not what you wanted, then notice the response **you did get** and use that as a clue into the other person's model of the world. The key element in this presupposition is to pay attention to the RESPONSES you get. Take responsibility for the responses you receive.

There is a positive intention for every behavior:

The Random House Dictionary definition of intention is: "An intention is the act or an instance of determining mentally upon some action or result." In the NLP model, the positive intention does not have to be

conscious. It may very well be unconscious. How many times have you said that you would stop drinking coffee, creating failure fantasies or cynical internal dialogues? There is probably some behavior that you can identify that you would prefer to change. A first step for you is to identify the underlying positive intention of the behavior. "What is this behavior doing for you?" would be a way to begin uncovering the positive intention. As a communicator if you recognize that there is a positive intention for every behavior, you have an easier time separating one's essence from his/her behavior.

Seven years ago when I began my NLP training, I found this presupposition very helpful in understanding my mother's behavior. Did you ever have the phone conversations with your mom where she was telling you what to do with your life? For example, "Well Rachel I don't think you should live with someone before you are married." or "I don't want you to be a waitress forever." Those type of phrases were instant rapport breakers for me. Wham ,I was sunk in fury because someone was telling me what to do or not to do with my life. Then I became familiar with this idea, that there was a positive intention underneath my mother's behavior. Now what could it be? I was challenged to find out or prove that the presupposition was false. I asked myself if there were really such a thing as a positive intention, what might it be for my mom's behavior. I realized that her positive intention was about *care and concern*. If she didn't care she wouldn't be telling me how to live my life. I decided to test my hypothesis. The next time we spoke I waited for her to say something that normally would trigger my fury. "You should really keep your own apartment." "Mom, I know you really care about me. Thank you." Recognizing her positive intention helped me feel more calm, enabled me to remain an adult, and helped me separate her from her behavior. After that she did express her intentions more directly.

Pick a behavior that is really disturbing to you. Perhaps it is someone whining, yelling, cutting in front of you in line or stealing your wallet. What do you think the positive intentions would be? When I first learned this presupposition, I found it difficult to believe that there was any positive intention in a violent act. For me the best answers I have come up with is that someone is calling out for help and asking for attention. Many times the positive function is linked with a behavior that seems inappropriate, like attention and robbery. It is possible that the intention (receiving attention) never got met. Therefore the behavior-robbery had to be created in order to truly receive attention. When you recognize a positive intention 'directly' to the other person you are also communicating with the unconscious. It is the unconscious that directs our actions. When the unconscious receives acknowledgement the behavior will no longer be necessary and will stop or change. Some examples of positive intentions would be: Protection, Motivation, Concern, Security, Expression, and Loving Oneself. The key point with this presupposition is that you recognize and separate positive intentions from behaviors. This well help you maintain a broad perspective on many issues.

The whisperings stop. "Hey what about the other presuppositions?" you cry. A new voice from another location sings to you about the seeds being planted and invites you back another day. You re-enter your space ship and automatically the door closes behind you. Back to your own planet you begin to whisper to yourself...Communication is the response you get no matter what your intention....There is a positive intention for every behavior." (To be continued in August)

Rachel Beth Hott is Co-Director of Advanced Communications Trainings (ACT) with Steven Leeds. ACT offers practitioner and master practitioner trainings, business consultations, and private therapy work. Rachel can be reached at 31 Washington Square West Penthouse B - New York, NY 10011 or you can call her at (212) 529-9227 or (201) 509-9599.

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...From the Older Tales of the Nomadic Light Patrol

By Nelson Zink

It is said that in the beginning when Thunder Boy awoke, he was hungry and alone. He searched for something to eat but found nothing. He cried and cried, but no one came. Starving and alone, he ate his own thunder and it gave him a bellyache.

Thunder Boy waited and waited for someone to come and while he waited he searched in the sand. He crawled around and around until he created a small depression in the dust and there he lay, eating his own thunder, living with the bellyache.

In time, the others began to worry and gathered to discuss the troubled boy.

"Thunder Boy is sick." said Skunk "Without thunder nothing grows."

"Dreadful," said Hummingbird. "Something must be done."

So Raven was sent, and he asked Thunder Boy, "Why don't you come and fly as I do, high in the clouds?"

"Because I am sick and weak and no one will lift me up."

So Raven flew away then Gopher was sent for, and he asked "Why don't you dig down deep as I do?"

Because I am sick and weak and no one will dig for me."

So Gopher returned, and everyone was silent, thinking hard. Finally Coyote spoke. "Let me find out what this is all about." The assembly nodded its approval and Coyote set out.

When he arrived he asked, "What is this small depression in the ground?"

It is my home--the place where I stay while I wait," answered Thunder Boy.

Coyote sat down at the edge of the depression, crossed his legs and looked thoughtful. "You don't seem well."

"I hurt. I'm alone and hungry."

"Yes I can see that," Coyote agreed. "You are sick because you eat your own thunder."

But I have nothing else to eat."

Coyote scratched one of his ears and looked over his shoulder. "When I am hungry and there is nothing to eat, I pluck a hair from may tail and eat that."

"But I have no tail."

Coyote examined Thunder Boy thoroughly. "True, I thought you had a long and wonderful tail, but you must have eaten it. However," he said gazing at the boy, "I will give one hair from the end of my tail, but you must eat it while you stand."

"Why must I stand while I eat it?"

"That's the way it's done."

So Thunder Boy slowly stood up for the first time and Coyote waited until he gained his balance. Plucking a single hair from the tip of his tail, Coyote handed it to the boy.

Thunder Boy swallowed the hair and the swelling in his belly went away.

"That was good. Give me another."

"What?" asked Coyote cocking his ear, "You must have mumbled. I didn't hear you."

"I want another hair from your tail," the boy spoke louder, taking a shaky step forward.

But Coyote still couldn't hear. "What? I can't hear you, speak up."

This angered Thunder Boy and he roared "I will have another hair from your tail!"

This blast knocked Coyote over backward. "Not unless you can catch me," and he began running fast to the east.

Thunder Boy thundered after him roaring and bellowing until the hair erupted from his mouth in a single bolt of lightening. Coyote leaped high into the air to catch the lightening which he fastened to his tail right where the single hair had been.

Thunder Boy laughed and laughed when he saw how Coyote had tricked him. He quit the chase and started for home, but he couldn't find that well-worn depression. It felt good to walk with his head in the clouds and feet on the ground. And it felt good to spread his thunder. So he practiced rolling it across the ground and up against the cliffs. "This is good," he said rubbing his belly. He leaped high into the air and yelled, until the sound echoed among the grass and soaked into the ground. "Yes, this is very good." Thunder Boy began bounding across the earth doing his work, speaking freely for all to hear. In the mountains he found delicious hard crystals, in the canyons he ate tender sumac, saving sagebrush for lunch.

Spider collected thunder from the low places and spun it into snug warm blankets with multicolored designs. Corn Beetle gathered it by the mouthful to make smooth pollen balls to store inside a yellow gourd. And everyone was glad.

Nelson Zink is an NLP Master Practitioner with a private practice in Embudo, NM.
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July 20	Programmer Certification Course

THE CHANGEWORKS
P.O. Box 4000-D - Berkeley, CA 94704 (415) 540-5707

July 27	Intuition Evening

THE DIMELE CENTER
221 West 57th Street - New York, NY 10019 (212) 757-4488

Aug. 19-20	Relationship Addictions Workshop (Anne Teachworth)

DYNAMIC LEARNING CENTER FOR NLP
P.O. Box 1112 - Ben Lomond, CA 95005 (408) 336-3457

July 10-20	Residential Trainer's Training Begins
Aug. 14-31	Residential Master Practitioner Training Begins

EASTERN NLP INSTITUTE
P.O. 697 - Newtown, PA 18940 (215) 860-0911

July 22 - Aug 6	4th Annual Camp NLP
Aug. 7-9	Meta Matrix - The Journey to the Center of the Self

FAMILY PSYCHOTHERAPY PRACTICE OF SEATTLE
2722 Eastlake Ave. E., Suite 300 - Seattle, WA 98102 (206) 329-9101

Sept. 29 - Oct. 1	Treatment of Adult Survivors of Incest and Child Abuse

FAMILY THERAPY INSTITUTE OF ALEXANDRIA
220 So. Washington St. - Alexandria, VA 22314 (703) 360-4084

Oct. 5-9	David Calof - Hypnosis in Marriage and Family Therapy

FUTUREPACE, INC.
P.O. Box 1173 - San Rafael, CA 94915 (415) 485-1200

July 27-Aug. 25	Summer Intensive - Imperative Self
July 27	Imperative Self Training Begins (6-month program)
Oct. 27-29	Success in Love

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Sept. 11-12	LAB Profile (Toronto)
Sept. 30-31	Practitioner Training Begins (Toronto)
Nov. 30-Dec. 4	Advanced Training with Robert Dilts (Toronto)

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Aug. 5-22	Residential Practitioner Training
Aug. 5-22	Residential Master Practitioner Training
Sept. 11-14	Presentation Skills (Monterey, CA)
Sept. 20-24	Reach for the Sky - NLP Technical Climbing (Devils Tower, WY)
Oct. 21-23	Modeling the Healing Process (San Diego, CA)

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Aug. 11-24	PhotoReading Instructor Training
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Aug. 25	Using the Other-Than Conscious Mind (Luncheon Speaker - Paul Scheele)

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July 22-Aug. 12	Bali: An Adventure in Cultural Modeling

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July 10-20	NLP & Education (Spokane)
July 31-Aug. 10	NLP & Education (Portland, OR)

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Sept. 22-24	Belief Systems, Health and Longevity (Robert Dilts)

NATIONAL ASSOCIATION OF SOCIAL WORKERS
Greater Hampton Roads Chapter - Chesapeake, VA Contact: Mary Witwer (804) 490-0583

Sept. 15	Treating Adult Survivors of Incest and Child Abuse

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Aug. 5-17	Ericksonian Hypnosis Certification Training
Aug. 15-17	Aug. 21-Sept. 3 Imperative Self Residential Training (Cape Ann, MA)
Sept. 22	Master Practitioner Certification Training Begins

NEW YORK TRAINING INSTITUTE FOR NLP
155 Prince Street - New York, NY 10012 (212) 473-2852

July 14-16	NLP Intro - the Art of Reframing
July 21-30	Ericksonian Hypnosis Certification (Cape Cod)
Aug. 2-6	Modeling Intensive with W. Woodsmall
Aug. 5-27	Residential Practitioner Certification Training (Upstate New York)
Aug. 11-13	NLP Intro - Anchoring
Sept. 11	Advanced Hypnosis Training
Sept. 15-17	Freedom from Compulsive Eating/Dieting
Sept. 27	Open House
Sept. 28	Beyond Master Practitioner Training
Oct. 6-9	Practitioner Certification Training Begins
Oct 13-15	Ericksonian Hypnosis Intro
Oct. 18-25	Practitioner & Master Practitioner Training (Brussels, Belgium)
Oct. 21-22	The Child Within
Oct. 28-29	Advanced Reframing

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July 15-16	2 Day Intro to NLP (Kauai, Hawaii)
Aug. 25-27	Beyond Co-Dependency (Lara Ewing)
Sept. 23-24	Health & Wellbeing (Tim Hallbom & Suzi Smith)
Oct. 27	Practitioner Training Begins
Oct. 21	Advanced Submodalities Begins

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Aug. 19-20	Breaking Vicious Cycles of Co-Dependence (Jonathan Rice)
Sept. 23	NLP Programmer Training Beings

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Oct. 14	Master Practitioner Training Begins
Oct. 20	Practitioner Training Begins

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July 15-16	Phobia-Trauma Institute
Aug. 12-13	Intro to Submodalities (Michael J. Banks, Ph.D.)
Sept. 13	Intro to Ericksonian Hypnosis & NLP Begins (Klaus Boettcher)
Sept. 22-25	Beyond Co-Dependency - Healing the Trauma (Lara Ewing)
Sept. 30-Oct. 1	The NLP Grief Resolution Process (Virginia Brubaker)
Oct. 13-16	Trance-Formations

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July 15-18	Working with People: NLP and Business Communications
July 22-24	Grief Institute
Sept. 15-18	Health and Wellbeing (Suzi Smith & Tim Hallbom)
Sept 29 - Oct 2	Beyond Co-Dependence (Robert McDonald)
Oct 20	27-day Practitioner Certification Training Begins



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Sept. 21-22	David Calof - Adult Children of Incest and Child Abuse: The Recovery Process in Individual, Marital and Family Therapy (Louisville, KY)

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