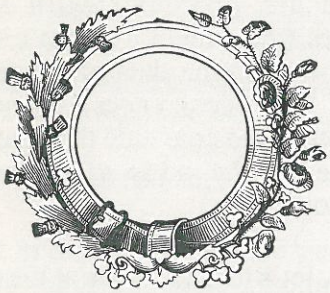
Anchor Point

Vol.4, No.6 (June 1990) The International Journal for Effective NLP Communicators $5.00



Pacing the Medical World View
Page 1

The Submodality Rheostat
Page 9

Visualization Methods and Ecology
Page 10

Hypnosis and the Mentally Handicapped
Page 11

Codependence: A Story
Page 16

Product Review: Audio Tapes
Page 19

Book Review: Hassle-Free Homework
Page 20

NANLP News
Page 21

A Universal Metaphor Rage and the Big Bang
Page 22

Coming Events
Page 25

PACING THE MEDICAL WORLD VIEW

By Oakley E. Gordon, Ph.D.

Our society offers a variety of different approaches for helping people with mental or physical problems. Most of these approaches recognize that they do not have a corner on the truth, that they are one part of the larger picture of human experience. Many people in NLP bring in ideas from other perspectives as a way of enhancing what they can offer to their clients. The medical approach, however, seems to have a disproportionate number of followers who do not accept the validity of other perspectives. Many medical practitioners dismiss out-of-hand the possibility that NLP can accomplish the outcomes that we have personally experienced.

I believe it is important for us to have the ability to discuss NLP with the medical and scientific world. They have a tremendous amount of political power in our society and they also have a great deal of knowledge. We have a perspective and set of procedures that could lead them to a higher level of treatment and care. My goal is not to win them over to our side, nor to remove the differences between us, but is instead to increase the quality of our dialog.

I've identified four positions frequently taken by people in the medical model which preclude the possibility that NLP could be effective:

1. That mental disorders are the results of genetics;
2. That drug therapy is the only therapy that makes sense;
3. That NLP represents a "placebo effect;" and
4. That the mind is a mere byproduct of the body, and thus has no ability to influence the body.

Each position is described below, followed by responses that I have found to be useful for keeping the discussion open to nonmedical approaches (specifically NLP). I've also included a list of sources that may help the readers further develop their abilities to discuss NLP with the medical community.

Genetics

Every year of so there is a news report that science has proven some mental problem to be genetically determined. Many of these claims

Next Page ►

are based upon family studies which show that the more genetically related you are to someone with a specific problem, the more likely it is that you will develop that problem as well. Occasionally there are further claims that science has found the specific gene responsible for the problem. An assumption usually tied to these reports is that if a problem is genetically determined then the only intervention that makes sense is a biological one, probably drugs.

Let us begin by looking at the data used to promote the genetic model. Much of the work has been on schizophrenia, but the same basic patterns appear in data on other mental problems. For the sake of pacing the view of the medical model, I will accept the usefulness of such labels as "schizophrenic" although I personally have concerns about the effect of psychiatric labels.[1]

The procedure for determining the effects of genetics is to look at the connection between how genetically related you are to a schizophrenic and the probability that you will become schizophrenic as well. Various studies differ somewhat on the exact probabilities, but the data (See Figure 1 below) represents a fair representation.[2]

The challenge facing medical researchers is to separate the effects of genetics from the effects of the environment. Simply finding that people are more likely to become schizophrenic if their parents were schizophrenic does not separate the effect due to genes from the effect of being raised by those parents. In the same vein, while being an identical twin to a schizophrenic put a person more at risk than being a fraternal twin, identical twins may have stronger behavioral influences on each other than fraternal twins.

To solve this problem, researchers have turned to studies of adopted children. They have found that children born of schizophrenic parents are still more likely to become schizophrenic even when they are raised by other parents. In addition, a child who has a schizophrenic identical twin has an increased chance of becoming schizophrenic even when they are raised in different homes. Although there are problems with these studies (the situation doesn't occur that often so the data are based on very few occurrences), it seems reasonable to conclude that genetics influence the odds of becoming schizophrenic.

Now, let's turn and look at the same data from another perspective. In addition to demonstrating a genetic contribution to schizophrenia, the data also provide excellent evidence that genetics cannot be the whole picture. Note, for example, that if your spouse is schizophrenic then there is twice the normal chance that you will be schizophrenic, yet your genes are not influenced by your spouse. Also note that the odds of becoming schizophrenic are higher if your fraternal twin is schizophrenic than if some other sibling is schizophrenic, yet there is no more genetic similarity between fraternal twins than between other siblings. But the most important point is that if your identical twin is schizophrenic--someone with the exact same genes as you--there is still a 54% chance that you will not become schizophrenic.

Figure 1

Relationship to Schizophrenic	Genetic Relatedness	Percent of Risk
None	0%	1%
Spouse is schizophrenic	0%	2%
Sibling is schizophrenic	25%	10%
Fraternal twin of schizophrenic	50%	14%
Child of 2 schizophrenic parents	--	46%
Identical twin is schizophrenic	100%	46%

ANCHOR POINT is an international monthly journal presenting recent developments and practical applications of NLP and related technologies.

Publisher: Michael L. Phillips

Contributing Editors: David L. Calof, Rachel Hott, Steven Watson, Gary B. Smith, Sally Chamberlaine, Jan Prince

NANLP Correspondent: Kris Johnson

Production Coordinator: Diane Phillips

Anchor Point (ISSN-0895-366X) is published monthly, 12 times per year by Cahill Mountain Press, Inc. 10907 West Arkansas Avenue, Denver, CO 80226. 2nd Class postage paid at Denver, CO.

Subscription rates are: $35.00 (U.S.)/year for U.S. and its Possessions, Canadian Subscriptions add $10.00 (U.S.) per annum, Foreign Subscriptions add $20.00 (U.S.) per annum; payment must be made by charge card or by check drawn against a U.S bank. Single issue price is $5.00 / $7.00 *Foreign*.

POSTMASTER: Send change of address to ANCHOR POINT, P.O. Box 26790, Lakewood, CO 80226-0790 USA.

Anchor Point invites original contributions and advertising, but reserves the right to deny acceptance of articles and/or advertising, based on the editorial views of the Publisher. Anchor Point assumes no responsibility for unsolicited materials. All materials submitted must be accompanied by a stamped, self-addressed envelop if they are to be returned. **All correspondence should be addressed to Editor, Anchor Point, P.O. Box 26790, Lakewood, CO 80226-0790 USA.**

Copyright © 1990 by Cahill Mountain Press, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form without the prior written consent of Cahill Mountain Press, Inc.

This publication is intended as a general guide and is sold as is, without warranty of any kind as to the contents within. Cahill Mountain Press, Inc. shall not be liable to the purchaser or any other person or entity with respect to any loss or damage caused or alleged to be caused directly or indirectly by this publication.

A much broader, more integrative, and I think a more useful model of schizophrenia is the "vulnerability model." According to this model, vulnerability to schizophrenia is determined partly by genetics, partly by coping strategies, partly by previous experiences, and partly by the ecology of social systems. Whether you actually experience a schizophrenic episode is determined by whether current life crises push you past your level of vulnerability. This model recognizes the ability of therapy to make a significant difference in whether an individual experiences or recovers from a schizophrenic episode.[3]

There is also buried in the genetic model an interesting assumption that if a problem is genetic then psychotherapy cannot affect it. This is probably a misapplication of a well-established rule in genetics that experience cannot influence genes. For example, running the marathon for many years before you have children will not pass stronger legs onto your offspring. But the assumption that the behavior of your genes is not affected by the actions of your brain does not logically follow, nor is it correct. The DNA in cells respond to instructions sent by the brain. We will return to this point a little later.

Drug Therapy

Most of the major mental disorders appear to be associated with an imbalance of chemical in the brain called "neurotransmitters." A response I've frequently encountered is that if the problem is one of chemical imbalance, then the only reasonable way to solve the problem is by taking drugs that will restore the balance.

I believe this response is based upon an inappropriate metaphor. If you think of a glass of water that is too full or not full enough, it is obvious that you need to pour off or add some water to reach a desired level. The metaphor holds for thirst; it we don't have enough water in our bodies, we get a drink--if we have too much, we get rid of it. But the metaphor does not hold for the chemicals that are related to mental disorders. They are manufactured by the body. The overproduction or underproduction of these drugs are behaviors. Behaviors are a response to the environment; they can be trained, altered, and influenced in a variety of ways.

There are also two main disadvantage to using drugs to solve a mental problem. The first is that the drugs have serious, sometimes permanent side effects. A second disadvantage is that for many disorders, the drug is not a cure, it only reduces symptoms, and the clients must take the drug for the rest of their lives. The medical world has responded to the second point by comparing the drugs to insulin. There is a presupposition that insulin is a shining example of the success of the medical approach. But insulin treatment is the result of a failure to cure diabetes, it is as much a sign of failure as it is of success.[4]

Placebo Effect

In NLP, we rely upon calibration to test the effectiveness of our work and to improve our skills. It provides the highest quality feedback for working with a client. Calibration does not, however, provide the type of data that will evoke the interest of medical or scientific research. As a result, despite more than a decade of incredible success, NLP is still considered to be an unproven approach to changing behavior.

In scientific research, the effectiveness of a technique is determined not by how many people it helps, but by how effective it is compared to some

Next Page ►

MASTER PRACTITIONER RESIDENTIAL TRAINING

June 16 - July 1 in Phoenix

NLP PRACTITIONER CERTIFICATION TRAINING

Weekend format
Beginning June 8-10 In Tucson

For infromation on these an other trainings contact
NLP Arizona, Ltd.
P.O.Box 2800-291
Carefree, Az. 85377
(602) 252-4840

Dynamic Learning Publications

Dedicated to the newest innovations & applications of NLP !

Current List of Audio Tapes ~ Robert Dilts & Todd Epstein

( ) Belief Systems, Health & Longevity...Jan.1990.....$200.00
( ) Addictions, Compulsions & Identity...Jan.1990.....$175.00
( ) 5th Annual Dynamic Learning Seminar...Feb.1989.....$150.00
( ) Creativity & Strategies of Genius...May1988.....$150.00
( ) Modeling & Co-Modeling...Dec.1988.....$150.00
( ) Pragmagraphics & Beliefs...Dec.1986.....$150.00

Current List of Books, Monographs, and Articles

( ) Einstein: The Neuro-Linguistic Analysis of a Genius, R.Dilts....$25.00
( ) NLP & Life Extension, R.Dilts & J.Hollander.....$20.00
( ) NLP in Training Groups, R.Dilts & T.Epstein.....$15.00
( ) Walt Disney, The Dreamer, The Realist and The Critic, Dilts....$15.00
( ) Overcoming Resistance to Persuasion with NLP, R.Dilts.....$ 7.50
( ) Moshe Feldenkrais, NLP of the Body, R.Dilts.....$ 7.50
( ) Spelling Straregy for NLP Practitioners, R.Dilts.....$ 7.50
( ) The Parable of the Porpoise, R.Dilts.....$ 7.50

For more invormation about our educational materials or summer events, please call or write. All orders will be sent airmail. All summer events will be held at the University of California in Santa Cruz.

Dynamic Learning Center
for Neuro-Linguistic Programming

Robert Dilts & Todd Epstein

Important Events

PATHWAYS TO LEADERSHIP
Creating a World
To Which People Want to Belong

CONFERENCE & TRAINING SEMINAR
June 29 - July 5, Training fee:$1,100.
Residential Training fee:$1,470.

DYNAMIC TRAINERS TRAINING
July 16 - 26, Training fee:$1,750.
Residential Training fee:$2,360.

MASTER PRACTITIONER CERTIFICATION
August 14 - 31, Training fee:$1,950.
Residential Training fee: $2,990.

1991 HEALTH SERIES
Beliefs, Health & Longevity
Addictions, Compulsions & Identity
Winter, 1991

Dynamic Publications and Learning Center, Box 1112, Ben Lomond, CA. 95005 (408) 336-3457

standard. People in the middle of a crisis often improve with the passage of time even without effective help. At the very least, the test of a new technique requires proof that it works better than no technique at all. In addition, the researcher must demonstrate that the technique works better than a placebo. A placebo is a medication or medical procedure that should have no therapeutic effect yet works because the client thinks it will. It is a constant frustration to medical research that placebos actually do help about 1/3 of the patients who receive them.[5]

To gain respectability in the eyes of science, NLP will have to demonstrate that it is more effective than a placebo. My experience is that a placebo group is difficult to design. I run into theoretical, ethical, and congruity problems in designing a worthless treatment for a group of clients. What we can do, however, is use other therapeutic approaches as our standard. We could, for example, compare NLP to some more traditional approach to therapy.

While the placebo effect makes traditional research difficult, it also provides a wonderful opportunity for bringing NLP into the medical world-view. It is well accepted among medical researchers that placebos can influence a person's health, yet the placebo effect is obviously a mental phenomena. It opens the door to the possibility that mental processes can influence health. It may be useful to frame NLP as a technique to systematically tap and enhance the processes that produce the placebo effect.

A Model for How the Mind Can Influence Health

At a deep level, the medical world simply has a hard time believing that the mind can influence the body. In the traditional medical model, the mind is a subjective experience that is a mere byproduct of the brain, with no possible role as a cause of behavior. Until this view is altered, there is little chance that the arguments presented above will make much of a difference. The rest of this article will address the cause and resolution of this dilemma. In a nutshell, the problem stems from our society's acceptance of the world view proposed by the philosopher Rene Descartes, the solution can be found in the works of the anthropologist Gregory Bateson.

Descartes was an influential contributor to the 17th Century revolution that marked the emergence of modern, scientific thinking. He proposed a model of the world which divided reality into two, completely separate realms. One realm is the world of the physical, which involves things that can be measured and studied by science, including the brain and the body. The other realm is the world of the mind, which involves things that cannot be measured nor studied by science, in-

cluding our thoughts, desires, and volitions.

Descartes' model (later named "Cartesian dualism") was an ecologically wise move for science to make at the time. By justifying the scientific method for studying the physical realm, while acknowledging the inadequacies of science for studying the more religiously oriented mental realm, it lessened the persecution of scientists by religious leaders.

In the long run, however, the division of the world into "mind and matter" is a mistake. Descartes could never explain how the mental realm and the physical realm could interact. This inability to bridge the two realms is reflected in the unwillingness of the medical perspective and the mental healing perspective to recognize each other's worth, let alone form a model that encompasses both.

The traditional medical perspective is that human behavior that can best be explained in terms of the mechanical operations of the body. The mind is considered to have no role in behavior. This perspective has had a difficult time accepting and explaining the effects on health of mental phenomena such as stress, beliefs, placebos, hypnosis, and mental imagery.

The traditional medical perspective, on the other hand, is that the mind is separate from the body, a nonmaterial entity that transcends the circuitry of the brain. This perspective emphasizes the various ways in which mental events can influence health. It fails, however, to actually explain what the mind is or how it interacts with or controls the functioning of the body. This perspective has a difficult time explaining the effects on the mind of physical phenomena such as drugs and fatigue. Unable to develop a physical explanation, the mental approach usually turns to metaphysics.

The medical perspective will have a hard time appreciating the power of NLP as long as they are caught up in a philosophy that places mind outside the realm of science. We will be equally stuck in a limiting perspective if we buy into the opposite (i.e., mental) side of that same philosophy. In the latter half of this century, there have been serious complaints that Descartes' philosophy and proposals on what to put in its place. Some valuable suggestions have come from the field of systems theory.[6]

My favorite variety of systems theory is cybernetics." Cybernetics involves the study of the flow of information through a system. The most famous contributor to the field of cybernetics was the anthropologist Gregory Bateson. He proposed an approach to understanding mind that is neither mechanical nor supernatural. It provides a model for scientifically discussing and exploring issues that Descartes removed from science centuries ago. It also provides an elegant framework for discussing NLP with the medical and scientific community.[7]

Bateson proposed an interesting concept of the term "mind." In his model, mind is found in the entire system in which a behavior occurs. A "system" is any collection of parts that interact and form a unified whole.

A family may be a system, and thus if a behavior occurs within the context of the family then the entire family may be thought of as having a mind that is thinking about and influencing the behavior. Mind is not equated with conscious awareness (the family is not thought to have a group consciousness) nor is it something supernatural. To state that the family has a mind simply means that there are principles at work in the family as a whole that influence the behavior of the in-

Next Page ►

Santa Cruz • Los Angeles • Orange County • New Orleans • London • Glasgow

THE NLP CONNECTION

A Member of The Society of Neuro-Linguistic Programming

1 **Free NLP Introductories • Los Angeles**
Friday evening, July 20
presented by Gary Boone, NLP Master Trainer
Director, NLP of Southern California

2 **NLP Master Practitioner Certification**
New Orleans • three 4-day sessions • starts June 8
presented by Chris Hall, NLP Master Trainer
President, The Society of NLP
Director, NLP Proficiency Associates

3 **NLP Practitioner Certification**
Los Angeles • 7 weekends • starts Sept. 15
New Orleans • 5 sessions • starts Sept. 21

All trainings approved by The Society of NLP

New Orleans -- The NLP Connection (504) 891-1212
Los Angeles -- NLP of Southern California (213) 254-3841

For a catalog of NLP training products
NLP Proficiency Associates (408) 425-3614
P.O. Box 7818, Santa Cruz, CA 95061

Challenging • highly experiential • quality programs with the personal touch

Two New NLP Videos!

Just released! These new videotapes contain two cutting-edge NLP techniques recently developed by Connirae and Steve Andreas. Available only on these videotapes and now offered in the NLP Comprehensive Master Practitioner Trainng.

Resolving Shame

Shame has been called "the hidden emotion" and has been described as a root cause of many difficulties, including alcoholism, drug abuse, and codependence. Observe Steve Andreas demonstrate this rapid method for resolving shame, which is usually effective in one session. Follow-up interview. (32 min. $50)

Parental Timeline Reimprinting

A powerful method for generating a foundation of inner resourcefulness. This method enables us to transform the "sense of self" that usually emerges out of our cumulative past history. By creating an experience of the resources our parents were lacking, the method results in a positive shift in our overall sense of ourselves. Connirae Andreas demonstrates this pattern she developed recently, with a woman whose father was an alcoholic. Follow-up interview. (43 min. $50)

Call to order & for your complete guide to NLP books, audiotapes, videotapes & seminars. Shipping & handling: UPS in U.S. $2.50 for the first item & $1.00 for each item thereafter. **Foreign & special delivery:** Call for costs.

1-800-233-1-NLP

NLP Comprehensive

2897 Valmont Road • Boulder, CO 80301

dividuals. A more detailed description of this point is given below.

Bateson proposed several attributes that would define a system as demonstrating the presence of "mind." He said that a system has a mind if, among other things, it exhibits circular causation and its parts respond to information. He used the example of a man cutting down a tree with an axe. Bateson proposed that the system made up of that man, the tree, and the axe, exhibits the properties of mind.[8]

First, causation of this man-tree-axe system is circular: the man responds to the notches already cut in the tree to determine his next stroke, which determines the movement of the axe, which determines the next notch cut in the tree, which determines the next stroke, and so on. An outside observer could predict what will happen next by looking at the notches on the tree, the behaviors of the man, or the flight of the axe.

Second, each part of the system is responding to information. Bateson defined information in terms of "differences." Difference moves around the system of axe-tree-man, being transformed at each point: the stroke with the axe causes a difference in the structure of the tree, which results in a difference in the way light bounces off the tree, which causes a difference in the activity of the retina in the eye, which alters the pattern of firing in the brain, which leads to a difference in the message sent to the muscles, which then creates a difference in the trajectory of the next stroke, and so on. Bateson said that mind resides in the entire system of man-axe-tree. The conscious awareness of man is just part of the larger flow of information moving around the circle.

"You can't depend on your eyes when your imagination is out of focus."

- Mark Twain

Note that not all differences that occur to the tree (as it is hit by the axe) will be transformed to changes in the firing of the retina of the eye. Some changes will occur to the tree that are too small, too quick, too slow, or at the wrong wave length to be detected by the eye. These differences will be lost to the system. Bateson defined "information" as *a difference that makes a difference*. A change in the tree that does create a change in the retina, a change in the firing of the retina that does lead to a change in the activity of the brain, or a change in the brain that does alter the swing of the axe, is a "difference that makes a difference," and so may be called "information." Notice that information gets transformed as it passes through the system: a change in structure of the tree becomes a change in light waves which becomes a change in neuronal firing, and so on.

This definition of "mind" and "information" resolves many thorny philosophical questions. For example, does a computer have a mind? When it is interacting with a human then the mind would be found in the system of computer-human. What the computer displays on the screen travels as light waves to the human, influencing her nervous system, influencing her muscles as she presses new buttons, influencing what is displayed on the screen, and so on. Information flows through the system changing form as it goes. Mind resides in the system of human-computer.

The whole relationship of mind and body is changed in this perspective. It becomes obvious that mental events (e.g., beliefs and imagery) can influence bodily processes (e.g., the immunological system). It simply requires a mechanism that would allow the pattern of firing of neurons in the brain to influence immune cells in the body, and a way

for the cells to send information back to the brain. The exact mechanisms of this transformation are being uncovered on a daily basis by medical science and may be the greatest revolution in medical history.[9]

Many medical scientists (those who are still thinking within Descartes' model) resist these advances because they view it as an attempt to bring the supernatural into science. Yet in the cybernetic perspective, the research is simply exploring the transformation of information in a system. The ability of thought (in the form of neuronal firing) to control the body's internal, automatic processes is not more dramatic than the ability of through to raise an arm.

One of the body's methods of communication ties back into the discussion concerning the effects of genetics on mental disorders. The brain secretes hormones into the blood stream to be carried to cells throughout the body. Once they reach an appropriate cell, the hormones deliver instructions to the cell's DNA to take some specific action. The cells can use hormones to send information back to the brain to complete that communication loop. While we are stuck with the genes we are born with, the behavior of our genes is influenced by the instructions sent by our brain.

While medicine studies the mechanisms that underlie the transformation of information, those of us in NLP can study the conditions that will lead to those transformations. Remember that not all differences that occur in an element of the system will be transformed into differences in the next element (not all differences that occur in the tree create difference on the retina of the human eye). So the question is what difference in the way we think will make a difference in our health? What difference in the way we interact with our clients will evoke those health creating difference in their brain?

NLP is making excellent progress at answering those questions. It would be advantageous to be able to share our information more effectively with the medical world. If we can establish a two-way flow of information, while keeping the differences between the two perspectives, we should be able to leap forward to a new level of understanding of the human experience.[10]

Are you still stealing a look at a friends copy of Anchor Point?...

Remember, as a real subscriber you can save 10% off the cost of selected NLP products...

Subscribing will save you time and money...

Do it today!

References

1.The most famous and influential attack against the use of diagnostic labels is: "On Being Sane in Insane Places," Rosenhan, D.L., *Science*, Vol 179, Jan. 1973.

A response against Rosenhan's position may be found in: Spitzer, R.L., "On Pseudoscience in Science, Logic in Remission, and Psychiatric Diagnosis," *Journal of Abnormal Psychology*, Vol. 84, 1975.

2. Data taken from: Nichol, S.E. and I.I. Gottesman, "Clues to the Genetics and Neurobiology of Schizophrenia," *American Scientist*, Vol 71, 1975, pp. 398-404.

3. Zubin, J. and B. Spring, "Vulnerability--A New View of Schizophrenia," *Journal of Abnormal Psychology*, Vol 86(2), 1977, pp. 103-126.

4.An excellent presentation of this point is made in the chapter: Thomas, Lewis, "The Technology of Medicine," *The Lives of a Cell*, Bantam Books, New York, NY, 1974. Lewis Thomas has many other excellent ideas concerning the medical model, I recommend his books.

5.The best review I've come across on the amazing power of that placebo effect is in the chapter: Rossi, Ernest L., "The Placebo Response: A Rejected Cornerstone of Mind-Body Healing," *The Psychobiology of Mind-Body Healing*, W. W. Norton, New York, NY, 1986.

6.For an easy to understand and persuasive argument against Cartesian Dualism I recommend: Capra, Fritjov, *The Turning Point: Science, Society and the Rising Culture*, Bantam Books, New York, NY, 1982.

7.To get all of his ideas in one neat package I recommend: Bateson, Gregory, *Mind and Nature: A Necessary Unity*, Bantam Books, New York, NY, 1979.

The most difficult and most rewarding book is: Bateson, Gregory, *Steps to an Ecology of Mind*, Random House, 1972. [Note: I reviewed this book in the July 1989 issue of *Anchor Point.*]

The most entertaining book is: Bateson, G. and M.C. Bateson, *Angels Fear: Towards an Epistemology of the Sacred*, MacMillan, New York, NY, 1987.

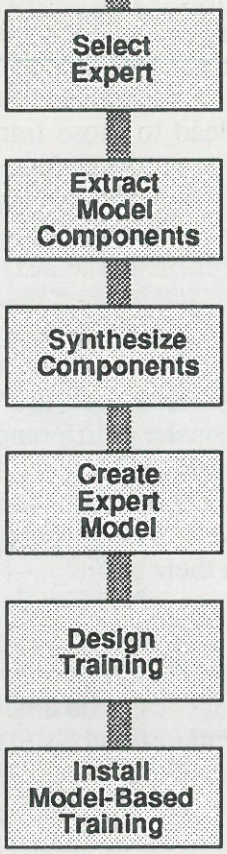
8.This example is taken from the Chapter Bateson, Gregory, "The Cybernetics of "Self:" A Theory of Alcoholism, *Steps to an Ecology of Mind*, Random House, 1972. This chapter is an excellent place to enter the world of Bateson.

9.I highly recommend the following article for anyone interested in the ability of the mind to influence health. It is informative, interesting, and understandable: Hall, Stephen S., "A Molecular Code Links Emotions, Mind and Health," *Smithsonian*, June 1989, pp. 62-71.

10.Bateson discusses the importance of double descriptions as a way to jump logical levels in several of his writings, see "Multiple Versions of the World," *Mind and Nature: A Necessary Unity*, Bateson, Gregory, Bantam Books, New York, NY (1979).

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.

Learn The Six Steps To Model Expert Performance



Modeling
Master Practitioner

Certification Training

During this comprehensive 16 day training program you will model experts drawn from selected professions.

This training is open to anyone. Successful completion will result in the award of Modeling Certification. Master Practitioner Certification also will be awarded to any certified NLP Practitioner upon successful completion.

Trainers:

Wyatt L. Woodsmall, Ph.D.
Richard T. Graves

July 7 to 22, 1990

Best Western Springfield Inn
6550 Loisdale Court
Springfield, VA 22150
(703) 922-9000

$2500 (Non residential)

For further information, contact:

Advanced Behavioral Modeling, Inc.
801 South 20th Street
Arlington, Virginia 22202

[703] 979-3835 or [703] 239-8581
FAX [703] 979-4530 or [703] 425-8200

Facts you should know about modeling

Modeling is the process which generated the trail of techniques that are marketed commercially as NLP. Modeling captures, encodes, and transfers the skills and abilities of expert performers.

Advanced Behavioral Modeling℠ (ABM) is a cutting-edge technology which expands the original NLP modeling process developed by Bandler and Grinder in the early 1970s.

ABM's power arises from the synthesis of the original NLP process with proven techniques from behavioral science, artificial intelligence, and accelerated learning.

ABM enables you to dramatically reduce training time and increase levels of performance.

What's unique about this training?

Our proven track record of success!

ABM was created and developed by Wyatt Woodsmall, Ph.D, and Richard Graves over a six year period. ABM has been rigorously tested and validated with outstanding results in both the private and federal sectors. Models have been developed for clients on marketing, sales, negotiations, photography, interrogation, and military marksmanship, to name a few.

Recently, ABM, Inc., won a contract to model a major olympic sport. The olympic team selected the ABM process over others as the most likely approach to improve their athletes' performance for the 1992 Olympics.

Master the ABM process by attending this powerful training.

Changing by Degrees - The Submodality Rheostat

By Tom Burlington

My neighbor mentioned that he had to slow down on eating ice cream, which he loved to eat, because he wanted to loose some weight. Having just learned about submodalities, I moved into my novice NLP model!



"Think of a bowl of ice cream. Where in your visual field would you see that picture?"

"Center and up."

"What type of food do you find disgusting to eat?" [Talk about overdoing something!]

"Greasy chicken."

"And where would that picture be located in relation to the ice cream picture?"

"Center screen, underneath the picture of the ice cream."

Time for ecological check! "Would you want to have the same reaction to ice cream that you have to greasy chicken?"

"No!" [Who would!]

"I wouldn't either!"

This incident got me to thinking about how to change one's desires by degrees, instead of the Quantum Leap I had set up in the above example. I had been thinking about the rheostat like switches for some time and this experience gave me the context and desire to try it out for myself.

I though of my own desires for chocolate and went to a picture of chocolate cookies. I put a rheostat, similar to the one pictured, into my cookie picture and allowed it to find it's own level. Eight is where it ended up on the scale. Next I moved the level down to four to see what would happen. The cookies instantly moved farther away and become less clear. They were not nearly as interesting as they were a moment ago.

During the next couple of weeks if I wanted chocolate I took a look at my picture to see where the scale currently registered. Then I could make a decision to move the lever down [how about up!] if I wanted to.

This has kept me out of a couple of candy machines already!

I would have tried my idea with my neighbor, but he seemed to have found his own resources to handling the weight he wanted to loose. Maybe it was just the thought of greasy ice creamed chicken!

Tom Burlington is an NLP Practioner and is currently taking the Master Practioner training. He is currently the Minister of Christian Education at the First Church of Christ in Clinton, CT.

NLP

&

Feldenkrais

August 3 - 5

The Mind - Body Connection

A New Appproach to NLP - through the body

"how can one know oneself? By learning to act not as one should, but as one does."

Moshe Feldenkrais
The Elusive Obvious

Learn how the basic NLP presuppositions are expressed in our bodies, the way we move and hold ourselves. Learn to listen, look and touch in a new way.

•

This three day workshop will explore the connections between NLP and Feldenkrais - the mutuality of mind/body, body/mind. How to resolve inner conflicts, reframe, achieve outcomes by changing the body.

For more information call or write:

155 Prince Street, N.Y., N.Y.10012
(212)473•2852
NEW YORK TRAINING INSTITUTE FOR NLP

This article is an excerpt from an excellent new book *Beliefs: Pathways to Health and Well-Being*; Metamorphous Press, ©1990. The book is available from several sources including the publisher and through Anchor Point Products.

More on NLP and Health
Visualization Methods and Ecology

By Robert Dilts, Tim Hallbom & Suzi Smith

There are programs that have been developed to enhance the beliefs of the patient in his or her ability to get well again and to enhance their treatment as well. Visualization is often a major technique employed in these programs. Given some of the ecological considerations we have expressed in this book, I'd like to offer a little caution about the use of certain methods of visualization for health. Let me explain why. When the stress or illness the person is going through is created or intensified by some kind of internal conflict, certain kinds of visualization processes can intensify the conflict.[1]

The method of seeing the white cells as the "good guys" and the cancer cells as the "bad guys" can become a metaphor for the person's internal conflict. It might actually exaggerate the conflict. Unfortunately, almost all our understanding of the immune system is modeled on the metaphor of war.

When my mother was dealing with her cancer, she used visualization in a more ecological way. She visualized the white cells as sheep that were grazing in a field taking care of the overgrown patches of weeds (the cancer cells) that had grown up too high. Her tumor represented grass that had overgrown and needed to be recycled back to create ecological harmony.

"A superstition is a premature explanation that overstays its time."
- George Lles

Think about what a cancer cell is. It's not a foreign invader; it's a part of you that is in many ways identical to your healthy cells. Its program has just gone off kilter. Experiments have even been made showing that sometimes cancer cells will go back to being normal cells in petri dishes. So, when you're working with someone on visualization of health, avoid any reference to "good guy/bad guy" or you may be hooking into an already existing conflict. You want to get the two sides working together and uniting to create a harmonious atmosphere.

Making Visualization Work

Tim and Suzi have been studying visualization processes for twelve years. Before applying NLP filters to visualization, they wanted to know why some people were adept at creating behavioral and physical changes quickly through visualization, while others were unable to produce change after visualizing for long periods of time. For example, one of the students that they had in a stress workshop where they taught visualization techniques had chronic sinusitis. He told them that the ailment had been with him for years and that it was just a part of his life. The student reported later that his sinusitis symptoms suddenly disappeared and he felt great after utilizing the techniques that Tim and Suzi had been teaching. He had practiced the visualization technique for several days. They had similar reports from a number of people that they had worked with. However, there were others who told them that when they visualized a symptom or problem getting better, even for many days, no changes occurred.

"...successful visualizers are able to see a fully associated experience of having achieved their outcome."

At the time, Tim and Suzi were teaching "standard" visualization processes in a variety of ways that they had learned from books.[2] The books were basically outlining similar processes and they eventually summarized what they had been reading into the following visualization process:

1. Know what you want. Use affirmations or other techniques to deal with any internal objections to having what you want.
2. Get in a relaxed, receptive state of mind.
3. Visualize having or seeing what you want in as rich a way as possible.
4. Expect and believe you will receive it.

5. Tell yourself you deserve it.

By applying NLP filters to successful visualizers and contrasting them with non-successful visualizers, Tim and Suzi discovered some important differences between the two groups. First, the people who are successful have outcomes that are congruent with the rest of their desires and meet the well-formedness conditions for good outcomes outlined by Bandler and Grinder.[3] Secondly, successful visualizers generally use different submodalities than do those who were unable to achieve their outcomes.

People who have difficulty making visualizations work are often seeing a dissociated image of themselves doing what they want or having their outcome. Sometimes it's even a small, framed, still picture that is *anything* but compelling. On the other hand, successful visualizers are able to see a fully associated experience of having achieved their outcome. This means that they are seeing what they want through their own eyes, as well as, hearing, touching, moving, smelling and tasting their outcome as if it were happening in their present experience. This kind of visualizing results in a positive feeling about the visualization and reinforces practice of the technique.

Response expectancy, the belief that something will happen as the result of an action, is also important. Those who are successful experience their outcome in the visual, auditory and kinesthetic submodalities of *expectations*.

To create your own submodalities of expectancy, take a moment and think of something that you always do, such as going to sleep at night.

"Where there is no vision, the people perish."

- Proverb 29:18

EASING EDUCATION INTO THE 21ST CENTURY

A new and exciting workshop for educators and parents

- flexibility in non-verbal communication
- differentiate V A K teaching
- exercise to use more of the brain

Nita Bradley, an NLP master practitioner and former teacher, now heads the education and career consulting firm, NuWays.
Pat O'Reilly, an NLP trainer and former teacher, is currently President of Metamorph Us, Counselling, Consulting and Training Service.

Dates: August 7-17, 1990
Time: 9:00 a.m. to 4:00 p.m. daily
Cost: $850.00 Can. Deposit of $100.00 Can. Balance due August 7, 1990
Early bird: $750.00 Can., if paid in full by July 7, 1990
Location: Ottawa, Ontario.

For information call Pat: (613) 739-5657 or Nita: (613) 828-0876

Check how you think about that. What internal pictures are you making? Are you saying something to yourself or hearing other sounds? What kinesthetics are involved — feelings of movement or touch?

The non-successful visualizers often code their internal experience in the submodalities of hope or even doubt. To check your own submodalities of hope, think of something you "hope" will happen. You'd like it to happen, but don't know for sure that it will — such as getting a promotion at work, or your spouse remembering your anniversary. Examine your internal pictures, sounds and kinesthetics. The most common kinds of submodalities include fuzzy pictures, dissociated movies, a "questioning" tonality of voice, or multiple representations (pictures of having something and pictures of not having it that are flashing back and forth or that are seen at the same time).

If, when using the visualization process for health or any other outcome you want, you include having a well-formed outcome, a fully associated experience of already having the outcome, plus the submodalities of expectations, chances are that you will be more successful in achieving your goal. Below is a full description of a visualization process that we've found to be useful.

Formulate For Behavioral Change

1. Decide what you truly want. It must be something that is within your control and something you do want, not "don't want." Determine how you will know when you have achieved your outcome. What will you see, hear and feel that will provide evidence?

   What are the positive and negative consequences of getting your outcome? Modify your outcome to take care of any internal or external negative consequences.

Next Page ►

Deal with any reservations you may have about getting your outcome. Write down reasons why you can't have it, allow yourself to fully experience any negative feelings that you might have, and create an affirmation (positive self statement) to release any blocks that you might be experiencing.

2. Get into a relaxed, receptive frame of mind.

3. Think of something that you fully and without reservation expect to happen. Go inside yourself and notice the qualities (submodalities) of your internal pictures; (color, location, brightness, clarity, number of pictures) your sounds and voices; (tonal qualities, volume, pitch) and your feelings (tactile senses, sense of motion, action sense) for expecting that something will happen. Write these qualities down to keep track of them.

4. Fully imagine seeing yourself having achieved your outcome as if you were watching a movie of yourself.

   If you don't like the way it looks, modify it until you do.

   If it looks "right" and you have no reservations about it, step into your movie and imagine that you are now experiencing having your outcome, using the submodalities of expectation.

5. Let it go — tell yourself that you deserve it.

References

1.See the Simonton 1 method, described in Re-Imprinting, Chapter 4.

2.*Creative Visualization*, **Shakti Gawain;** *Visualization: Directing the Movies of Your Mind*, **Adelaide Bry;** *The Silva Method of Mind Control*, **Jose Silva;** *Getting Well Again*, **Carl Simonton, etc.**

3.See Appendix: Well-formedness Conditions for Outcomes.

© Robert Dilts, Tim Hallbom, and Suzi Smith
Used with Permission

Learning Strategies Corporation • 1-800-735-TAPE

When I took my first intro weekend in 1978 from John [Grinder] and Richard [Bandler] I knew that NLP was a major breakthrough. I immediately invited them to South Bend. I had that same experience when I learned PhotoReading. It is as important as NLP. I am becoming a PhotoReading instructor. *Dot Feldman, president of Midwest Institute of NLP*

PhotoReading

Thousands have learned to PhotoRead worldwide. Call us about "mentally photographing" the printed page at rates exceeding a page per second. Ask for our international calendar and our step-by-step guide for sponsoring a PhotoReading class. Instructor training is offered in August and January.

Paraliminal Tapes

NLP professionals say our double-induction, NLP tapes are the best available. We have 14 provocative titles including the New Behavior Generator and Instantaneous Personal Magnetism. Four more will be introduced in 1990. Ask for a free catalog and for information on re-selling the tapes. Satisfaction guaranteed.

EasyLearn Language Tapes

You can now learn Spanish, French and German using the advanced learning techniques you have come to expect from Learning Strategies Corporation. Ask for a free catalog.

"PhotoReading," "Paraliminal Tapes" and "EasyLearn Language Tapes" are trademarks of Learning Strategies Corporation, 900 East Wayzata Boulevard, Wayzata, Minnesota 55391 USA. 612-475-2250.

Learning Strategies Corporation • 1-800-735-TAPE

GET ADVERTISING RESULTS FOR LESS

COMPARE OUR RATES WITH OTHER NLP PUBLICATIONS

Advertising in Anchor Point is an effective and inexpensive way to reach the NLP community. Anchor Point is published monthly, so your ads will be timely! Deadline for submission is the 15th of the month for publication in the following month's issue.

All ads must be camera ready and fit within the following dimensions (prices below are for a 1month run):

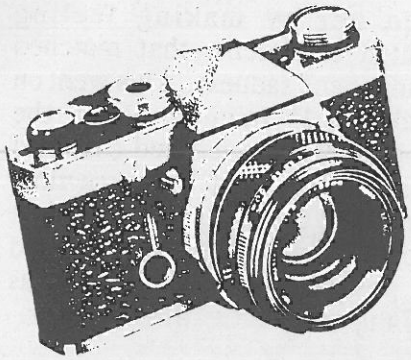
- □ **Full Page** **$135.00**
  (9 1/2" height x 7 1/2" wide)
- □ **2/3 Page** **$100.00**
  (9 1/2" height x 4 3/4" wide)
- □ **1/2 Page** **$80.00**
  (4 1/2" height x 7 1/2" wide)
- □ **1/3 Page** **$65.00**
  (9 1/2" height x 2 1/2" wide)
- □ **1/4 Page** **$55.00**
  (4 1/2" height x 4 3/4" wide)

Mail your payment (U.S. funds only) and camera-ready ad to:
Anchor Point - Advertising Editor
For postal delivery:
P.O. Box 26790
Lakewood, CO 80226 USA

For UPS, Federal Express etc. delivery:
10907 W. Arkansas Ave.
Lakewood, CO 80226 USA

For further information or assistance call Diane Phillips, Production Director, at (303) 985-3522.

Payment (U.S. funds only) must accompany your camera-ready advertising. Please submit your advertising as early as possible, advertising space is limited.



Snapshots On NLP- Doing the Impossible

By Steve Watson

Some years ago when I was struggling to learn about hypnosis from books, I read some "experts" opinions about how certain people just couldn't be hypnotized. They included people labeled "mentally retarded"(MR) or others who were labeled "schizophrenic." I accepted those ideas as true until later trainings in hypnotic techniques taught me that the previously accepted limitations were mostly artificial. Since then, direct experience has brought me success with trance induction with an "MR" person and also a definite behavioral change and an interesting outcome with a "schizophrenic" woman (which took several sessions).

At times, I am told that NLP is really nice for the "worried well" or the mildly neurotic but you just can't use it for SERIOUS problems. A therapist I know who is NLP trained (who introduced me to my first NLP demonstration) delights in curing his friends of snake phobias, etc., but doesn't attempt to use his skills on his patients who are, after all, really sick.

This attitude really frustrates me.

NLP can be applied beneficially to almost anybody. This article will concentrate on how NLP can be applied to clients who have been labeled "developmentally disabled/mentally retarded" - (DDMR). Most of these are stories come from students who have just rudimentary NLP skills and yet have achieved significant results.

A Behavior Problem

Chuck was a 20-year old classified as MR after a bout of Rye's Syndrome earlier in his life. He was a problem at home because he would openly masturbate just about anywhere. Yelling and screaming and all kinds of remonstrances did next to nothing to change his behavior. He was brought to me in desperation as a last ditch measure.

I hadn't had much experience with MRs but I decided to see if hypnosis might be a method worth using.

To my surprise (after adequately pacing Chuck) he levitated his arm on cue, went into a trance state with all the physiology usually associated with it. Then, we began to work.

We chunked the problem down to specific behaviors, formulated an outcome that was acceptable to both him and his family and then mentally rehearsed him through the process.

He responded very nicely.

The keys were *pacing*, *simple language*, a *well-formed outcome* in small chunks, several *rehearsals* and a little *praise*.

A "Special" Student

Karen was assisting a teacher in class at a local high school for the "intellectually handicapped." One of these students, a 16-year old girl, had been struggling with a reading program. She couldn't remember vocabulary words she had been introduced to.

Karen first listened to the girl read, noted the words the student had difficulty with, and later placed them on flashcards in vivid color. To increase the student's comprehension, Karen attached background pictures to some words. When she met with the student at the next session she deliberately spent 5 to 10 minutes building rapport by pacing the girl's movements, tone of voice, eye movements and predicates.

After determining the student's visual remembered eye quadrant (by asking questions like "what color is the carpet in your room?") Karen began the learning session by placing the flashcards in the girl's area of recall. Karen would ask her questions to direct the girl visually and then put the card down. The student was then asked if she could still see the word in her mind (gesturing up to her left). Karen would point to word as if it were floating in the air and ask the student to spell as she pointed to and "touched" each letter. Then she would spell it the same way backward. Then the student said the word and explained what it meant. At any point of difficulty, Karen backtracked and repeated the process until she succeeded. Usually the student needed only one trial.

In a few short weeks, this student's confidence grew immensely as she began to read simple books with comprehension for the first time.

Next Page ►

A Swish in Time

A 32-year old "MR" mother was being supervised by a social service worker named Sami. The mother often became afraid because she perceived that other people would not listen and would discount anything she said because she was "retarded." The client already talked slowly and her speech contained many pauses so, the addition of her choking fear made the woman even more difficult to understand.

Sami led the woman through a swish process using a desired self image of her standing straight, speaking smoothly and clearly. They swished it ten times. The swish was so powerful that the woman was able to communicate effectively with her counselor, even over the telephone.

Pacing the Blahs

Bob worked in a group home for the behaviorally disordered and mentally handicapped. Darrell, a resident, invariably would get depressed on weekends and refused to get out of bed.

After learning about pacing, Bob went the very next day to Darrell's room to try it out. It was a Saturday and Darrell was (predictably) in bed. Bob opened the door slowly, walked very slowly into the room and plopped down into a chair next to the bed. Darrell was watching him through squinted eyes.

Bob then said in a very depressed voice, "I'm too tired to get out of this chair." Darrell replied, "I'm tired too."

Bob: "I don't want to get out of this chair, but if I don't, I'll get in trouble and my boss will be mad."

Darrell: "Yeah."

Bob raised his tone a bit: "You know, Darrell, I've heard that if you're really tired in the morning, if you get up, walk around and maybe have some breakfast, it might wake you up and you'll feel better. What do you think?"

Darrell: "Sounds good."

They then agreed to try it. Bob continued to pace Darrell's movements and tone gradually leading him to activity and improved mood. After two weekends, Darrell could get up himself with little problem. Now, Darrell even occasionally perceives Bob in a "down" mood and will come to him with suggestions about how he might *feel better.*

Major Changes

Kevin worked in a home for the retarded. His main problem was a 35-year old, grossly overweight, DDMR female. The patient had been sexually abused as a child, and also physically abused and rejected by her parents. She trusted no one and dealt with staff only when she had to. Nobody ever came to visit her.

It was not hard to understand why she would become very lonely, sad, and then angry and upset. One night Kevin found her crying in her room, whining *that no one liked her.* Then she began to shout "I hate the bastard!" referring to her abusive - now deceased - father. When Kevin suggested that the father was dead and could no longer hurt her, she curled up and got even more upset. Kevin curled up beside her and paced her by making feeling oriented statements that matched her anger and sadness. This went on for almost 15 minutes. When she calmed down, he reached over and touched her arm at the same time asking her to remember the most happy time in her life. She accessed this positive state rather well as Kevin maintained a strong anchor.

Next, this woman was taught to dissociate. This was applied to reviewing her past grievances with her father. It was suggested that she write a letter to her father about everything that had happened to her. After this was completed, they burned the letter and flushed it down the toilet where one staff member suggested things went down to hell and her father would probably have no trouble getting the message.

She signed with obvious relief. The woman's behavior began to improve and she began to trust some of the staff enough to work on a project to help her attain greater independence.

The anchor Kevin established remained effective for weeks as she worked through several problems.

The Moral...

People are after all, just people. NLP is a description about how people work and a prescription for what ails them.

"I see little chance of evolution affecting us in the Darwinian sense; but social evolution, I see no end to that. To advances in technology and ways of thinking, I see no limits."

- Rene Dubo

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.



Become a skilled Imperative Self Analyst

Imperative Self Analysis Video

by Metha Singleton
with introduction by Leslie Cameron-Bandler

What is an Imperative Self? What will it do for you? What will it do for your clients? Now can you experience it for yourself. This video is both an introduction to Imperative Self Analysis and, with the annotated transcript, an invaluable learning tool for all Imperative Self Analysts and Candidates. By deducting the cost of the video from your ISA seminar fee, you can begin your training now at no additional cost.

100 minute video complete with annotated transcript $195

Certification Training

Profound change at a core level takes more than a quick fix!

Discover *yourself* as you learn how to elicit, analyze and redesign core personality structure using Imperative Self Analysis. Call and request our complete information packet.

Summer 1990

24-day Intensive—July 16

Fall 1990

Extended Program—begins September 27

Save $200 by registering one month prior to the start of your training.

FuturePace Inc

making a difference ... into the future

P.O. Box 151173 . San Rafael, CA 94915
415.485.1200

Codependence: A Story

By Jan Prince and Sally Chamberlaine

I look down at my father as he lies on the den floor, his head only a few inches from the corner of the television set. The academy awards are on the screen, and a tuxedo clad actor walks across the stage. Dad gestures toward the screen and asks if I've seen this. I respond that I haven't, only dimly aware of the ridiculousness of the question. Who could just watch television when her father lies, too drunk to stand, on the floor in front of her?

The "clinical" voice in my head keeps reminding me that the best way to treat an alcoholic is to let him suffer the consequences of his actions even if that means lying on the den floor. My "daughterly" voice says to at least get him into a chair, or Mother will come to his aid. She, wearing oxygen and full of chemicals from her latest chemotherapy, isn't strong enough to lift 200 pounds. Neither am I.

The man on the floor is nicely dressed. His slacks are expensive; his shirt and sweater match in cool shades of blue. His hair, unusually thick and dark for a man of 77, is neatly combed. His shoes are shiny, though I notice the toe on one is separated near the stitching. It must have happened when he fell. He would never put on torn shoes.

"Come on, Dad. I'll give you a hand. Just lean on me, and we'll put you into this chair." *...Don't think about this; just do it.* Now he's on both knees, elbows resting on the chair, but can't seem to get turned around. *Should I lift him by his belt? Never mind. He's back on the floor. God I hate this.*

What must it be like for him, lying on the floor looking up at his daughter? What does he see? Does he hurt as much as I do? I see the shame in his face, feel the humiliation he has unwittingly taught me to feel. It kills him to accept my support, his poise is nearly intact despite his compromised position. This is a gentleman. This is a respectable person. This is my father.

I can't stand it. I leave the room. My mother and sister are talking in the living room. Somewhere in the corner of my mind I'm aware of how neatly we fit the clinical pattern; carrying on as if there were nothing odd about having the man of the house semi-conscious on the TV room floor. "This is not a one person job," I toss lightly to my sister. "Approach the bench."

I can tell she's been hoping against hope that I'd be able to pull this off alone (although she and Mother are talking about inconsequential things when I come in). The denial is intact. What better way to deal with an impossible situation than to pretend it isn't happening? *If you can't change it, ignore it. If you can't stand it, avoid it.*

With an expression of reluctant acquiescence, my sister follows me to the den, leaving Mother in her chair with what remains of the Chinese dinner we brought. By now it's cold and the chow mein which never looked tempting looks like chicken in saliva on soggy noodles. Still easier to face than the mess in the den. Together we enter the room where the form on the floor acknowledges us with a curl of the fingers of the hand cradling his head.

Dad half rises to a sideways sitting position, leaning heavily on two hands. "Come on, Dad. We'll help."

Something about two of us is too much. He waves us away, unable or unwilling to even attempt to move. Maybe the idea of two daughters seeing him in this condition is even more overwhelming than one. Maybe he just wants to be alone. Maybe he doesn't even know what's happening.

But I think he does. When I return from the kitchen, he is on his knees holding onto the door jamb, trying to pull himself into a standing position. Mother is with him, and he seems willing to accept her support. I decided it must be less humiliating than accepting help from his children, but silently hate him for taking the chance of causing her to fall. I then immediately feel guilty. Look at him. He's trying to salvage some dignity. *He's as miserable as I am. Almost.*

Somehow, mostly through sheer willpower I think, we maneuver a dining room chair under the wobbly form. He lands awkwardly facing the grandfather clock, about a foot from it. Location doesn't matter at this point. He's sitting. Relieved, I fly into the kitchen to warm up the hamburger which has been sitting there for nearly 2 hours. Quickly, I slide a tray in front of my father,

hoping food will offset some of the effects of the alcohol. To hell with AA's admonitions about enabling. *I know what I'm doing, and I don't care.* I fly to the kitchen for a big glass of milk to accompany the "dinner," and return in time to see the weaving back of my father swaying toward the living room doorway, the tray full of food and portable TV table projected ahead of him like a bumper.

Miraculously, he makes it to the hall without losing either his balance or the contents of the tray. Mother, in the hallway, grabs something off the tray, *to save the carpet.* My sister stands warily by the stairway wondering whether to reach out or to stand back.

Before long, it's a moot point, as Dad lurches in the direction of his favorite chair, loses his balance, and crashes onto the living room floor, missing the corner of the coffee table by inches. He gestures to the two volumes of a medical dictionary on the table to ask if I noticed that he'd numbered them while I was out. I reply, respectfully, that I have.

Nobody's breathing. Some part of me wonders how in this unsteady state he can even recall gluing numbers on books earlier in the day; or how he has the flexibility to try to divert my attention from his demeaning condition. Another part of me is struggling to reconcile the conflict raging inside me over the figure on the floor.

I love this man. I've devoted most of my life to trying to get him to love me. He has always been distant, elusive, and shaming - qualities which only drove me harder to reach him, to impress him. He's always been, to me, the epitome of respectability. The ace of etiquette. The master of manners. So what is he doing on the floor? Why is this infallible person impersonating a drunk? What have I done to cause this? What can I do to cure it?

This is the way it is. Out of control. *People making the best choices they can and leaving me bewildered that these are good choices.* I stand, again looking down at Dad, feeling like a little girl who once again has learned that Santa is a fake and knowing that in no time I'll have reconstructed his reality. Knowing that my father is too smart and too wise and too honorable to be the person I'm with tonight. Knowing that I am too smart and too wise and too honorable to be the daughter of the impersonator on the floor.

True story? No not exactly. I changed the part about going to get milk. I was actually upstairs filling Mother's oxygen tank when Dad headed into the living room. Someone else got his milk, and the glass was on his tray as he went into the living room. It was the milk that Mother was trying to save from landing on the carpet. When I put the oxygen tank down, Mother backed into it, losing her balance, about the time that Father sprawled onto the floor next to the coffee table. If I hadn't been reaching for Mother, I might have been able to steady Dad. Or, I might have been involved in a collision and hit the deck. Anyway, I left that part out because it sounded just too melodramatic to be true.

[Editor's Note: Sometimes, in our all too human habit of labeling symptoms we forget their personal impact upon those living within them. We offer this as an exercise in grounding.]

Sally Chamberlaine, NLP Master Practitioner, combines 7 years NLP experience with 3 years focus on codependence. Sally has an M.A. in English Education. Her experience includes teaching, NLP training, and counseling. She has a private practice. Send correspondence to 1830 Lehigh Street, Boulder, CO 80303 USA or call (303) 494-1908

Jan Prince is a Certified NLP Practitioner with over 5 years experience working with individuals and groups. Jan is a mediator and communication consultant for business. She has a private practice. Send correspondence to 165 Cook, Suite 100, Denver, CO 80206 USA or call (303) 388-2419

Laura Grinder Associates

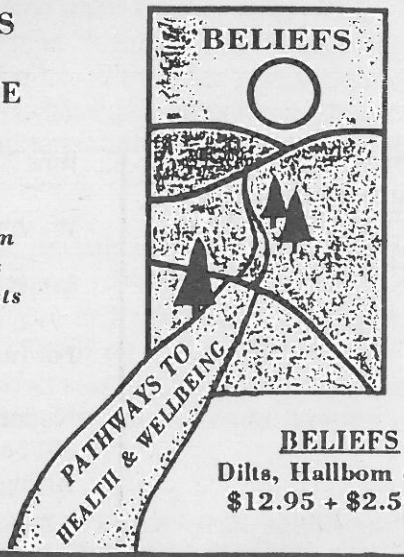
THE RESOURCE CENTER

ROBERT DILT'S WORK NOW AVAILABLE IN PRINT

Improve your resistance to disease. Transform "unhealthy" beliefs into lifelong constructs of wellness.

- *allergies*
- *overeating*
- *smoking*
- *illness*

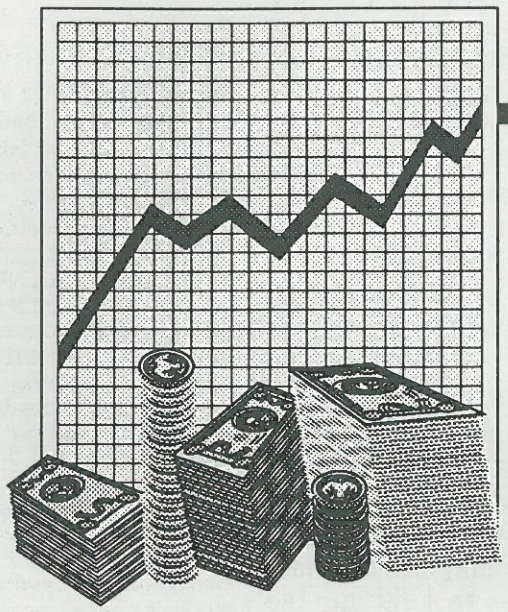
Replaced with healthy patterns.



BELIEFS by
Dilts, Hallbom & Smith
$12.95 + $2.50 S &H

To Leave Your Order or Request A Catalog
CALL
800-338-4667 (24 Hrs.)

Most NLP Business Seminars Are About Change. This One's About Dollars.



NLP BUSINESS CERTIFICATION TRAINING

A comprehensive 9 day training program that will increase your business skills.

June 23 to July 1, 1990

Washington, D. C. Metro Area

$1500

For further information, contact:

National Training Institute for NLP
801 South 20th Street
Arlington, Virginia 22202

[703] 979-3835 or [703] 239-8581

Trainers:

Wyatt L. Woodsmall, Ph.D.
Richard T. Graves

What's different about this training?

Plenty!

Up to now, NLP business seminars have presented inflated versions of therapeutic techniques. These techniques don't sell in the business community.

The **power of NLP** comes from modeling experts, capturing their expertise, and presenting the skills through comprehensive training programs. Dr. Wyatt Woodsmall and Mr. Richard Graves, the developers of Advanced Behavioral Modeling[SM], have spent the past several years modeling successful business people.

This **information-crammed training program** reveals the techniques and strategies of the most successful business professionals. The training will focus on the models actually used by successful marketers, negotiators, salespeople, and management consultants.

The result is a training program **brimming with practical information** that you can act on immediately to improve your marketing, sales and negotiation skills.

Increase your productivity, performance and profitability from modeling research that shows how top business professionals succeed.

PRODUCT REVIEWS: TAPES TAPES TAPES

***Self Hypnosis* and *Natural Self Confidence* 12.95 each. Produced by Thomas Condon and Carol Erickson, "Multi-Evocation Tapes" The Changeworks, Bend, OR. (503) 382-1894**

***New Behavior Generator*, $34.95, *10-Minute Supercharger*, $14.95, *Self-Esteem Supercharger*, $14.95, *Sales Leap*, $24.95, *Ideal Weight*, 24.95. Produced by Paul Scheele, "Paraliminal Tapes," Learning Strategies Corporation, Minneapolis, MN. (612) 475-2250**

***Answers Rest Within* and *Healing Heart*. $14.95 each. Produced by Ragini Elizabeth Michaels, "Remembrance Tape Series," Facticity Trainings, Inc., Seattle, WA. (206) 462-4369**

Pick a problem, and you can probably find a hypnosis tape for it. I listened to all of these tapes in order to compare them. All of them are done in the Erickson style, which means permissive suggestions are used instead of direct ones. Other than the subject area addressed, there are not major difference in the tapes.

The biggest difference is that The Changeworks tapes are true double induction tapes. Double induction means that you hear two voices, one in each ear. The voices can be saying entirely different things. The Changeworks tapes really take advantage of having two tracks. The male and female voice each develop suggestions and rich metaphors that are entertaining, and of course activate unconscious associations. The Paraliminal Tapes also have two voices (male), but I would not call them double induction (and they are not advertised as such) because one voice actually leads while the other voice (the same person) adds additional emphasis. The two voices complement each other well, coming from the left and right channel at various times. The Facticity tapes are done with one voice, female. Using earphones will increase your enjoyment and enable you to respond to the left and right channel information that has been designed into the tapes.

All of the tapes are of excellent technical quality. All contain music to varying degrees. The Facticity tapes have the best music in terms of composition. One side contains only music, which can act as an anchor if you have listened a lot to the hypnosis/music side. The Changeworks tapes contain the most sound effects.

All of the hypnotic voices are pleasing and there is nothing obviously bad about the voices. But no reviewer can tell you if you will find the voices pleasing. When you are listening so intimately to a voice, some will be wonderful while another might be grating. I would suggest that you check into the return policy for the tapes, so that if a voice annoys you (the chances are probably small), then you could return it.

If you are well trained in Ericksonian hypnosis, you will recognize the phrases used by the speakers. This can make the tapes predictable, but to a person new to this style, the tapes are very powerful. The Facticity tapes follow the style with the most creative use of language. The Changeworks tapes contain the most metaphors.

While the tape quality and content are close enough to be hard to compare, I would give an edge to The Changeworks tapes. One problem with listening to tapes is the boredom factor. The Changeworks tapes contain enough content to delay your boredom, so you will probably use them more. The most important criteria for choosing a tape to buy is the subject area, but all of them will help you reduce stress.

Will the tapes work? No one can guarantee that they will. Your best bet is to get one that you like and use it a lot. Once a day for a month is the minimum you should listen before deciding that the tape does not work. If it doesn't, then this means that your needs are different than those addressed in the tape or that there are secondary gains or beliefs that are not being targeted. At this point, it might be better to make an appointment with your favorite NLP Practitioner for some individual work rather than buying more tapes.

The only tape that I have reservations about is the Paraliminal tape "Ideal Weight." This would be good for a person who has not tried to lose weight before; but, if the tape buyer has had a chronic weight problem, I don't think that this tape addresses secondary gains enough to be of great use.

The most unique tape in the bunch is Paraliminal's "New Behavior Generator." You plug your own content into the tape so that you can work on achieving many kinds of goals. One side in on "Reframing" which helps you to eliminate resistances to getting the goal. The other side is on "Generating" which help you develop new behavior choices.

When you want to take a break, settling down with any of these tapes will be enjoyable.

Sandy LaForge is a NLP Practitioner in private practice. She also is the owner of NLP Books a mail order book service. She can be reached at 2705 Vassar Drive, Boulder, CO 80303, (303) 494-2643.

Book Review:



Hassle-Free Homework
By Faith and Cecil Clark
Doubleday, 262 pgs., $8.95

Hassle-Free Homework claims to be a"6-week plan for parents and children to take the pain out of homework." It offers this and more. Faith and Cecil Clark have created a small volume packed with tips, how-to's, resources and valuable information for the parent, the student, AND the educator. This information is synthesized from the latest research and innovations in education and psychology, and it provides a much-needed new perspective on an old subject--homework. In fact, I could say that the entire book is a REFRAME on what learning is and how it occurs in the context of homework.

The information presented on the brain will give parents a keener understanding of the dynamics of success and of resistance. Students have been expected to learn with a "computer" (their brain) for which they have no instruction manual!! No wonder so much resistance was seen, felt and heard. The Clarks clearly present the idea of the "homework" brain and how it operates differently for each of us. In addition to the model of left brain and right brain, Maclean's theory of a three-part brain is illustrated in such a manner that even a young child can grasp how the brain operates. From personal experience, I can assure you that discovering how to "run" one's own brain has a direct positive effect on self-esteem and motivation!

"Throughout all of the processes suggested, the child's model of the world, her reality, is respected and validated."

In simplified, but specific language, the Clarks describe the Doing Brain, the Feeling Brain, and the Thinking Brain. The latter includes the two hemispheres of the neocortex, which is referred to as the "thinking cap" or the "executive control panel." Specializations of the hemispheres are explained and it is emphasized that we need both hemispheres coordinating to think effectively. For example, "when a normal person hears the word "dog," he does not merely derive the dictionary definition but also generates images of dogs..."

The Thinking Brain cannot operate effectively if the Doing Brain is not considered. The Doing Brain "is a 'slave to precedent'" and "likes ritual." This provides the rationale for setting up routines and structures for doing homework. Once familiar and comfortable, the routines help the Doing Brain relax and stop interfering with the Thinking Brain.

The Feeling Brain is also VERY important, especially for teenagers. Nothing gets into the Thinking Brain without going first through the Feeling Brain, suggests Clark and Clark. Strong emotions shut off communications to the Thinking Brain resulting in "going blank" or "test anxiety." The Clarks emphasize this as the reason the relationship between student and teacher is so very important.

In addition to describing the brain, the Clarks provide processes to encourage cooperation between the parts of the brain. They suggest cross-lateral movement, such as skipping and swinging the arms, to increase activity between the hemispheres and provide a metaphor for negotiations between the "three brains." People familiar with NLP will recognize a version of the "Six-Step Reframe."

Through the explanation of the theory of learning styles, we find that "learning is intimately involved with the senses." Our learning channels are auditory, visual, kinesthetic and sometimes, gustatory or olfactory. One of the most important "reframes" is that most students can learn if we "keep in mind: there is no preferred learning style, all thinking is based on remembering and imagining, and each child has his own sequence of learning strategies." Indicators for the six learning styles are given with tactics to appeal to each. For example, the Auditory Internal learner ("Self-Talker") can be encouraged to change the self-talk from criticism to coach, thus utilizing a strong part of his own strategy to improve learning.

A big "Hoorah!" for the clear explanation of eye accessing! Many learning disabilities can be prevented when more parents and teachers recognize eye movement patterns as vital clues to the internal processing a child may be using. Without criticizing, the Clarks show learning styles may differ within a family and how to approach one another with new information. Understanding another stops judging any one way as "right or wrong," and offers opportunities for expanding one's repertoire of ways to approach learning.

Throughout all of the processes suggested, the child's model of the world, her reality, is respected and validated. Even the process in which they suggest T.V. be drastically diminished recognizes the need for a gradual change. If a parent follows the plans outlined in *Hassle-Free Homework*, resistance becomes a stimulus for the state of curiosity about "how CAN this work, what's going on?" rather than a battle of wills.

As well as the week-by-week guide for parents, a complete section on "Homework Hotspots and Homework Helpers" provides patterns that many children exhibit and how to approach specific subjects. Special attention is given to the role of the body in learning, drawing on work from Dr. Jean Houston, innovative teacher and creativity researcher. Students are FINALLY given methods for attaining concentration (rather than an order to "just concentrate!") with such fun approaches as "Ninja juggling." Parents are given guidelines for participating with their child and with the teachers in the homework process WITHOUT doing the work for the student--a team approach with responsibility placed appropriately on each player.

As an Education Specialist, consultant, and constantly curious learner, I loved the resources in the back of the volume. Books, videos and audio tapes, computer programs, learning games, and "people" resources are categorized and annotated. An enormous amount of information a parent might need to help his/her child is contained in the Clarks' very readable book. Open to any page and glean ideas that will help students feel better about their homework. Parents must be prepared, however, to spend the time to learn for themselves, to coach, to keep a "homework journal" and to follow-up. For some, this might be a challenging task, but I can assure you that these techniques DO work and will be worth the effort for the 6-weeks start up to a future of "hassle-free homework" and learning ease!

Diane Famiano Lutzinger, M.A., Certified NLP Trainer, Consultant to business and education is the developer of The Learner's Edge programs for staff development and students of all ages. She may be reached at The Learners Edge, 12830 Hillcrest - Ste. 111, Dallas, TX 75230 USA or phone (214) 401-2906.

HERE ARE THE FAX! Anchor Point Now Has 24-Hour Ordering Service

Now you can subscribe, renew your subscription and order NLP products from Anchor Point with a little help from technology. After numerous requests from our subscribers, we have added a FAX line to make ordering more convient for you. **All of our order lines are answered 24 hours a day** for to take the guesswork out of timechange formulas. Remember all FAX and phone orders must be accompanied with a valid VISA or MasterCard Number and expiration date. We look forward to receiving that order you've been wanting to place with us real soon!!!

FOR ORDERING 24-HOURS-7 DAYS A WEEK

OUR FAX NUMBER IS:
[*orders by credit card only*]
(303) 969-9177

OUR TOLL FREE NUMBER (in USA only)
[*orders by credit card only*]
(800) 544-6480

OUR ORDER NUMBER (outside USA)
[*orders by credit card only*]

(303) 985-3522

Our mailing address (for orders, article submissions, etc) is still:

Anchor Point
P.O. Box 26790
Lakewood, CO 80226 USA

Rage and the Big-Bang: A Universal Metaphor for Surpassing Limits

By Valdeane W. Brown, Ph.D

Every now and again I stumble across a gem of a metaphor: many times my clients actually come up with the best ones. One of the couples I worked with came up with the term "Disturby Derby" to describe the escalating series of negative interactions they engaged in. One of them would start it off by saying just the right thing in just the right tone, with just the right look on his or her face and the other would respond in kind, and off they went. By the time they stopped, it had become a "hoarse race" of who could shout the loudest and longest.

Occasionally I come up with a metaphor that I believe is exquisite — and usually they don't work so well, except for me. Sometimes, however, the images or metaphors come out of the shared exploration and those are almost always wonderful, shimmering, and deeply moving. This is the story of one such metaphor that you may find of particular use with clients who are afraid of their own rage and anger.

I had been working for several sessions with this client on de-phobing her memories of repeated sexual abuse as a child, and subsequent pattern repetition in adult relationships (especially one with a prior therapist). Using a parts metaphor, I was able to gain access to the clients *younger self* who had learned to swallow a lot of garbage from big people: a pretty usual occurrence in childhood sexual abuse.

As we worked with de-phobing this part, it started to get scared and enraged at the same time. The part was both enraged that it was scared, and scared that it was enraged at what it had swallowed from the big people in order to survive. And it was also very scared that if we shifted this experience, it would simply become enraged and explode. — A very scary experience for a very young child who has a series of associated memories of being abused and being put down for remembering exactly what happened.

In the past, this client and I had already done lots of very exciting image shifts. One involved another part falling through space and looking at the stars. I had her pick a special star all for herself to keep with her wherever she went and even called her Shandala: a Yiddish expression meaning little bright one. Of course we used this star as a place where she could star(t) to make even more changes as she — i.e., that par(t) — was one of the brightest little people she (we) knew, and could be a guiding light for all of the other scared little people inside as they looked to the future of liberation.

MACINTOSH USERS!

Now learn NLP skills easily using the power of your Mac and Hypercard™.

Voyager Publishing now presents a series of Basic and Advanced tutorial programs to assist you in mastering NLP.

Our first stacks teach eye accessing and VAK sentence analysis.

Each month we will release new programs on NLP including:
• Reframing skills • Anchoring • Time Lines •
• Metaprograms • Submodalities • Pattern changes •
and many more!

Get started today! For our first specially priced stack on eye accessing and sentence analysis send just $24.50 plus $1.50 postage and handling to:
Voyager Publishing, 1365 Creekside Drive, Ste 426,
Walnut Creek, CA 94596. Satisfaction guaranteed.
California residents add 6.75 % sales tax.

With all of that behind us I went with her image of exploding in rage and talked about going ahead and actually exploding inside: she could let her rage explode — cataclysmically — in an overwhelming explosion, just like the big bang, and start a whole new universe of light and possibility, filled with new worlds and galaxies of possibilities and light that we hadn't even dreamed of yet. The change was amazing: her face lightened, her smile broadened and her whole body relaxed in joyful release: a whole new universe was newly born, pure and open, and all hers to live and play in for as long as she wants.

This client and I have continued to work together, and will continue for awhile but the effect of that one image is unmistakable. The feared rage is gone and has been replaced by a strongly connected sense of anger and boundary that is protective of her. She has allowed that little part of her to merge into another older one, while her universe of possibilities continues to grow.

Sometimes if you keep your ears and eyes open while you talk with other people you can find amazing riches in what they offer.

© 1990 by Valdeane W. Brown, Ph.D.
Used With Permission

Valdeane W. Brown, Ph.D. is currently director of Psychological Consultation Associates, a group psychological practice that provides comprehensive consultation, training, and therapeutic services. He can be reached at 401 Shady Avenue, Suite C-207, Pittsburgh, PA 15206 or by phone at (412) 362-6150.



NANLP NEWS

By Kris Johnson

Members of the National Association of Neuro Linguistic Programming (NANLP) from all over the world gathered to meet at the 1990 annual conference in Baltimore, Maryland which was held April 27-29. Old friends met with one another and new friends were made as the 309 NANLP members in attendance networked. The conference offered over 40 different workshops and the opportunity to view a wide variety of NLP videos.

Keynote Speaker Robert Dilts (author, developer and consultant in the field of NLP) addressed the congregation. His Keynote Address was titled: *In Pursuit of Wisdom-A Direction for NLP in the 1990s*, in which he talked about taking multiple perspectives to obtain wisdom.

Robert brought in a computer that had a biofeedback program linked up to the system. He then got four people from the audience to come forth, and he hooked up an electrode to a finger on each volunteer. A giant picture of the planet Earth divided into four parts was projected on the screen in the background. Each biofeedback connector controlled one of the four sections of the earth. As the attitudes of the participants changed, the part of the world they controlled moved either toward or away from the other participants corresponding segments. The point was for the volunteers had to obtain strong enough rapport with each other so that they could bring the four pieces of Earth together. The electrodes on their fingers measured the degree of rapport that they had with each other. "I think Robert was trying to metaphorically demonstrate that in order for NANLP to grow and expand, we need to have a sense of community. Our minds need to be in sync," said Ann Lazerus, Chairperson for Projects and Programs for the NANLP Utah/Idaho Local Chapter. Later on in the conference, Kay Grask, former NANLP President handed over the Presidential reins of the NANLP to NLP trainer Tim Hallbom, co-founder of Western States Training and NLP of Utah.

Corrections - Opps We Drowned Another One

In the article *Symbolic Emotional Resolution* (S.E.R.) [May 1990 Anchor Point] paragraph 7 which read (S.E.M.) should have been (S.E.R.).

Also in paragraph 4 the word "HYDROTHERAPY" was typed instead of the word "HYPNOTHERAPY" which was intended. As the authors wrote us, "Though this treatment is very effective, using it under water may be very difficult." We tried it and agree, the editor was all wet on this one!

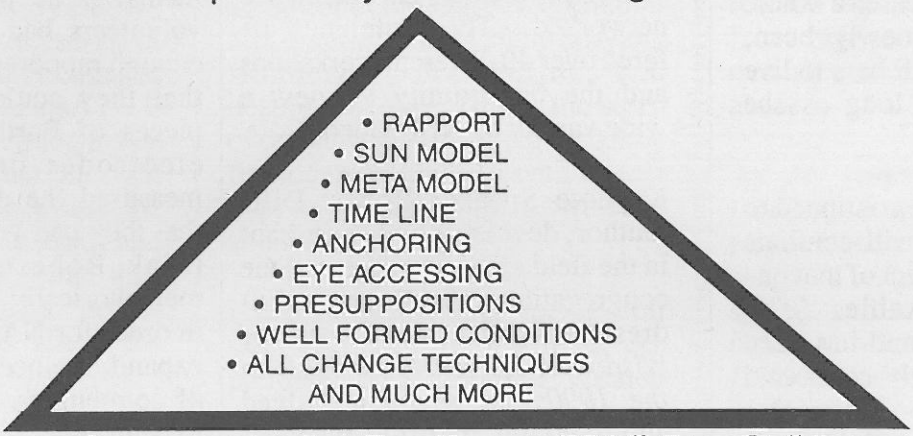
WITH ALL YOUR NLP TRAINING DO YOU WALK WHAT YOU TALK.....? DO YOU USE YOUR NLP SKILLS EVERY DAY?

How Do You Enchance and Fine Tune Your NLP Skills?

Add *"WALK WHAT YOU TALK"*

to your library of valuable resources.

Develop mastery in the following areas:



This refreshing set of exercises and tasks will enable you to "Walk Your Talk."

If your outcome is mastery, this systematic approach will get you there quickly and easily.

What People Have Said

"I found this manual to be the most exciting and useful tool of *all* the literature in NLP."

Gregg Baron, President
Success Sciences

"Utilizing the material in this manual has improved my NLP skills tenfold."

Linda Patterson
Sales Representative

Sample Table of Contents

6 CHANGE TECHNIQUES 100
6.1 INTRODUCTION 101
6.2 SUBMODALITIES 102
6.3 TASK 2: SUBMODALITIES TWO 105
6.4 TASK 3: SUBMODALITY THREE 106
6.5 SUBMODALITY CHECKLIST 107
6.6 TASK 4: SUBMODALITY EXPERIMENTS 108
6.7 TASK 5: SUBMODALITIES WITH LANGUAGE PATTERNS 109
6.8 BEHAVIOR GENERATOR 111
6.9 PERCEPTUAL POSITIONS 113
6.10 BEHAVIOR GENERATOR WITH OTHERS 115
6.11 ASSOCIATED/DISASSOCIATED STATES 116
6.12 CHAINING ANCHORS 117
6.13 CHAINING ANCHORS SHORTEN FORM 118
6.14 STACKING ANCHORS 119
6.15 COLLAPSING ANCHORS 120
6.16 TIME LINE IDENTIFICATION 122
6.17 TIME LINE EXERCISE 123
6.18 REDECISION LINE 124
6.19 RECORD SHEET FOR LIMITING BELIEFS AND PERMISSIONS 125
6.20 REDECISION AND TIMELINE 126
6.21 REFRAMING DESCRIBED 128
6.22 REFRAMING 129
6.23 STRATEGY: RESISTANCE TO LEARNING 131
6.24 CHANGE HISTORY 132
6.25 STRATEGY FOR IDENTIFYING PATTERNS 136
6.26 STRATEGIES FOR SIMILARITIES/ DIFFERENCE/SYNTAX 138
6.27 REFRAMING ON TIME LINES 139
7 GLOSSARY 140
8 APPENDIX 145
9 BRIEF BIBLIOGRAPHY 152

Maryann Reese, Master Trainer for The Society of Neuro Linguistic Programming, and co-author of Practitioner Manual for Introductory Patterns of NLP and Pocket Summary, has produced a 155 page manual to give you a day by day, week by week, EXPERIENTIAL package to further synthesize your NLP training and reading into your every day life.

HOW TO WALK WHAT YOU TALK is presented in an attractive three ring black, one inch, 8½ x 11 inch binder with gold silk screen letters.

COST: $34.95 Plus $5.00 for postage and handling. Florida residents add 6% sales tax. Volume discounts available. Write or Phone Today! **Southern Institute Press Inc.** P.O. Box 529, Indian Rocks Beach, FL 34635 • **1-800-633-4891**

Coming Events

ACCELERATED LEARNING INSTITUTE OF NEW ENGLAND
79 Westchester Road - Newton, MA 02158 (617) 964-0160

Aug. 17	PhotoReading Begins (Great Barrington, MA)

ADVANCED BEHAVIORAL MODELING, INC.
801 South 20th Street - Arlington, VA 22202 (703) 979-3835 or (703 239-8581

July 7-22	Modeling Master Practitioner Certification Training

ADVANCED COMMUNICATION TRAINING, INC.
31 Washington Square West Penthouse B - New York, NY 10011 (212) 529-9227 or (201) 509-9599

Aug. 16-21	Ericksonian Hypnosis Intensive w/ Steven Leeds (New Paltz, NY)

MIDLANTIC INSTITUTE OF NLP a Division of the American Hypnosis Training Academy, Inc.
8750 Georgia Ave., Ste 125E - Silver Spring, MD 20910 (800) 343-9915 or (301) 565-9179

June 14-17 & July 26-29	Ericksonian Approaches to Hypnosis and Brief Psychotherapy Begins

AUSTRIAN TRAINING CENTER FOR NLP
Teybergasse 1/19, A-1140 Wein, Austria - Europe 43-1-894 0017 Fax Ext 17

June 13-16	Practitioner Training Begins
June 18-20	NLP Intensive seminar, Budapest, Hungary (P. Schutz)
July 13-15	NLP und Schule, Saltzburg (Jorg Pannenbacker)

AVANTA NETWORK
139 Forest Avenue - Palo Alto, CA 94301 (413) 327-1424

July 22	10th Annual Process Community Begins

THE CASCADE CENTER, INC.
P.O. Box 2351 - Kirkland, WA 98083 (206) 820-1312

June 29	Developmental Tasks (Jonathan Rice)
June 30-July 1	Co-Dependency - Breaking the Cycle

CENTRE QUEBECOIS DE PROGRAMMATION NEURO LINGUISTIQUE
3826 Saint-Hubert - Montreal, Quebec H2L 4A5 CANADA (514) 281-7553

June 15-17	Practitioner II
June 22-24	Basic NLP II
Aug. 24-26	Basic NLP I

DYNAMIC CHOICE
3116 Kimlee Drive - San Jose, CA 95132 (408) 929-8635

June 16	PhotoReading Begins (Los Angeles, CA)

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

Jun. 29-Jul. 5	Academy of Behavioral Technology
Jul. 16-26	Trainer's Training
July 30-Aug. 8	1st Annual NLP Belief and Health Certification Training (Park City, UT)
Aug. 14-31	Master Practitioner Certification

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

Jul. 21-Aug. 5	NLP Practitioner/Master Practitioner Certification Training
Aug. 6-8	Meta Matrix Certification

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

June 11-15	Segment III - Patterns of Problems
June 18-22	Segment IV - Intervention Protocol
June 25-29	Segment V - Underlying Structures
July 2-6	Segment VI - Reference Experiences
July 9-13	Segment VII - Modeling
July 16	Imperative Analysis Summer Intensive Begins

INTERNATIONAL NLP VI
Box 529 - Indian Rocks Beach, FL 34635

July 2-22	Practitioner, Master Practitioner, and Trainer Training (Titisee, West Germany)

LEAD CONSULTANTS, INC.
P.O. Box 664 - Reynoldsburg, OH 43068 (614) 864-0156

June 18-22	Level Three NLP Training
June 25-29	Level Four NLP Training
Aug. 27-31	Level One NLP Training

THE LEARNER'S EDGE, INC.
12830 Hillcrest Rd., Ste 111, Dallas, TX 75230 (214) 401-2906 or (800) 234-4853

June 11-15	Techniques in Education (Dallas, TX)
June 22	Phobias & PTSD with E. Reese (Atlanta, GA)
June 23-24	Hypnosis Certification Training Weekend (Atlanta, GA)
June 25-26	Techniques in Education (Marietta, GA)
Aug. 4-5	NLP and Co-Dependency (Dallas, TX)

LEARNING STRATEGIES CORPORATION
6490 Excelsior Blvd., Ste. W302 - Minneapolis, MN 55426 (612) 925-5565

Aug. 3	PhotoReading Instructor Training Begins
Aug. 4	PhotoReading Begins

METAFORMATION, INC.
3538 Marlowe Ave. - Montreal, PQ H4A 3L7 CANADA (514) 486-1282

June 8-10	Prerequisites to Personal Genius with Judith DeLozier
Aug. 5-29	Journey into Magic: Modeling Shamans of Bali

METAMORPH US/NUWAYS
30-280 McClellan Road, Nepean, ON K2H 8P8 CANADA (6213) 739-5657 or (613) 828-0876

Aug. 7-17	Easing Education into the 21st Century

MIDWEST INSTITUTE OF NLP
702 West Colfax - South Bend, IN 46601 (219) 232-1405

July 17	PhotoReading Begins

NATIONAL TRAINING INSTITUTE FOR NLP
801 So. 20th Street - Arlington, VA 22202 (703) 979-3835

June 23-July 1	NLP Business Certification Training
July 7-22	Modeling/Master Practitioner Training
Aug. 11-26	Fifth Annual NLP Trainer's Training

NEVADA LEARNING PROGRAMS
1515 E. Tropicana, Suite 510, Las Vegas, NV 89119 (702) 739-6373

Aug. 10, 11, or 12	A One-day Workshop on Beyond Codependence - Healing the Trauma

NEW LEARNING PATHWAYS
For Seminars in Utah contact Ann Bogdanich (801) 649-8879

June 25-July 1	Peak Performance Teaching

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

June 9-10	NLP Works in Business (Rodger Bailey)
June 13-15	Reframing
June 15-16	Self-Hypnosis and Auto Suggestion for Health
June 23	Addictions Counselor Training Begins
July 7-8	Personal Change Weekend for Couples
July 11	Open House
July 13 & 15	Reframing - The Art of Changing Perceptions
July 20-29	Residential Ericksonian Hypnosis Training
Aug. 3-7	The Mind Body Connection - NLP & Feldenkrais
Aug. 25	1-Day NLP Overview

NLP OF ARIZONA, LTD.
P.O. Box 2800-291 - Carefree, AZ 85377 (602) 252-4840

June 8	Practitioner Weekend Training Begins (Tucson)
June 16	Master Practitioner Residential Begins (Phoenix)

NLP COMPREHENSIVE
2897 Valmont Rd. - Boulder, CO 80301 (303) 442-1102

Jun. 8-July 4	Practitioner Summer Residential Training
Jun. 12-July 1	Master Practitioner Summer Residential Training
Jun. 4-July 5	Intern Summer Residential Training

THE NLP CONNECTION/NLP PROFICIENCY ASSOCIATES
P.O. Box 7818 - Santa Cruz, CA 95061 (408) 425-3614

NLP of Southern California - Los Angeles (213) 254-3841
July 20 Free NLP Introductory (Los Angeles)
The NLP Connection 3500 St. Charles Ave., Ste 208
New Orleans, LA 70115 (504) 891-1212
June 8 NLP Master Practitioner Certification Begins
June 16 How to Say Goodbye

NLP INSTITUTE OF CHICAGO
P.O. Box 25184 - Chicago, IL 60625 (312) 271-9578

June 2 Conversational Change
June 21 Trans-Formations: A 2-Part Intensive Training in Hypnosis and NLP Begins

NLP OF OHIO
676 Everwood Avenue - Columbus, OH 43214 (614) 457-6766

June 6 Free presentation and discussion of NLP
June 23-24 Creating the Healthy You with Tim Hallbom and Suzi Smith

NLP PRODUCTS AND PROMOTIONS
13223 Black Mountain Rd., #1-429 - San Diego, CA 92129 (619) 538-6216

July 9-21 NLP Master Practitioner Certification
July 13-27 NLP Trainer's Training

OTHER THAN CONSCIOUS COMMUNICATION
P.O. Box 697 - Friday Harbor, WA 98250 (604) 748-4994

Aug. 20-31 Fall Fun-Shop

PACE PERSONAL DEVELOPMENT
86 South Hill Park - London NW3 2SN England 01-794 0960

Jun 9 Personal Coaching Day
Jul 7-8 Summer NLP Foundation Skills Certification

THE SHERLCO CORPORATION
2022 31st Street S.W., Calgary, AB T3E 2N2 Canada (403) 240-3565

July 16-17 Communication for Success - NLP Intro Workshop
July 16 Practitioner Certification Training Begins

SOUTHERN INSTITUTE OF NLP
P.O. Box 529 - Indian Rocks Beach, FL 34635 (813) 596-4891

July 2-22 International VI NLP (Black Forest, Germany)

SYNERGETIC PSYCHOLOGY, INC.
13370 Old St. Augustine Rd. - Jacksonville, FL 32258 (904) 262-1883 or (904) 269-3143

July 9-21 NLP Mega Summer Workshop (Merida and Cancun, Mexico)

UPSTATE CENTER FOR NEURO-LINGUISTIC PROGRAMMING
125 Bonnie Brae Ave., Rochester, NY 14618 (716) 272-4370

June 15-17 The Artistry of Dynamic Presentation (John Grinder)

WESTERN STATES TRAINING ASSOC./NLP OF UTAH
1569 East Waterbury Drive - Salt Lake City, UT 84121 (801) 278-1022

June 2-3 Creating the Healthy You
July 30- 1st Annual NLP Belief and Health Certification Training
Aug. 8 (Park City, UT)

CONFERENCES
Peaks of Wisdom - Mountain States Regional NANLP Conference

Oct. 6-7, 1990 in Utah
For information: Ann Lazerus (801) 575-6912



ANCHOR POINT ORDER FORM

Yes! Rush me one year (12 monthly issues) for only $35.00 (US). Call Toll Free: 1-(800) 544-6480 [CHARGE CARD ORDERS IN USA ONLY].

Name 6/90
Address
City
State Zip
Country
Phone Number

Check_____ Visa_____ MasterCard_____

Card Number
Exp. Date

One Year Subscription (12 Monthly issues)		**$35.00**
Candian Subscribers add (1st Class - Air Mail Delivery)	$10.00	
Other Foreign add (1st Class - Air Mail Delivery)	$20.00	
TAX (Colorado Residents only)	$1.30	
Total	(See note below) ***	

Please make checks Payable to Anchor Point and mail completed form to:

Anchor Point
P.O. Box 26790
Lakewood, CO 80226-0790 USA

*** **All subscriptions must be paid in advance in U.S. currency and paid with a designated charge card, postal money order, or with funds drawn against a U.S. bank. There will be no exceptions. Price subject to change without notice.**

Anchor Point
P.O. Box 26790
Lakewood, CO 80226-0790 USA

SECOND CLASS POSTAGE PAID

Moving Soon?

Your Anchor Point is delivered to you via 2nd class mail. If you don't send us your new address before you move, HISTORY HAS TAUGHT US THAT THE POST OFFICE WILL PROBABLY NOT FORWARD YOUR ISSUES TO YOU ... and we won't replace them for free either.

Send us your New Address at Least 6 Weeks BEFORE YOU MOVE! (including zip code changes)

Please send your old mailing label and new address- to us at the address above.