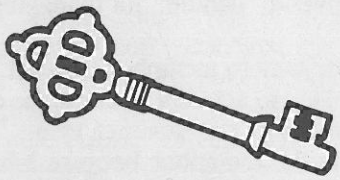
Anchor Point

Vol.5, No 8 (August 1991) The International Journal for Effective NLP Communicators $5.00

Satir's Use Of Metaphor



By Martha F.Wiglesworth

There is a growing interest in the use of metaphor as a therapeutic intervention. Milton Erickson did much of his work in this indirect form, and the modeling of his process has contributed greatly to our understanding of how to use metaphor.

This is the first in a series of articles exploring how Virginia Satir made use of the indirect device of metaphor. My purpose in these articles is two-fold:

1. To expand our understanding of the power of metaphor and increase our skills by using it by
2. Modeling Satir's "magic" and her contributions to NLP from a different perspective.

From an NLP point of view, we will become aware of:

1. Combinations of visual, auditory and kinesthetic representational systems;
2. Perceptual positions at work; and
3. The use of body posturing and role-play as Satir's unique addition to other models for metaphor.

Next Page --»

INSIDE

Satir's Use of Metaphor
Page 1

Snapshot's on NLP:
Creative History Making-Part 2
Page 9

Open For Business:
Modeling High Performance
Page 12

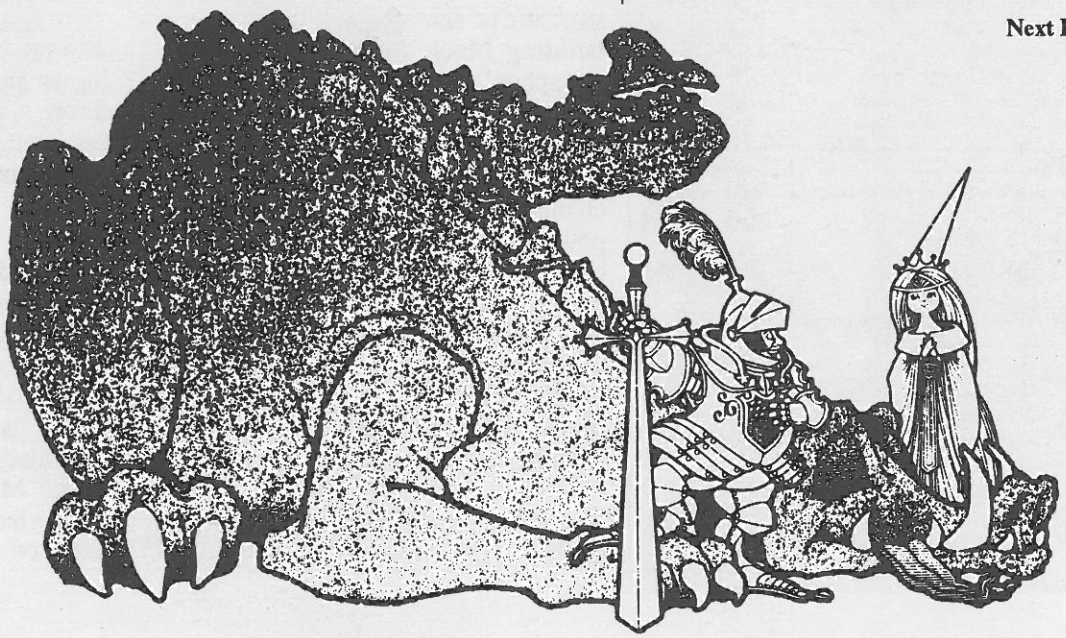
NLP Research Materials
Page 15

Anchor Point Interview:
Judy K. Underwood, Ph.D.
Page 17

Product Review:
Metaphors
Page 23

Curmudgeon At Large:
The Vestibule of Experience
Page 27

Coming Events
Page 30



Anchor Point

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

Publisher: Michael L. Phillips
Editors at Large: Gary Smith
David L. Calof

Contributing Columnists:
Book Reviews: Sandy LaForge
Curmudgeon at Large: Donald Powell
Critic at Large: Pat Wagner
Open for Business: Lucy Freedman
Lisa Marshall
Smart Stuff: Diane Famiano-Lutzinger
Snapshots: Steven Watson
Unlocking Pandora's Box: Lyle D. Chubb

Production Coordinator: Diane Phillips

Anchor Point (ISSN-0895-366X) is published monthly, 12 times per year by Cahill Mountain Press, Inc., 6671 Hillside Way, Parker, CO 80116. 2nd Class postage paid at Parker, CO and additional locations.

Subscription rates are: $37.00 (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 286, Franktown, CO 80116-0286 USA.

Articles published in Anchor Point do not necessarily reflect the views of Cahill Mountain Press, Inc. or its management.

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 286, Franktown, CO 80116-0286 USA.

Copyright © 1991 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. It covers what can be highly technical and complex subjects and is sold as is, without warranty of any kind either expressed or implied respecting the contents of this publication. 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.

The What and Why of Metaphoring

Since metaphor is actually a nominalization, it may be more useful to speak of it as a process -- "metaphoring." To metaphor means to communicate by expressing one thing in terms of another...the bringing together throws new light on the character of what is being described. (Stanley Kopp, Guru: Metaphors From a Psychotherapist from David Gordon's *Therapeutic Metaphors*.)[1]

Combs and Freedman define metaphor as "something which stands for something else --(it) communicates something other than meets the eye or ear...has a meaning other than the obvious meaning."[2] So another aspect is its potential for a **linking** of meanings -- a way of discovering connections and reframing problems into possibilities. It presents a truth sometimes uncommunicable by any other means.

One important use is to objectify, move what's inside outside where it can be examined from a meta position. However, in order to do this, the metaphor which is introduced from outside must somehow connect with the person's internal map. This makes it "isomorphic"--that is, acceptable as a match. It's like the way two parts of a strip of Velcro connect--the tiny hooks on one side attach to the loops on the other side. An analogy to explain the structure of analogy, which is the basic building block for making a useful metaphor.')

Metaphoring is a subtle and ambiguous process. When used for teaching or change work, it does not confront, overpower, control or patronize. It may contain many possible messages. The choice to take it or leave it, define or alter it is with the receiver. Its power is to intrigue, to arouse curiosity and therefore lead to an internal search to find a meaning or personal application for what is learned or discovered.

Best of all, it's safe in the hands of a novice. The giver does not presume to know more than the receiver about the problem, the desired outcome, or how to move from one to the other.

LEVELS OF METAPHORING

The simplest use of metaphor is to create images which offer new pictures or ways of looking at something. For example, in order to help a child with her frustrations about authority, I made up a story of a rabbit who had to get through a heavy door in order to go outside and play. A door can be opened as well as closed; the difference comes with having a key to unlock it or the strength to change it from closed to open. Thinking about authority as a door gives a "handle" for managing it.

Another way to metaphor is to act "as if"--that is to actually become the embody-ment of the abstract idea. The body is the metaphor because what's inside comes outside where it can be dealt with physically rather than mentally. We often do "as if" interventions in NLP.

In Satir's work, whatever "bubbled up" (note this image) in her listeners was quickly put into a "sculpture." The person's body assumed a position which represented the internal feeling state. Again, that which was inside could be seen and touched and in this way insights, meanings, and resources could be activated.

The more complex form of metaphoring is in the construction of a story through which the entire change process is played out by a protagonist. All of us construct this kind of story in our dreams.

As David Gordon points out in *Therapeutic Metaphors*[1], "Stories in one form or another have been used by human beings for countless ages as a means of transmitting important cultural, sociological, and moral information from one generation to the next." Milton Erickson's masterful use of stories has provided a model for many other therapists.

Virginia Satir did not construct story metaphors, rather, she reconstructed and thus transformed the person's own story. In this way, characters and events came on stage as living theater. The person (called the "star") was played by a stand-in and family members were role-played by group members chosen by the star. This model will be described in detail in a future article.

So, as we have seen, metaphor can take on a visual form as an image, or a combination of visual and kinesthetic forms in sculpting, or in a story which involves visual, auditory and kinesthetic elements.

Satir moved easily between conscious and unconscious levels of awareness, dissociated and associated states, and the connections between body, mind, and spirit. In her model, deep-level change toward wholeness involved the recovery of a sense of self-worth, respect for feelings, and the validation and integration of all the person's parts.

In Satir's model of the world, the age-old hierarchical kind of relationships based on dominance-submission and lack of honoring of the value of all human beings will someday be replace by a more organic view. This new kind of world order will be based on respect for equality of value which comes as a birthright and not something earned by "good" behavior. She believed that "the problem is not the problem. It is the coping which is the problem." So, behavior is simply a way to meet the underlying need to be accepted and loved. Whatever conflicts are not worked out within the individual are projected into the world in the form of destructive behaviors.

It was Virginia's strong belief that restoring and nurturing a sense of self-worth is the core concern of all therapy. Thus, her mission was to help people "become more fully human" so that there could be "peace within, peace between, and peace among."

The Aligned Self

The leading-edge workshop for transforming identity and building personal congruence

with Connirae Andreas, Ph.D.

Presented by the NLP Institute of California

This four-day advanced training is for Practitioners, Master Practitioners, and Trainers who want to experience and master the most exciting new development in NLP and Third Level Work. Includes:

- Identity Alignment
- The Five Core Outcomes
- Reversing Outcome Chains
- Parental Timeline Alignment
- Aligning Perceptual Positions
- The Three Keys to Personal Integration

October 4-7, 1991
San Jose, CA
Tuition: $450, $395 early registration.

This is the only scheduled presentation in California this year of this workshop.

Space Limited • Register Now

1-800-767-6756
or (408) 335-3858

NLP INSTITUTE OF CALIFORNIA
(408) 335-3858
P.O. BOX 12 • FELTON, CA 95018

HOW TO CREATE A METAPHOR

Metaphors, either as images, body postures or as combined in stories have a certain basic structure which makes them powerful. Those elements are:

1) Characteristics which are distinctive;

2) A process by which they become operational;

3) Certain things they can cause to happen; and

4) Connections, or cross-overs, to other contexts.

These are the elements which make a metaphor useful. This makes them analogous, or a match to the person you are trying to influence. So, analogy is the basic building block.

If you want to create visual metaphor--an image which will match--you need to pay attention to these four elements. Then, if you want to present a new image to someone which will lead to a different framing of their present state, you will look for an image which has these components

SOME WELL KNOWN SATIR IMAGES

POT

Probably the most familiar Satir image is "pot." This was her representation of a person's internal state of self-acceptance. She tells us that on the farm where she grew up there was a three-legged pot, which at various times had various uses. In winter, it often held her mother's homemade soap. In summer, it was filled with stew for the threshing crews. At other times, the pot stored manure for the flower beds. "Anyone who wanted to use the pot faced two questions: What is the pot now full of, and how full is it?"[2]

Satir began to use this metaphor to help clients communicate the way they felt about themselves--whether their indi-

You read the excerpts,
saw the movie,
now it's time to own the book.

"Rainbow dreaming at
ground zero!"

Tom Best
Gatekeeper, Pacific Region
Nomadic Light Patrol

The Structure of Delight
by Nelson Zink

To receive your copy postpaid
send $15.95 in large bills to:
Mind Matters, Drawer SS Dept A
Taos, NM 87571

vidual pots contained feelings of worth or of guilt, shame or usefulness. Given its current connotations, "pot" perhaps becomes a confused metaphor. However, it serves to illustrate a process.

If we look at the structure of this image, we see:

1) Characteristics of "pot:" Color, size, type of material, weight, legs, handle, thickness, shape, balance, etc.

2) Process: The pot's process is passive, that is, things can be transported in it, but it must be carried. It can be emptied, filled, or the contents changed, but it is not a very empowering object.

3) Potential uses: It can be used to contain, to measure, or to add beauty.

4) Cross-over: "Pot" is not an active metaphor. It has uses to describe an internal state of being, but not for moving out of that state.

We might conclude that using "pot" to communicate an internal state might be more useful than using it as a way of generating change. Change requires a more pro-active image.

THE PLANT

Virginia thought in images. She would say, "I go fishing, (metaphor) and when I get an image I put it out to see if it has any relevance or fits for the other person." Example:

In one training session, she is working with a triad of men who are experiencing conflict. The conflict is described by one of the men as "not being heard" and "being discounted."

Virginia said, "I have something that is popping inside of me. I suddenly saw a little boy who wanted very much to get attention from--maybe father or mother--neither of whom knew how to say to that little boy, 'I know what you're saying.' Does that feel like anything to you?"

One of the men answers, "Partially. I have a picture of a little boy who was a twin, who was always called, 'the boys' and not called by his name, and I remember busting my ass to do well--and it makes me feel real sad..."

Virginia then works for each man to identify with the vulnerable part of the other. Later, she says to the "tough" prison chaplain, "And I have an image now of a very tender plant encased in a special place. The plant knows how tender it is, and it is in a beautiful but very strong place. And what I was aware of is that the people who get to that place, you have to watch who it is." He accepts this, and she adds, "I have a sense you'd like somebody to see that small plant, but it is frightening."[3]

In structure of the plant metaphor we see:

1) Characteristics: A plant has color, shape, texture, produces leaves and flowers, inner potential.

2) Process: Growth, vulnerable for its survival, needs protection, nurturing, feeding, watering. A plant can give only if it has its needs met.

3) Potential: Food, beauty, or enjoyment.

4) Cross-over: In this case, to illustrate vulnerability and tenderness. Other applications could be to self-esteem themes--may produce both good and bad leaves or flowers, but essential quality is inner potential and worth.

THE SHIELD

This illustration is taken from the residential training at Gabriola Island, British Columbia in 1987.[4] While in the midst of a lecture, Virginia used a metaphor, "...and the shield..." At this point, a participant named Nancy interrupted: "Please go back over what you just said--I went completely blank--what was that word you used?" Virginia then began a sculpting with this woman creating a series of events in her life when she got strong negative messages about her worth from people she was not able to "shield" herself from. This was not a planned interven-

tion with metaphor, but an example of how powerful an image can be when it connects with someone's life experience. This gave Virginia an opportunity to teach Nancy about a shield she could use as a resource for protection as well as a way of being separated from others.

A metaphor such as "shield" has many aspects. It fits well with NLP work such as "change history," knowing the "me" from the "not me," or ways of empowering the inner child of the adult to deal with boundary crossings. In the structure of the shield metaphor we see:

1) Characteristics of shield: Strong, heavy, metallic.

2) Process: Depends on the owner of the shield to get it to work. It is reactive not pro-active. The shield can deflect attacks just by being there, for defense, not offense.

3) Potential uses: Protection, separation, providing sense of security, can get in the way of flexibility.

4) Cross-over: Co-dependent situations, identity formation, being able to take care of self.

THE SELF-ESTEEM MAINTENANCE KIT

Virginia's process of imaging was spontaneous, and most of her images came out of the situation. However, she did have certain images in her storehouse, such as "pot," "vehicles" (her change models), an "umbrella" (a covering under which all her projects and training would fit.) Among these were her "tools" for self-esteem. She would refer to these various tools in her meditations with which she started every session.

She had one special meditation in which she talked about a "self-esteem maintenance kit." That metaphor immediately caught my attention. I could visualize a carpenter's box in which you could keep all these tools handy for just the moment you might need them. Others may have imaged a knapsack or basket; for me it was a tool box.

I began constructing stories in which these various tools became resources for children to help them in handling some common problems. That is how *Willie & His Friends: A Manual for Creating Stories to Build a Child's Self-Esteem* was born.[3]

The first step in creating the ten stories in that resource kit was to "chunk down" the image into their components. Then I thought of situations in which the particular tools might be useful and from there constructed a story in which that situation would become a crisis. This is a backwards way of creating a story--to start with the resource and then make up the problem to which the resource could be applied. It is somewhat like the process of starting with the answer to an Algebra problem, and then stating the equation to be solved. Another example would be giving someone the punch line of a joke and asking them to create a situation where that would be the ending.

Of course, usually you start the other way with a story--you have a person with a problem, you create a metaphorical "stand-in" for them, develop the story line through the crisis, and after some not-so-successful efforts to solve the problem, the protagonist finally finds the inner resources with which to reach the desired outcome.

Remember the four components necessary for building a powerful metaphor are:

1) What are the tool's distinctive characteristics?

2) What is its process like? How does it do its work?

3) How would that process work to alter a feeling, be a resource or model for change in some specific way?

4) In what kinds of situations would that be applicable?

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

THE NLP CONNECTION

A Member of The Society of Neuro-Linguistic Programming

1 Free NLP Introductories • Los Angeles
Call for dates and specific location.

NLP Practitioner Certification
Los Angeles • 7 weekends • starting Sept. 28
Chris Hall & Gary Boone
NLP Master Trainers
Sept. 6 deadline for Early Registration discount.

2

3 NLP Master Practitioner Certification
Los Angeles • 6 weekend sessions • Spring 1992

L.A.'s first & leading NLP training institute (est. 1980)
NLP of Southern California
4387 York Boulevard
Los Angeles, CA 90041
(213) 254-3841
Certifications awarded by The Society of NLP

Quality • motivating programs with the personal touch

NLP & Ericksonian Hypnosis Certification Program

Judith DeLozier Charlotte Bretto Susan Grace Branch



In this eight day program you will learn:

- *Self Hypnosis*
- *Induction Format*
- *Trance as a Creative Learning State*
- *Elegant Behavioral Change Models*
- *Conscious Unconscious Integration*
- *Attention Training*
- *Language Patterns*
- *Utilization*
- *Metaphors*
- *New Codes for NLP*



The Upstate Center for NLP in Rochester, New York, invites you to participate in this unique opportunity to work with Judith DeLozier, co-developer of NLP and co-author of the New Codes for NLP, Charlotte Bretto, NLP trainer and author of "A Framework for Excellence", and Susan Branch, NLP trainer and director of the Upstate Center for NLP and Susan Branch and Associates. September is one of the most beautiful times of year in the north-east. This Rochester location will provide you with a conducive setting to explore and master the model of Ericksonian Hypnosis developed by the founders of NLP.

Rochester, New York • September 21 - 28 • $850
Enquiries and Registration to the Upstate Center for NLP
61C Monroe Ave., Pittsford, NY, 14534 • (716) 586-6773

Here are my meanings for six of Virginia's tools. Try your hand at using the four components with each one:

KEY - It can open, but also lock. The choice is up to the owner. The key has to fit the particular lock but it can be made to fit by a locksmith. When you have a key that fits, you have power to go into new places. Doors will open for you. Frustration and impotence change to assurance.

WISDOM BOX - It contains our beliefs, our values, our "smarts." There seems to be an innate way of knowing inside every living thing. Wisdom can help us understand ourselves and others. When we are in touch with this resource, confusion and indecisiveness turn to clear choices.

DETECTIVE HAT - Makes it possible to reframe or change meaning. Differences can be understood rather than judged; and new situations can be seen as a challenge rather than a threat by becoming curious like a detective. Feeling critical or suspicious can be changed to feeling tolerant or appreciative.

BOOK OF ME - This contains our history--our past, present and our future. It tells us we are unique and therefore special and of value. It is the guardian of the "self" which is our spirit, our essence.

MEDALLION (or charm for children) - This is a symbol of our ability to be self-directed. It has a yes side and a no side and both are equally beautiful. When we use it, we can say "Yes, thanks, I'd like to do that." Or, we can say, "Thanks for asking me, but right now it doesn't fit. The answer is no." We feel strong rather than guilty, trapped or afraid.

COURAGE STICK - A help when going into new situations and taking risks. Helps confidence, sense of worth and sometimes something to hold onto for security, like a partner, a model or a talisman image. Virginia would say, "We go into the unknown with our courage stick, representing our inner strength, in one hand, while we drag our fear along behind us with the other hand."

CONSTRUCTING A METAPHORICAL STORY

Virginia's work with the story as metaphor will be described in the final article in this series. As already mentioned, she put the person's own story into living theater and that is a different process.

However, it may be of interest to the reader to see how a story can be created, starting with a problem state and utilizing one of the above images as a resource.

The story cycle as described in Campbell's *Hero's Journey* is similar to Satir's Change Model (fully described in Willie & His Fiends. The basic elements of a story are:

1) A protagonist, person, animal or object which will match the client well enough to provide identification;

2) A problem state with similar elements to the client's;

3) A series of events in which the protagonist tries various solutions without success;

4) A climax where the outcome hangs in the balance;

5) Discovery of an inner resource, a new meaning or way of looking at the problem, or a source of wisdom/support; and

6) Arrival at desired outcome, some kind of celebration; way of anchoring the resource, and future pacing.

To illustrate, let's take the case of a young child who is fearful about going to school for the first time. The resource will be the "wisdom box." The elements with which we begin are:

1) Problem: fear of going to school for the first time.

2) Desired outcome: change feelings from fear to confidence.

3) Possible protagonist: Young bird leaving nest, or older bird migrating in an unknown sky to a new nesting place.

4) Resources: Instincts (inner wisdom), or possibly the help and support of an older, wiser bird, or practice in flying for short distances, maybe falling, but conquering the fear in the end.

THE CREATED STORY: YESTERDAY THE BABY ROBINS FLEW

Joseph, I looked up in that nest outside our Mockingbird Hill House down at the farm--you know, the one in the corner of the porch where we have been watching the Mother and Father Robin build a nest. Remember how excited we were when we saw five blue eggs there, and how we had to use the back door so we wouldn't scare them? And how they took turns sitting on the eggs, and sometimes Father Robin brought worms to Mother Robin when she was too tired to go hunt them? And then one day, we heard some chirping, and saw the tiny babies in the nest. We were worried that something would get the babies, but those parents kept a lookout, and kept the babies with a good supply of juicy worms.

Well, as I was saying, this morning I looked in that nest and would you believe all the little birds were gone! They finally made it out on their own. But of course that doesn't happen all at once.

Remember the first time we saw a little one down on the ground beating its wings and just sitting there? Oh, it must have been scared--first time out of that warm nest. We could almost see its heart thumping. And then the big cat from over at Farmer Rainey's house came circling around the yard. And Father Robin nearly burst his lungs making noises to warn the little ones, and Mother Robin shooed them back up into the nest.

The night it stormed so hard, I really thought those little birds would never want to get out of that nest. Who would want to venture out in all that rain and lightning and thunder. It would be much cozier just to stay right there. Of course, the little babies were getting bigger and bigger and it got so crowded, one finally fell out (or maybe a bigger brother pushed the little one out!) But Father Robin just picked up that little one and gave it a shove, as if to say: "Get going! You're strong enough to take care of yourself."

I think Mother Robin told them stories about the wonderful time they would have as they got bigger and found their own nesting place, even a mate with whom they would have their own little birdies. And she always reminded them that inside there was a part of them that already knew just how to fly, and build nests, and find worms in the ground. And that part of them was growing along with them, and would always be there to help.

And she told them too about times when she was little, and how she was scared, but her Mother helped her make those first little attempts to fly on her own. And when she had discovered how strong her wings became when she used them, she felt such a lot of energy and power, like she could do anything she wanted to.

And Joseph, I think some of those little baby robins will come back to our porch next spring, and we'll see it all happen again. Because, you see, Mother Nature has put all knowing how to do things into the robins, and into all the other animals--and into you and me too, Joseph.

Now snuggle down in your little bed; dream of how tomorrow you will GO TO SCHOOL, Joseph, feeling strong and happy.

In the next article, we will look at how Virginia Satir used role-play and sculpting to connect body feelings and emotional feelings, and so begin the inward search for meaning. Several Satir vehicles such as parts' party, communication stances, the nurturing triad and the birthing of self esteem will be considered as transformational uses of metaphor.

REFERENCES

1. Gordon, David, *Therapeutic Metaphors*, Meta Publications, 1978.

2. Combs, Gene and Jill Freedman, *Symbol, Story & Ceremony*, W. W. Norton, 1990.

3. Satir, Virginia, *The New Peoplemaking*, Science and Behavior Books, 1988.

4. Video Tape, Process Community, 1986, Crested Butte, CO.

5. Video Tape, Training Sessions, 1987, Gabriola, B.C.

6. Wiglesworth, Martha F., *Willie & His Friends*; A Manual for Creating Stories to Build a Child's Self-Esteem, Potentials, 1990.

Copyright 1991
Martha F. Wiglesworth.
Used With Permission

MARSHALL UNIVERSITY RESEARCH CORPORATION

PRESENTS FOUR UNIQUE VIDEOS UTILIZING NLP

BEYOND SELLING: HOW TO MAXIMIZE YOUR PERSONAL INFLUENCE

Edward J. Reese, author of Beyond Selling and Trainer of NLP and Robert F. Coates, V.P. of Success Sciences.
"Beyond Selling" provides the tangible skills and strategies that will enable you to maximize your influence in all of your relationships, both personal and professional. The concepts presented by Edward J. Reese and Robert Coates will make an immediate difference in your ability to influence people positively. The video and accompanying instructional guide is divided into modules that focus on specific skills: pacing and leading, gathering high quality information, using sorting styles, and how to tailor your presentations.
The design of the program combines live vinnettes from actual sales situations with a comfortable flow of instruction and skill practice.

SORTING STYLES: UNDERSTANDING AND BUILDING RELATIONSHIPS

Maryann Reese, author of "Walk What your Talk" and "Mega-teaching." President, NLP International and Director of Southern Institute of NLP.
A four module tape with instructional guide is designed for those interested in patterns of behavior for assimilating information to improve your skills for working with interpersonal relationships.
" Maryann Reese has her material so well organized that her presentation flowed with grace. She gives excellent real-life examples from her own widely diverse background and also solicited the audience's relevant questions and comments. The audience participation actually added to the believability and content to the presentation....." Anchor Point, 1990.

METAPHORS

Frances K. Wiggins, M.A., Certified Society Trainer of NLP.
This four module video tape with accompanying instructional guide provides viewers with specific skills to use metaphor more consciously in all frames of reference. Content includes techniques to attract and sustain attention; introduce, illustrate or clarify concepts; bypass resistance and intellectualization; insure cooperation and increase motivation and model an effective way of communicating

USE OF NLP WITH TRAUMAS AND PHOBIAS

Introduction by Richard Bandler, Co-Founder of NLP.
Edward Reese, A.C.S.W., Certified Trainer of NLP, Diplomate in Clinical Social Work. Over the past twenty years Ed Reese has specialized in the treatment of phobia and trauma. Ed Reese utilizes humor in a step by step method of working with both trauma and phobia. He demonstrates a systematic visual/kinesthetic disassociation. The tape includes a follow up interview with the client. An instructional guide is also included.

$149.00 Beyond Selling: How to Maximize Your Personal Influence
$149.00 Sorting Styles: Building Better Relationship/Team Building
$149.00 Metaphors
$125.00 Use of NLP With Phobia and Trauma
VHS American System only *Visa/MC accepted*

Mail payment to Southern Institute of NLP
P.O. Box 529
or call Indian Rocks Beach, FL 34635
800-633-4891

Snapshots on NLP:

Creative History Making - Part 2

By Steve Watson

Sometimes the makings of one's history is installed by someone else, often unwittingly and with the best of intentions. That's the bad news. The good news is that we don't have to allow those beliefs and patterns to remain. They can be changed.

Doug's Story

Doug came to the clinic complaining of depression that was related to his nearly life-long battle with an atypical childhood diabetes. We informed him that as a mental health clinic we did not usually treat physical illnesses unless they were clearly psychosomatic. Doug said he realized that, but he still wanted some help coping with this condition (which had hospitalized him no less than 4 times between the ages of 11 and his current age of 30). There were also other social issues that he needed help with.

At this time I was seeing most of my clients in groups, often swinging from standard group techniques to NLP interventions, Doug began to attend (occasionally twice a week). He fit in well and became a resource for others with his empathy and intelligence.

During the course of the group sessions, Doug began to gain confidence in the treatment approach as he offered various problems to the group for discussion and for work with me. The time was coming to really examine his diabetes problem. One of the interesting factors was the tremendous variance he experienced. One hospitalization occurred when he had been on insulin and his blood sugar still skyrocketed. Another inpatient stay was caused by the opposite condition: Terribly low blood sugar and he wasn't on insulin. He knew precisely when the condition started or became a problem - at 11 years of age. At the time of this intervention, he was not on insulin but he was having some physical problems he associated with the diabetes. Yet, with all these anomalies, Doug talked about himself saying, "I am a diabetic."

In the large group room, I asked Doug if he wanted to explore some possibilities around his having what **seemed to be*** a diabetic condition. He replied in the affirmative and we went to work.

We first established a timeline on the floor with his past to his left and his future to his right. I explained that while he stood on his timeline he would be fully associated with his experience. While off the timeline, he would be dissociated from events but able to observe what happens. He congruently accepted those instructions and then we experimented with some near past events to give him some idea of how this would work.

Next, we began a search for the events in his past which related to the condition that had been labeled "diabetes" by having him walk backwards on his line into the past with the idea in mind that he would feel significant times related to the condition. As we did so, he identified the four hospitalizations and we briefly reviewed what transpired during these periods. The most common thread that connected these periods was stress and large changes.

Finally, we hit **the spot on his timeline when it all seemed to start.** This was the story as he remembered it:

Doug's parents were splitting up and Dad had moved out of the house. It was summertime and Doug had been playing outside in a typical very active kid way. He was thirsty and had put away two or three glasses of water when his mother became alarmed. Doug remembered that Mom had just read an article in a magazine that said a major symptom of diabetes was great thirst. Very soon Doug found himself in a doctor's office. In any case, within a week Doug was at a hospital program being taught how to handle being a diabetic.

We established on the timeline that there were two people involved in this event which very nearly imprinted an identity belief. As he stepped off the timeline, we discussed what would have made all the difference in that situation so that a different decision could be made. Doug said, "My mom needed to be a lot more mellow." I asked Doug if **he** knew how to be "mellow" and he said he did. When he accessed a time of mellowness, I anchored that state on his shoulder and then had him step into the image of his mother giving her his mellowness. I asked if she needed anything else and Doug said she needed to be more affectionate. When asked if he knew how to express affection, Doug replied, "No, I don't think so."

We then had him select from his friends, family, or acquaintances a person who exemplified the expression of

Next Page -->

Effective habits of successful people are LEARNED!

POWER UP!

By
J. Drue (Jerry) Isaacs

A 30-day self-propelling workbook program for change.

Changing negative attitudes to positive beliefs and non-resourceful habits to empowering behaviors can raise your life potential!

NLP Counselors! Check out *Power Up!* for your clients. It supports the changes you work hard to attain. They will love you for recommending this book to them!—*I. Gatley, Ph.D.*

$24.95

Order NOW
1-800-283-9075

NLP WORKS
INTERNATIONAL, INC.
P.O. Box 64547
Tucson, Arizona 85728

MasterCard/Visa accepted.
Free Resource Guide of trainings and other products available

affection and he was able to find a good example. With a little work off the timeline, Doug was able to thoroughly access a state of affectionate expression, it was anchored and given to his Mom (as he was able to represent her). This seemed to be enough for Mom.

I then asked about Dad. Doug said "He just needs to be there." So Dad was visualized in the scene that represented the time space just before the critical event.

Finally, Doug was asked what the 11-year old boy in that scene needed. He said, "I already have it. Understanding." I then directed him to review the whole thing in the position of each of the three individuals now in the scene (Mom, Dad & Doug), on the timeline fully associated, finishing with himself as the 11-year old boy. After fully experiencing this new experience in his past and announcing that it felt much better, Doug walked slowly up his timeline to the present, passing through each of the 4 spaces previously identified as the diabetic crises.

When he stepped off his timeline, his physiology was of glowing good health (or at least I thought so). He stood straighter with his head up and a bit of a flush on his cheeks. And then he said, "Well... now that I'm not a diabetic, what am I?"

"That," I answered, "is the next part of this process. Let's now look out there to your future. What is it that you want for yourself? How do you want to be?"

And we began to build a future. A very different future than the one he began with.

***This is a challenge to his model of the world identifying himself as a diabetic**

Steve Watson, MSW, LCSW is a licensed clinical social worker with 29 years of experience in therapy. He is a Master Practitioner in NLP. 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.

Get ready to think like never before!

POWER *Thinking*™

A powerful learning experience
for the individual and the entire organization

Coming this Fall
From

PRO PRODUCTIVITY RESOURCES ORGANIZATION

22 East Lahon Street
Park Ridge, Illinois 60068
708-825-7761

Developed and conducted by
two of today's most popular and exciting trainers:
Gerry Waller and Rex Steven Sikes

Open For Business:

Modeling HIGH Performance

By Lisa Marshall

During the 1990 NA/NLP conference, Robert Dilts commented that NLP was developed by a couple of "lone wolves who modeled other lone wolves." (or words to that effect). He suggested that it was time the NLP community use its modeling skills to look at the abilities the world really needs now - things like community-building and leadership. To that end, he'd undertaken a major leadership modeling project at Fiat in Italy. As he described it, having identified those whom others described as the "real leaders" (not necessarily those with the title) at every level, he and others were then spending extensive periods of time observing and questioning - modeling - each of those identified leaders. It was from this project that the phrase "creating a world to which others want to belong" was first heard.

So what exactly is modeling? The 1990 *Neurolinguistic Programming Resource Manual*, published by the Neurolinguistics Network of the American Society of Training and Developments, defines "model" as follows:

* (n) a representation of an idea or experience, a basic design, prototype or map of a present or desired state.

* (v) to reproduce another's experience.

Obviously, it's the verb we're looking at right now. David Gaster, (whose work in leadership development has previously been mentioned in this column) further describes it as discovering "the difference that makes a difference." In an article on NLP in *Meditation Magazine* (Spring 1990 issue) Connirae Andreas defined it as "getting an explicit understanding of what makes it possible for someone to succeed in a skill." Marilyn Darling, in her excellent article "A Second Look at NLP," elaborates:

> **"When skilled people try to explain or teach what they do, they discover that many of their skills are completely unconscious. Or they find it difficult to put into words some of the nuances that make them successful. Or they try to teach others in the way they learned, assuming that if it worked for them, it can work for everyone."**

So how does one set out to elicit from someone else **precisely** how they do something - what their thought processes, physiology, body position, intention and emotional state are, say, at the moment when they are doing something superbly? Gaster describes the process of modeling leadership in a business setting roughly as follows:

* First the organization must identify key players to model. The role modeling specialist spends about 2 days interviewing each person's direct superior and many people who report to her/him, both directly and indirectly, with regard to their perceptions about that makes this person so effective. This gives the baseline data by which to measure the "difference that makes the difference."

* Then the specialist spends at least several days with each role model, observing them in a variety of settings and asking very detailed questions about how they do what they do - their metaprograms and their strategies. This begins to identify not just the behavioral characteristics of these people (e.g. they're "good communicators"), but the specific knowledge, skills, states and beliefs that support that behavior (e.g., "they assume most people are well-intended and poorly informed" or "they focus on skin tone and lip size to determine how someone is responding to them"). This kind of metamodeling generates data from which the specialist can form hypotheses about *what is* that "difference that makes the difference" in that particular environment.

[Note: ideally, the consultant also models the behavior of some less effective managers, in order to develop clear points of comparison.]

* The specialist takes a couple of weeks to formulate some detailed hypotheses, and returns for 2 more days of "shadowing" to test them.

* The final report addresses the role model's behavior at four levels: sense of identity, beliefs, capability and behavior. Interestingly, Gaster notes, these correspond nicely, at an organizational level, to mission, culture, strategy and action. Comparison of the two may give the consultant and the organization significant additional information about how the "leader's" behavior impacts the organization and vice-versa.

Where else can a process like this be applied in business? Anywhere you've got star performers and others who never seem to achieve that same level of results. Customer service representatives, field engineers, systems

analysts and design engineers, project managers, automation engineers, trainers, marketers, planners, and consultants could all use a detailed understanding of what makes the great ones in their field great - and that's just off the top of my head! Business today is fascinated with the concept of the "high performing work team" - and as yet has very little concrete knowledge of why they work or how to clone them. The entire "quality" field is another area ripe for modeling. Can we model the attributes of Baldridge Award winners?

Where has modeling been done already? The sales field is probably the most obvious arena outside of psychotherapy that's been modeled intensively. Another field is sports - everything from sharpshooting to swimming.

How can you learn how to do it? A couple of years ago, there were a number of NLP institutes claiming to teach modeling. A quick perusal of some NLP journals for the last year to 18 months shows almost no one doing any now, with the exception of Wyatt Woodsmall, whose work will be detailed in a later column. Several practitioner trainings appear to include a few days on modeling somewhere in the course of their training.

Who's currently doing it? That's hard to say. A year ago at ASTD John Grinder announced his belief that no one could claim to be "doing NLP" and sell "off-the-shelf" training programs: you had to go in and identify and model the organization's star performers every time, and then install those behaviors in everyone else. (He had, of course, set up a company just to do that.) A few other "NLP leaders" are consciously addressing themselves to this area as well, including those mentioned earlier. And, of course, there may be business consultants out there who do it unconsciously all the time.

Clearly, there is considerable work in modeling yet to be done. Questions need to be answered such as:

* Who will model the excellent community or organization builders? Are such people leaders or managers or both or neither? What are their strategies and how do they overlap with excellence in other areas?

* What strategies for financing this kind of research have been used successfully to date?

* What, if any, are the strategies for excellence that cut across the specifics of every field and discipline?

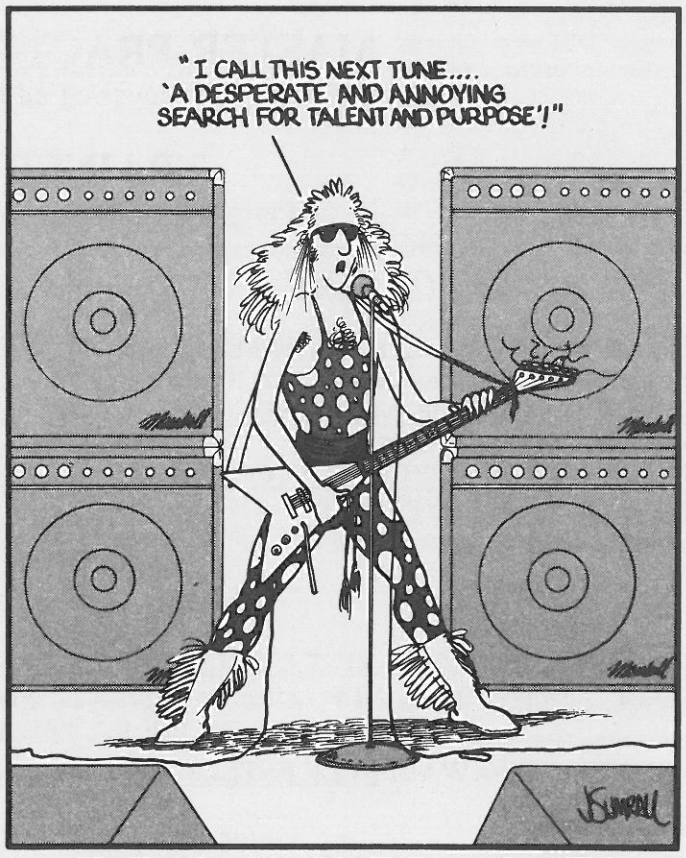
* What implications do those strategies have for the quality movement?

* How can we teach/install these skills and strategies in others?

* Why aren't our schools teaching them to our children right now?

The interesting question for me is how do we - the NLP "community" - begin to both generate and share this information more widely? Do we need to hold annual "modeling" conferences to share experiences, results, resources and concrete data? Fertile ground for thought.....

Lisa J. Marshall is Vice President of Syntax Communications where her speciality is improving effectiveness in technical environments. She is on NANLP's Ethics Committee and also co-chairs the Managing in Technology SIG of the DC Chapter of ASTD. Address mail to Syntax, 1365 Hamilton ST. NW, Washington, DC 20011. Phone (202) 829-0795.



The New Age brought with it many beautiful moments of truth.

NEW YORK TRAINING INSTITUTE FOR NLP

Est.1979

NYTI's 13th year

offering high quality training programs, business and therapeutic services

1991-1992 CERTIFICATION TRAININGS

begin in September/October - one weekend a month
Designed and Taught by Anné Linden
Assisted by NYTI *Staff Trainers*

PRACTITIONER

a nine month program covering the Basic Concepts, Skills and Techniques

MASTER PRACTITIONER

a seven month program covering all Advanced NLP Material

TRAINER

an intensive two-year internship

FALL PROGRAMS

- **PHOTOREADING** with Patricia Danielson
  Whole Mind/Integrative Learning Oct 26&27,Nov2&23
- **INTRO TO ERICKSONIAN HYPNOSIS**
  with Steven Goldstone - Oct 5 & 6
- **THERAPEUTIC APPLICATIONS OF ERICKSONIAN HYPNOSIS**
  with Steven Goldstone - Dec 7 & 8

ON-GOING PROGRAMS

- **BEYOND MP** with Anné Linden. Includes the latest developments in the field & explorations into many exciting possibilities. Once a month, Sept-May
- **THERAPISTS SUPERVISION GROUP** with Anné Linden. Prerequisite: Masters or Doctoral level degree in mental health.Meets Mondays twice a month

FUTURE EVENTS - 1992

- **3rd ANNUAL BOUNDARIES & SELF ESTEEM TRAINING** synthesis of **The Boundaries Model™, Enneagram & NLP** - effective & practical approach to **Identity & Self Esteem**
  Jan 24, 25, 26, Feb 1 & 2, Feb 29 & March 1
- **WINTER GET-AWAY: SELF ESTEEM TRAINING in ST. LUCIA Feb 8-15**

for more information call

212-473-2852

NLP RESEARCH MATERIALS NOW AVAILABLE ON COMPUSERVE

Lyle D. Chubb, Chairperson,
IANLP Research Special Interest Section

The Research Special Interest Section of the International Association for Neurolinguistic Programming (IANLP) is pleased to announce that NLP Research and Resource listings are now available through CompuServe Information Services. CompuServe is an international bulletin board information service which can interface with virtually any computer and modem hook-up.

The NLP database is currently located within the AIEXPERT Forum, under Library 10. It contains entries culled from several NLP journals (including *ANCHOR POINT*), Dissertation Abstracts International, and many private submissions. In addition, Georgian Bay NLP Center has included a complete listing of all their books and tapes. The files currently loaded into Library 10 are:

ORDER.ZIP
Download this file to get information on ordering materials contained in the database.

NLPTEX.ZIP
Complete listing of NLP Research and Resources currently on file. Includes authors, titles, sources, and abstracts (as available). Updates will be loaded separately.

AI
Listing of references and resources within the database related to Artificial Intelligence and Knowledge Engineering.

BEGIN.ZIP
A listing of books and tapes for people who are unfamiliar with NLP as a model or as a technology. Most of these resources are available from Georgian Bay NLP Centre, who prepared the list.

BIB.ZIP
A listing of resources and references offering bibliographies on NLP studies and resources.

BOR.ZIP
Contains references to business and organizational development applications of NLP technology.

CHM.ZIP
Contains references to chemical dependency approaches from an NLP perspective.

CLP.ZIP
Contains references to clinical applications of NLP techniques.

CO
Contains information on course outlines included in the NLP Research Database and Resource listing.

COM.ZIP
Contains references to commentaries included within the NLP Research Database.

DISS.ZIP
Contains references to doctoral dissertations and research studies into the NLP model.

EDU.ZIP
Contains references to NLP applications in education included in the Research database.

H
Contains references to NLP applications in the areas of health and sports, drawn from the Database.

INT.ZIP
Contains references to interviews with leading people in NLP.

BKM.ZIP
A listing of all books and manuals currently included in the Research Database and Resource listing.

MED.ZIP
Contains references to NLP applications in the medical realm.

MPE.ZIP
Contains references to articles and resources in the area of modeling and performance enhancement.

NLP.ZIP
Contains references and resources in NLP Training.

NRCF.ZIP
A copy of the article written by Gambardella, Chubb, Rawlins and Brossman in response to the NRC study entitled, "Enhancing Human Performance."

PAP.ZIP
Contains references and resources related to NLP techniques used in pastoral applications.

RES.ZIP
Contains references to research which has been done on the NLP model and technology.

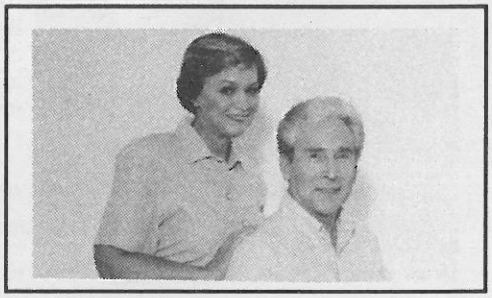
STM.ZIP
Contains references to NLP applications in the area of stress management.

TAP.ZIP
Contains a listing of all tapes currently available through Georgian Bay NLP Center; this file will also include tapes made at IANLP's Annual Conferences.

NLP WORKS
INTERNATIONAL, INC.
P.O. Box 64547
Tucson, Arizona 85728

Opening Doors to the 21st Century...

Jerry Isaacs, Lead Trainer & Judy Durbin, Co-Trainer



*Practitioner, Master and Trainer Certification Trainings

*Identity Matrix/ Personality Restructuring Trainings

*Books, Tapes, Videos

Trainings Begin Soon!

8-month Practitioner Training
Tucson—9/20/91
Phoenix—10/4/91
4-segment Practitioner Training
Tucson—11/29/91
8-month Master Training
Tucson—11/11/91

Fast Track Basics of NLP
6 Three-hour evenings
to find out about NLP NOW
Phoenix—8/27/91
Tucson—8/29/91

Experience Our Uniqueness...Discover Your Own!

Call for a free Resource Guide
1-800-283-9075
or 602-325-9698

QUESTIONS YOU MAY HAVE

How do I access this information?

All you need is a computer and a modem. You also need to become a member of CompuServe, and to join the AIEXPERT Forum. Lyle Chubb has a limited number of free introductory memberships to CompuServe, which are availavle on a first come-first serve basis. Once you have become a member through the on-line signup process, you can join AIEXPERT at no additional charge, and all the files in Library 10 will be available to you.

Once you have downloaded a file from the Library, you will need to run it through a program called PKUNZIP. Files are compressed to save storage space at CompuServe, and PKUNZIP will expand any downloaded files into readable form. If you have problems locating a copy of PKUNZIP, contact Lyle Chubb.

How do I interact with CompuServe?

There are lots of ways to do this, some less expensive than others. The Research Section has made arrangements with a company called TAPCIS, which is offering its software at a reduced rate to NLP members. TAPCIS is an IBM-compatible software package which completely automates interactions with CompuServe; you do all your tying "off-line," tell TAPCIS to log in, and the whole thing is handled quickly and automatically. If you have a MAC, CompuServe has developed a similar program called NAVIGATOR. You can contact Lyle Chubb for more information on either of these options.

I don't have a modem and/or computer. Can I still access this information?

Yes. All data uploaded into CompuServe is kept on disk at CREATIVE GROWTH UNLIMITED, 510 W. Union Street, Newark, NY 14513. You can call Lyle Chubb at (315) 331-0411 for details on getting disk or printed versions of the database.

Can I distribute the information I access?

No. Part of our agreement with contributing authors is that their work will be protected by copyright. All information contained in the Database and Resource listing is, therefore, protected under those terms, and we anticipate that you will respect our agreement. If you have any questions about this issue, contact Lyle Chubb.

What lies ahead for NLP on CompuServe?

Many things! We have made application to CompuServe for the formation of a separate Forum, which will give us significant room to grow. We are planning on having on-line conferences with leading people in NLP today. Each Special Interest section in IANLP will have its own Section in the Forum, as well as their own Library. Basically, the sky's the limit!

Anchor Point Interviews:

Judy K. Underwood, Ph.D.

Anchor Point's Jan Prince interviewed NLP Practitioner, and woman behind the voice on the *Isle of Pleasure* audio tape series of sexual enhancement for women, Judy K. Underwood, Ph.D. The tapes are produced by Odyssey, a corporation based in Ft. Collins, Colorado.

AP: Tell me a little bit about your company, *Odyssey*, and what you are doing.

JU: *Odyssey* is a publishing company AdriEl Brunson, Pamela Gaynor, and I began together. Because of the experiences that we all had dealing with abuse as children, both in our own lives, friends lives and with clients, I noticed what seemed to be a gap in the process of healing. There were all of kinds of techniques to work through this abuse and get to a place that was sane in their lives. But nothing addressed "What happens next?"

We believed that health or wholeness meant a lot of different parts of our life being brought to a level of health. One of those parts was sexuality. The *Isle of Pleasure* was created to address that. Most of the tapes available on the subject are a single tape. If you really have a problem, one tape wasn't going to do you much good. The tapes are too broad; there weren't enough specifics. The user is rushed through the whole thing and there was no understanding of moving in phases. People who have been traumatized need to move in ways that are natural for them. We did research to find what those phases were--how fast can someone move. The result was the series of tapes.

AP: What was the phase aspect based on? Interviews or intuition?

JU: Both Pam and I are psychotherapists. I'm an NLP person and Pam has had the NLP training and is a licensed psychologist. We work with many, many women who've been sexually abused and have issues around sexuality. We have years of experience helping people deal with those issues. So it was through our own experience, and the feedback from our clients using other tapes, that it became clear we needed to do a series of tapes so people could do things at their own pace.

AP: I noticed there is some overlap in each one and there is the same opening and closing on each tape.

JU: Right, one of the reasons for the same beginning and the same closing is that people find it very reassuring, comforting, and familiar.

AP: It frames it as well as provides anchors.

JU: Yes, and the tapes are really an adjunct to therapy. When somebody first finds out or remembers her own sexual abuse it's not the time to start working with the tapes. The time is at the later stages of therapy. Then a lot of the healing has happened and there is more interest in healing the sexual part, as opposed to the whole.

Women have such a limited range of sexuality that society approves of. They don't have things that will encourage them to really experience their own sexuality in any kind of full form. Its just not there--whether they were sexually abused or not. And if they have been then there are definitely a lot of limits created by their own experiences in addition to what society puts on them.

Historically, around the turn of the century, women didn't even consider pleasure in sexuality. They considered running away from being raped. And that was really it. The absence of any abuse was thought to be an OK sex life for a woman. And now, in the 90's we are thinking about sexual fulfillment for women.

I think it's very important that we all own our bodies. You know, one in three women has experienced childhood sexual abuse. That's a high statistic. And when a woman has been sexually abused as a child it really changes her outlook about herself, her body, her sexually, her whole life. And so very often (you know, I am talking about women, it's true of men too) women think they are making free choices but their behavior and thought patterns are really limited. They are driven by things that happened to them in the past that they may not even remember yet. So it's a very complicated issue.

AP: So you became interested in using these tapes as the next step to therapy?

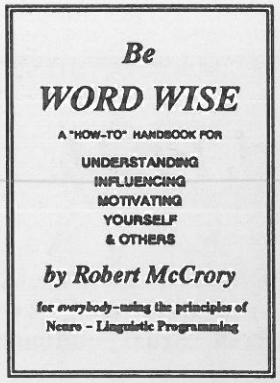
JU: Yes, actually there are two very specific uses -- two specific groups of women that these tapes seem to help for. One is women who are in the later stages of healing from sexual abuse and the other is women who are just interested in enhancing their sex lives.

AP: Have men listened to these tapes and have you had responses from that?

JU: When we first developed the tapes, it really never occurred to me that men would listen to them. In fact, a number of women who have the tapes have written to me and let me know they have used them with their partners and it has been wonderful.

AP: What made you decide to get into this area and what did you think the people in recovery would think of it?

Next Page --»



STATUS REPORT – "Be WORD WISE" readers give feedback: "It delivers *more* than it promises"; "Wish I could have had it 20 years sooner"; "Would make a good text book"; "Something I can use on every page"; "Encyclopedic – easy to reference"; "I'm reading it for the fourth time"; "Full of good stuff"; "I loaned out my copy and got it back half worn out."

"How can I use NLP in my every day life?" *"Be WORD WISE"* offers the most readily applicable NLP reference and learning material now in print – in a convenient handbook. General purpose NLP rather than therapeutic, it explores Rapport, Verbal Patterns, Meta Model, Meta Programs and Outcome Elicitation.

Organized and indexed for quick and easy reference, with discussion and examples, *"Be WORD WISE"* emphasizes those skills you can practice and polish for use in person, on the phone and in writing. Intended for the NLP community, a secondary outcome of *"Be WORD WISE"* is to attract and induce the NLP naive to enroll for formal NLP training. Accordingly, the NLP expressions and terminology are explained and cross referenced to pace the uninitiated.

By a corporate executive, *"Be WORD WISE"* is the reward of wisdom and the concentrated experience of "wishing I had known then what I know now."

This is About Influencing People and Understanding People

Only $6.95 Postpaid (First Class in U.S. & Canada) Cash, Check or M.O.
R.H. McCrory P.O. Box 1383 Ardmore, OK 73402
Mention this ad and receive our NLP Pocket Prompter -- FREE!!

JU: We all understand what it means to recover from sexual abuse. People in recovery are hungry -- there's an insatiable appetite to get fixed and, speaking from my own personal experience, its almost unstoppable--we are willing to do anything to get healing.

AP: So you perceived there would be an openness and acceptance of these tapes?

JU: Yes, and when it comes to the area of sexuality it's unethical for a therapist to lead a patient through explicit sexual experiences. It doesn't work. If it even gets close to that, you've got a problem. Video tapes provide too much visual information. They don't let the listener's imagination fill in the blanks. An audio tape lets someone complete the picture out of her own life experience in a way that video never gets close to. It's not as passive as video. It's much more of an active experience when you listen. It also lets them self-pace. They don't have to listen to the whole set at once. They can stay with the first one until they are very comfortable, and then move on to the other.

AP: It seems to me that is also a very respectful way to approach sexuality. And that's certainly what's needed when abuse is involved.

JU: Actually one of the things Laura Davis, one of the coauthors of *The Courage to Heal*, said to me very early on was that she has had so much experience with transference with people and she's not a therapist, she's a speaker; and she has talked to me about her experiences of people thinking and acting as if they know her, when of course they don't. They make assumptions about her. She said it will be interesting after lots of women are listening to my voice on the tape to notice how they respond to me.

In fact, I discourage my own clients from buying these tapes because of the possibility of transference. As a therapist there are enough issues around transference without my clients listening to these tapes and possibly sexualizing me in their minds. I think it is very important that we be clear about our boundaries.

AP: One of the things I've noticed is that there is very little on the market that allows us to explore that aspect of ourselves in movies that isn't porn or violent. It's very needed.

JU: Right, and as I've researched what is out there to help women with their sexuality, I have found that it is either clinical -- lots of clinical jargon--or it's porn.

I remember somebody talking about *Henry and June* and how wonderful and erotic and I went to see that, and there were four rapes in that movie! And how is that erotic? And traditional sex therapy is oriented toward performance--orgasm. And Masters and Johnson are very much that way.

And it doesn't include a woman's point of view. A woman's point of view is not considered in traditional sex therapy unless it has to do with the man's performance. That's one of the big differences between our tape series and sex therapy. Sex therapy is "how to have an orgasm." Our tapes are "let's look at the process of achieving pleasure."

AP: What led you into NLP, what is your background? Of course this is an NLP publication and I am sure people would be very interested in what techniques or parts of NLP do you think most impact your series?

JU: In 1981, I was going through a divorce. I had been a professor at UNC in Greeley for 10 years, teaching communication disorders. That's what my Ph.D. is in. I was also doing a lot of counselling of handicapped people and families of the handicapped. I had met Pam and told her I needed to get out of academia, "I don't know exactly what I wanted to do." And she said "Go take the NLP training to sort your life out."

I had no idea that it would change my life in this way. I found I loved doing it so much and was effective. I took a leave of absence from half my job at the university, and went into business with Pam who was well established as a psychologist in Fort Collins. She in-

vited me to join the practice and be the NLP person.

AP: What do you think is the one most important things that women want to explore about their sexuality?

JU: I think the one most important thing is for them to get comfortable with sex by themselves. In my last workshop I said something about *partner sex* and afterwards one woman came up to me and said, "Judy thank you so much for giving me that way to think about sex. That there is *sex and there is partner sex.* I never thought of that." You know we have so many hang-ups about masturbation. Pleasuring oneself is the best way to learn about your own body and your own sexuality. So that would be the one most important thing.

AP: I know, for me, thoughts of that bring up so many injunctions that are ingrained and are very old.

JU: Yes, like, "Don't touch yourself." You were probably smacked; your hand was smacked. Someone said, "Dirty!" And those are attitudes that women today can change, just like all the other things they can change.

Also, Pam and I started developing a sexual self-esteem scale that goes with the stages and phases we have on the tapes. It's just one page. (It is printed at the end of this article) Women love taking it and it has been interesting to us that peoples' answers are all over the place.

AP: How do you avoid people measuring themselves against a norm?

JU: We want them to.

AP: How do you keep them from feeling, "Oh, I'm sexually inadequate, I'm sexually out of touch with myself." How do you avoid making them feel bad about themselves. One of the things that always makes me uncomfortable about tests like these is the comparative thing. Does that instill shame?

JU: Well, we don't want it to instill shame, but we do want it to instill reality and awareness, so they know where they are. And once they have awareness, they can choose to improve or to bum out. What happens to most women when they take this is that they find in some areas they are doing great. Before they take it they may think, "I'm just nowhere in the sex area." Because we have it broken down into areas, into chunks, they can see: "I am good at giving but not at safety, and I need to work on that area." The way the questions are written makes you think and start reframing the way you look at sexuality when you look at all the variations and what is available. So it is really a stimulator as well as a measure.

AP: So, people are afraid.

JU: Yes, there are so many taboos, a lot of restrictions around the area of sex. That's another thing that we feel is a hurdle. There are lots of people who would like to buy the tapes and yet would be concerned about what their husbands would think if they brought them home. What if somebody sees it? It's admitting they need help. Or admitting they are interested in sex. So we are content to let it grow slowly and let it be an organic process. We trust that if we are doing something of value there will be a good response.

AP: Thank you.

The following is *Odyssey's Sexual Self-Esteem Scale Test* with its interpretative explanation.

Reclaiming the Joy of Natural Female Sexuality

After the sexual revolution of the 60's, we were all supposed to be sexually liberated and fulfilled. Unfortunately, that's not so for most of us. The huge population of co-dependents and survivors of sexual abuse experience deeply troubled or nonexistent sex lives. Even if you haven't been traumatized, you still live in a society that blocks healthy sexual self esteem.



The first step in healing is to see where you are. The Sexual Self Esteem Scale helps women find areas of their sexuality to work on. Here's a chance to look at our self in a new light.

SEXUAL SELF-ESTEEM SCALE (SSES-A)

Circle the letter that fits your experience according to the following key: SA - strongly agree; A - agree; D - disagree; SD - strongly disagree. Add up your score after answering each section.

	SA	A	D	SD	
(1)	3	2	1	0	I feel safe when I am in a sexual situation.
(2)	0	1	2	3	I tend to feel uncomfortable and anxious when I am in a sexual situation.
(3)	3	2	1	0	I feel present and tuned into my body when I am in a sexual situation.
(4)	0	1	2	3	I feel guilty and anxious about sex.
(5)	3	2	1	0	I have no painful memories during sex.
Safety _____					
(6)	0	1	2	3	When I look in the mirror, I criticize every little thing that seems wrong.
(7)	3	2	1	0	I like and appreciate my body sexually.
(8)	0	1	2	3	I dislike my breasts, legs, buttocks, or face.
(9)	3	2	1	0	Overall, I like my body a lot.
(10)	0	1	2	3	It's easy for me to find fault with my looks.
Body _____					
(11)	3	2	1	0	I love to listen to sensuous music and feel sensuous touch.
(12)	0	1	2	3	I dislike the smells and tastes involved with sex.
(13)	3	2	1	0	I like to be thrilled with how things look during sex.
(14)	0	1	2	3	Avoiding the feelings of sexuality suits me fine.
(15)	3	2	1	0	I love the body tingles and thrills involved with sex.
Pleasure _____					
(16)	0	1	2	3	Unless I am in a sexual situation, sex is absent from my mind.
(17)	3	2	1	0	I have delicious fantasies about sexual encounters.
(18)	0	1	2	3	I think about sex all the time; it's too much.
(19)	3	2	1	0	It's easy for me to imagine good sex with an attractive partner.
(20)	0	1	2	3	I have painful or sadistic fantasies about sex.
Fantasy _____					
(21)	3	2	1	0	I love to have my body stroked and cuddled by a partner.
(22)	0	1	2	3	I like to be touched as little as possible during sex.
(23)	3	2	1	0	I love to relax and relish the pleasure my partner gives me.
(24)	0	1	2	3	I dislike being stimulated by my partner.
(25)	3	2	1	0	I like to receive my partner's sexual attention.
Receiving _____					
(26)	0	1	2	3	I feel uncomfortable doing things that give pleasure to a partner.
(27)	3	2	1	0	One of my delights in sex is the pleasure I give to my partner.
(28)	0	1	2	3	I dislike touching my sexual partner.
(29)	3	2	1	0	It is very important to me to feel like am giving sexually.
(30)	0	1	2	3	I feel inhibited about touching my partner.
Giving _____					
(31)	3	2	1	0	I love the sensations I feel when I am in a sexual situation.
(32)	0	1	2	3	I feel sex is wrong or dirty.
(33)	3	2	1	0	Part of what is good in life is being sexual.
(34)	0	1	2	3	The sooner sex is over, the better it is for me.
(35)	3	2	1	0	I have high sexual self-esteem.
General _____					

Total Score _____

Each section looks at a specific area of sexuality. A score of 12 to 15 in each section rates above average. A score of 9 to 11 is average and a score of 6 to 8 is below average. A score of less than 6 in any section suggests a serious need for improvement. Let's look at each section to see why it's important to your sexual self esteem.

√ Safety

The first step in healthy sexual self esteem is safety. No one feels safe when accessing memories of sexual abuse, dealing with a demanding or frightening partner or coping with doubt and guilt. Choose a partner you really want to be sexual with, find out what's safe for you and discuss that with your partner.

√ Body

How much do you appreciate your body, body parts and sexual self? Many women have body shame because they don't look like models. Since one out of three women has experienced sexual abuse, constant self-criticism is common. Learn to appreciate your body and restore your natural sense of beauty.

√ Pleasure

Women with above average sexual self esteem are high on enjoyment of pleasure. Rich sights, sounds, textures, smells and tastes are sought out and delighted in. Enhance your sexual fulfillment with pleasure from your environment.

√ Fantasy

Healthy sexual fantasy is an important part of sexual self esteem. Obsessive or degrading fantasies are not. Use your imagination and fantasy in positive ways to create stimulating pleasure for yourself.

Western States Training Associates

SELF SKILLS OF EFFECTIVE LEADERSHIP

CONGRUENCY – CONSISTENCY – CREATIVITY – COMMITMENT

Presented by
Robert Dilts

September 20, 21, and 22, 1991

Fee:
$275 if $75 deposit received by September 1, 1991
$325 after September 1, 1991

Location:
Salt Lake City, Utah
Call for details

Come learn how to apply Robert's latest models for creating a world to which people want to belong. Learn how to engineer the most appropriate state, strategy and attitude to express yourself as a leader in any context - business, therapy, parenting, groups, family. Bring out your own best resources for personal success.

FOR MORE INFORMATION CONTACT:
WESTERN STATES TRAINING ASSOCIATES
1569 E. Waterbury Drive
Salt Lake City, Utah 84121
(801) 278 - 1022

√ Receiving and Giving

Sexually fulfilled women enjoy receiving and giving sensuous stimulation, responding creatively to the passions of the moment. Many women are locked into giving and cannot accept pleasure. Share as a full partner in the ebb and flow of a mutually satisfying sexual relationship.

√ General

High sexual self esteem requires a feeling of worthiness. Abuse in any form damages self worth. Heal your wounded inner child, then take the next steps to heal your sexual self.

These steps are one path to sexual fulfillment and a score of average in each section is a worthy goal.

References

1 Odyssey, *Isle of Pleasure*, Fort Collins, CO 1990.

2 Gaynor, Pamela, Sexual Self-Esteem Scale (SSES-A), 1990.

Pamela A. Gaynor, Ph.D. is a licensed clinical psychologist at Centennial Center for Human Services in Fort Collins, CO.

Judy K. Underwood, Ph.D. is an NLP Master Practitioner at Centennial Center for Human Services.

Both authors can be reached at 515 S. Sherwood Street, Fort Collins, CO 80521, (303) 221-0581.

Odyssey's *Isle of Pleasure* was reviewed in the February 1991 issue of *Anchor Point* and can be ordered on page page 26.

COMING TO CHICAGO

Two Stimulating Seminars Back to Back
September 27-29: Systemic Thinking Skills in Leadership
September 30 & October 1: Stimulating Innovations in Organizations

ROBERT DILTS
ROBERT DILTS
ROBERT DILTS

SPONSORED BY: MIDWEST INSTITUTE OF NLP

702 W. Colfax, South Bend, IN 46601: For More Information, Phone:

1-800-235-7210

MIDWEST INSTITUTE SCHEDULE OF COMING EVENTS:

Two Day NLP Seminars:
September 14-15:
Indianapolis, Indiana
Milwaukee, Wisconsin
October 5-6:
Chicago, Illinois
Indianapolis, Indiana
October 19-20:
Oak Brook, Illinois

NLP Certification Training:
November, 1991-May, 1992
Practitioner Training
(23 Days)
Chicago, Illinois
Indianapolis, Indiana

Master Practitioner Training
(33 Days)
Chicago, Illinois

PhotoReading:SM
January-December
Periodically:
Chicago, Illinois
Indianapolis, Indiana
South Bend, Indiana

Robert Dilts:
September 27-29
September 30-Oct. 1

"PhotoReading" is a servicemark of Learning Strategies Corporation, Minneapolis, Minnesota, U.S.A.

Product Review:

Metaphors. By Frances Wiggins.
Produced by Mid Atlantic Institute of NLP.
Available only in VHS Video, 4 Hours. $149.00

Ah, metaphors. One of my favorite subjects in NLP. There are workshops, there are books. Now you can learn about metaphors through a video tape.

Frances Wiggins is a trainer in NLP. The structure of her tape is a workshop setting with four sections, each approximately an hour long. Two modules are beginner oriented while two are advanced. It comes with a viewer's guide.

The beginning sections cover David Gordon's model for metaphors (see *Therapeutic Metaphors*, Meta Publications). Wiggins discusses universal metaphors, stories everyone has heard, like myths, fables, and fairy tales. Then she introduces isomorphic metaphors, ones created and molded specifically to deal with a specific person's outcome.

The advanced sections cover the use of NLP language patterns in stories, highly valued criteria, Satir categories, the drama triangle, and accessing personal experiences as resources.

The advanced sections probably will be beyond the NLP beginner viewer because Wiggins cannot go into the depth needed to explain certain language patterns without it turning into another kind of workshop.

The participants tell their stories after the exercises. This adds much richness to the video.

While the technical quality of the tape is excellent (you can hear all the responses from the audience), the viewer may be disappointed with the process of the video. These days it is easy to be very sophisticated in video production just through the experience of watching TV. Advertisers spend millions of dollars to woo the viewer's attention. I'm sure this workshop would have been interesting in person, but on video it loses some impact. It's like improvisational music. It's wonderful at the moment to listen to and no one notices "mistakes." Everyone is delighted with the immediacy of the experience. But tape it, play it back, and the music freezes. The listener is now dissociated from the experience and tends to be more critical about quality of composition and musical expertise.

I would have preferred more jazz- more computer graphics for example. Instead of the viewer looking at the lists on flip charts, insertions of this material in fancy graphics and color would have made the video more interesting.

Should you buy this tape? If you can't get to a workshop, this will help you develop your NLP skills **if you do the exercises on your own**. If a live workshop is available in your area, you might be better off taking it.

Sandy LaForge is an NLP Practitioner in private practice in Boulder, CO. She can be reached at (303) 494-2643.



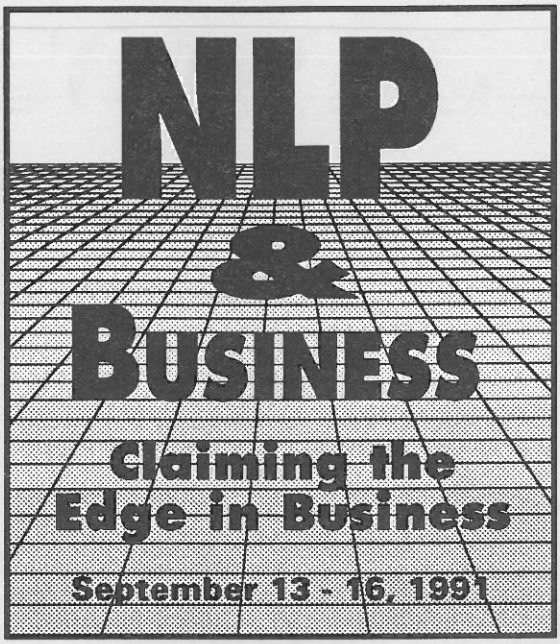
Who has interesting background - information on the biography of Richard Bandler (NLP Bandler & Grinder) and / or on the history of NLP for a book now being written?

We'll handle your info according to your wishes: either with absolute discretion or if you'd rather we'll mention you as a co-author in the book!

Thank you for writing to
Theresa Miller
c/o IATH - Miller, P.O. Box 1053
9001 St.Gallen, Switzerland

or call collect: 01141 - 71 - 28 53 28
or fax: 01141 - 71 - 27 09 76

NLP Comprehensive Presents—



An Advanced Business Seminar for Practitioners and Master Practitioners of NLP

Led by two internationally-known NLP Consultants and Trainers

Lara Amber Ewing & Gerry Schmidt

This seminar is composed of the latest, most innovative and systemic NLP patterns presented specifically to the needs and concerns of business people.

Explore current themes in NLP and Business, including: The role of mission, culture and modelled behavior in leadership and creating systemic change within an organization.

Performance engineering formats which build upon foundation skills and techniques learned in NLP Certification Trainings include:

- Motivation and coaching
- Presentation skills
- Sales and customer service
- Leveling skills
- Meeting management
- Conflict resolution
- Team building

Attend this seminar and claim the edge in your business whether you are a business owner, CEO, consultant, manager, or if you work with any of these people.

Tuition: $400; $100 deposit postmarked by August 23, 1991 reserves your place. Pay in full by August 23, 1991 and receive FREE the Nightingale-Conant audiotape set, *NLP: The New Technology of Achievement*, (featuring Gerry Schmidt) —a value of $59.95.

Register Now

Call, write or fax for your NLP Comprehensive Resource Guide to NLP books, audiotapes, videotapes and certification trainings.

1991 Rocky Mountain NLP Conference

Shaping the Future

September 27-29, 1991

Choosing Your Path of Personal and Professional Evolution

The sweeping breadth of this conference includes many of the highest-quality presenters from the region with topics that range from introductory level to advanced interests. This conference had an international attendance last year of nearly 300 people. An excellent opportunity to experience the many facets of NLP and applications through a diversity of fields—Business, Therapy, Personal Development, and others. An unsurpassed learning and networking event!

Included will be:

- Introductory Sessions
- New Applications and developments
- Innovative Patterns
- Advanced Workshops

Take this conference and shape your future!

Register Now

Location: Denver, Colorado, Executive Tower Inn

Dates: September 27 - 29, 1991

Fee: $95 for entire conference; $60 for Saturday or Sunday only. All net proceeds from this conference will be donated to scholarships to provide greater opportunities for education in NLP.

Sponsored by

Call 1-800-233-1657, (303) 442-1102

Fax 1-800-845-9275, (303) 442-0609

NLP Comprehensive 2897 Valmont Rd. • Boulder, CO 80301

Books

Advanced Techniques in NLP/ Boas & Brooks	____	@	$10.00	_____
Applications of NLP / Robert Dilts	____	@	22.00	_____
Basic Techniques, Book I/ Marvell-Mell	____	@	12.95	_____
Basic Techniques, Book II/ Clifford Wright	____	@	10.95	_____
Beliefs: Pathways to Health/ Dilts, Smith & Hallbom	____	@	12.95	_____ NEW!
Beyond Selling/ Reese and Bagley	____	@	19.95	_____
Changing Belief Systems/ Dilts	____	@	22.00	_____
Change Your Mind and Keep the Change/ Andreas'	____	@	8.50	_____
The Elusive Obvious/ Moshe Feldenkrais	____	@	20.00	_____ *
Emotional Hostage/ Cameron Bandler	____	@	11.95	_____
The Emprint Method:/ Cameron-Bandler, Gordon, Lebeau	____	@	11.95	_____
Fine Tune Your Brain/ Laborde	____	@	13.95	_____
Frogs Into Princes/ Bandler & Grinder	____	@	7.50	_____
Get the Results You Want/ Kostere & Malatesta	____	@	13.95	_____
Golf: The Mind Game/ MacKenzie & Denlinger	____	@	8.95	_____ NEW***
Green Light Selling/ Aspromonte & Austin	____	@	14.95	_____ NEW!
Heart of the Mind/ Andreas & Andreas	____	@	9.50	_____
Influencing with Integrity/ G.LaBorde	____	@	12.95	_____ *
Insider's Guide to Submodalities/ Bandler & MacDonald	____	@	12.95	_____
Know How/ Leslie Cameron Bandler	____	@	11.95	_____
Magic in Action/ Richard Bandler	____	@	14.95	_____ *
Magic of NLP Demystified/ Lewis & Pucelik	____	@	9.95	_____
Magic of Rapport/ Jerry Richardson	____	@	12.95	_____
Making the Message Clear/ James Eicher	____	@	14.95	_____
The Master Moves/ Moshe Feldenkrais	____	@	14.95	_____
Neuro-Linguistic Programming/ Dilts, et al.	____	@	24.00	_____ *
Patterns of Hyp. Tech. of Milton Erickson- Vol. I/ Bandler & Grinder	____	@	14.95	_____ *
Patterns of Hyp. Tech. of Milton Erickson- Vol. II/ Bandler & Grinder	____	@	17.95	_____ *
Phoenix - Therapeutic Patterns of Milton Erickson/ Gordon, Myers-Anderson	____	@	14.00	_____ *
Practical Magic/ Stephen R. Lankton	____	@	12.95	_____ *
Programmers Pocket Summary/ Reese and Densky	____	@	13.00	_____
Provocative Therapy/ Farrelly & Brandsma	____	@	12.95	_____ *
Reframing/ Bandler & Grinder	____	@	8.50	_____
Roots of Neuro-Linguistic Programming/ Robert Dilts	____	@	22.00	_____
Sales: The Mind's Side/ Robertson	____	@	12.95	_____ NEW***
Solutions/ Leslie Cameron-Bandler	____	@	11.95	_____
The Structure of Magic - Vol. I/ Bandler and Grinder	____	@	12.95	_____ *
The Structure of Magic - Vol. II/ Bandler and Grinder	____	@	12.95	_____ *
Therapeutic Metaphors/ David Gordon	____	@	12.95	_____ *
Tools for Dreamers/ Robert Dilts	____	@	24.95	_____ JUST OUT
TRANCEformations/ Grinder & Bandler	____	@	8.50	_____
Using Your Brain for a Change/ Richard Bandler	____	@	7.50	_____
Unlimited Selling Power/ Moine & Lloyd	____	@	12.95	_____ *
Virginia Satir: The Patterns of Her Magic/ Steve Andreas	____	@	12.95	_____ NEW***
Your Balancing Act/ Carolyn Taylor	____	@	12.95	_____

Video Tapes (For VHS-PAL format, add an additional $25.00 Per Tape Ordered)

Aligning Perceptual Positions (82 min.)	____	@	$75.00	_____ NEW***
Changing Beliefs (104 min)	____	@	85.00	_____
Eliminating Allergies (55 min)	____	@	50.00	_____
Eliminating Compulsions (38 min)	____	@	50.00	_____ NEW***
Future-Pacing:Programming Yourself to Remember (79 min.)	____	@	65.00	_____
Home Study Guide (109 min. & 160 pg study manual)	____	@	95.00	_____
Making Core Change (83 min)	____	@	65.00	_____ *
Six-Step Reframing (70 min)	____	@	65.00	_____
Parental Timeline Reimprinting (43 min)	____	@	50.00	_____
Resolving Grief (57 min)	____	@	50.00	_____
Resolving Shame (32 min)	____	@	50.00	_____
Shifting the Importance of Criteria (31 min)	____	@	50.00	_____
Strategy for Responding to Criticism (40 min)	____	@	50.00	_____
The "Last Straw" Threshold Pattern (60 min)	____	@	50.00	_____
The Swish Pattern: Changing Emotions (71 min)	____	@	65.00	_____
The Fast Phobia/Trauma Method (42 min)	____	@	50.00	_____

Virginia Satir Videos

Family Relations (67 min.)	____	@	$85.00	_____ NEW***
Endings and Beginnings (58 min.)	____	@	85.00	_____ NEW***
Forgiving Parents (72 min.)	____	@	85.00	_____ NEW***
Self-Worth (66 min.)	____	@	85.00	_____ NEW***
Empowering Communication (115 min.)	____	@	85.00	_____ NEW***
Divorced Parents and Children	____	@	85.00	_____ NEW***
Blended Families (49 min.)	____	@	85.00	_____ NEW***
Entire Set of 7 Satir Videos	____	@	560.00	_____ NEW***

Cassette Tapes

Isle of Pleasure: Path to Sexual Fulfillment (6-Tape Set)	____	@	$89.95	_____ NEW***
(HETERO orientation. will be shipped unless you otherwise specify Lesbian)				
NLP: The New Technology of Achievement (6-Tape Set)	____	@	59.95	_____ BRAND NEW ***
The 'Decision Destroyer' (75 min & seminar handout)	____	@	16.00	_____ NEW***
Using Your Brain-for a Change (80 min)	____	@	9.95	_____
Willie & His Friends: A Manual for Creating Stories (2-tape Set + Book)	____	@	35.00	_____
To Build a Child's Self-Esteem				

Sub total (Colorado Residents please add 4.2% sales tax) _____

LESS 10% DISCOUNT (SUBSCRIBERS ONLY!!!) _____

ADD POSTAGE AND HANDLING:

USA	$3.00 For First Item plus $1.00 for each additional item	_____
CANADA	$4.00 For First Item plus $1.50 for each additional item	_____
OTHER COUNTRIES	$8.00 For Each item	_____

TOTAL ENCLOSED _____

Payment/ ____CK ____MO ____**VISA/MasterCard**

Name: _____ **VISA/MC No.**_____

Business Name: _____ Expiration Date_____(Must be included)

Address: _____

City: _____State_____ Zip_____ Phone: _____

Country (if not USA): _____

***** All orders 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. Products paid for via personal checks will be shipped when check clears.**

MAIL TO: **ANCHOR POINT PRODUCTS**
P.O. Box 286
Franktown, CO 80116-0286 USA

FOR CREDIT CARD ORDERS ONLY: **CALL (303) 841-8701 24 HOURS A DAY**
OR FAX .. ...fill out this page (neatly) and FAX YOUR ORDER (303) 841-8705

Curmudgeon At Large

By Donald Powell

THE VESTIBULE OF EXPERIENCE

One of the delights of reading is discovering that other people have interests similar to your own. Although this does not always mean that you may agree with them, the prospect of discovering another's point of view on a tantalizing under-explored subject makes the nerves tingle, and builds a graceful anticipation.

I'm supposed to be reviewing Grinder-Delozier's newest compendium this month. *Leaves Before the Wind*, a collection of essays divided into sections dealing with hypnosis, artistry, healing and "new ground," is a delightful read, and I'll talk more about it next time. This month, though, I'm going to take off on one of the essays in the book, "The Vestibular System (VS) in NLP" by Cecile A. Carson, M.D.

Marcia Reese and Susan Borg (of *Alive and Well* in Burlington, Vermont) presented a workshop at the San Francisco NANLP conference which was my introduction to the Vestibular System. To this day, I consider it the finest presentation using the repertoire of NLP skills that I've seen. Grace and elegance are the hallmarks of the professional, and this "Getting into Kilter" session qualified as a model of excellence. [See *Anchor Point*, March 1988, for their article on the Vestibular System.]

So, you may be asking, what makes this Vestibular System so interesting? What is it anyhow? How can your basic NLPer use this? Can I get a certification in Vestibular Systems? Will it make me famous?

The Vestibular System is the primordial sensory system. Its function is to orient, to balance, "to maintain equilibrium, i.e., **whole body position in space.**" (Carson) Without it, none of the other "representational systems" could function with any degree of effectiveness. Because it is so primitive, so close to our origins, it is largely out

MASTERS IN MODELING

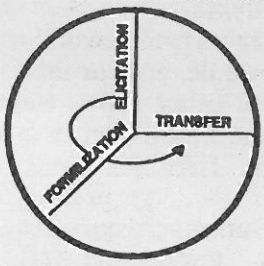
9TH ANNUAL TEN DAY INTENSIVE RESIDENTIAL

TAMPA, FLORIDA
DECEMBER 6 TO
DECEMBER 15, 1991

The uniqueness of this program is based upon the format of combining NLP and Systems Theory. Each level of modeling; elicitation, formalization of data and the transfer of the formalized information is combined in a vigorous format of lecture, demonstration and experiential exercises from 9 a.m. to 9 p.m.

You Will Learn How To:

- **Shift from macro to micro patterns of NLP including submodalities, modalities, sorting styles, strategies, metaphors, physiology, values and beliefs.**



- **Do a step by step elicitation of individual patterns.**
- **Formalize these patterns into a structure on a modeling spread sheet.**
- **Transfer the knowledge that is elicited to other individuals, in written, computer form or training.**



THIS TRAINING IS APPROVED BY:
THE SOCIETY OF
NEURO LINGUISTIC PROGRAMMING

Participants will do this modeling process with a team of expert presenters, videos of leading presenters and peer group experts from all over the world.
Southern Institute has presented this program and its applications at International NLP V, VI, Singer Inc., Digital Equipment Corporation , American Express and National Automotive Certification.
$2300.00 Includes course, handbook, room (double occupancy) and 2 meals.

For information contact:
Southern Institute of NLP
Box 529 Indian Rocks Beach, FL 34635
(800) 633-4891 / (813) 596-4891



NLP Practitioner and Master Practitioner Certification Training

New York City
Starts October 1991
Weekend and Weekday Formats

Zürich, Switzerland
Starts January 1992
Weeklong Format

NLP Introductory Workshops/ Hypnosis Training
Couples Workshops/ Individual and Couple Consultations

Trainers: Steven Leeds and Rachel Hott

In New York :
Advanced Communication Training, Inc.
31 Washington Square West
Penthouse B
New York, N.Y. 10011
212-529-9227
(FAX) 201-509-9599

In Switzerland:
Contact Marcel Wyler
Scheuermatt 551 a
CH-3123 Belp
031-819-38-46
032-22-13-20 (FAX)

of conscious awareness and manifests itself mainly through predicates: dizzy, out of whack, disoriented, spin, spacey, on the edge, wound up. You'll also find it manifested in submodality components like tilt and angle.

Colonel John Boyd once described what is known as the Boyd cycle, or the OODA loop. It is a pattern used in warfare. The acronym means Observe, Orient, Decide, Act. If we modify the acronym to Orient, Observe, Decide, Act, the Vestibular System can be seen for what it really is: the vestibule of experience. It is my thesis here that the Vestibular System is **crucial** for an understanding of experience and, as such, needs to be experimented with and played with and learned from until it works its way into the canon of accepted practice along with the other, more easily discernable, sensory systems.

We've known about the Vestibular System for quite a while now. Isn't it time more of us begin to deliberately use it to find answers for some of the questions and problems which our clients present to us? What would it take for you to notice the Vestibular System as a real, albeit unconscious, distinction in behavior?

For example: what would change if you moved all the furniture in your living room (or your consulting room), so that your line of sight was completely opposite to what it is now? What would change if a client (or you) would listen to someone talking with head raised and cocked slightly to one side (assuming that's not the way listening is done now) and also brought their shoulders up and back? Since we know loosening the jaw can improve hearing slightly, what would happen if ...? How about if you oriented your entire body differently toward your clients during sessions (more than just mirroring & matching)?

My favorite is what Dr. Carson calls a "trust fall." You know, when you stand behind someone and encourage them to just let themselves fall backwards into your arms. This is a terrific way to induce trance, and is actually taught as one form of speed induction. It works so well because it acts on the startle reflex (much like Milton Erickson's famous handshake induction). The startle reflex operates at least partially through the vagus nerve -- and yes, that is part of the Vestibular System.

Part of the "magic" in NLP is in its ability to act covertly through rep systems which are out of conscious awareness. Perhaps some of your clients could benefit from Vestibular System work. You'll know them from the predicates they use. **Or**, you'll know them because what you've done so far hasn't worked, or has worked for just a short time. Think about what you might be able to do for a client using the Vestibular System as an inroad to a strategy like change history or collapsed anchors. Dr. Carson gives several pages of applications and short cases as examples you can adapt to your own methods of working.

As many of you are aware, there are people who are incredibly difficult to tune into (calibrate). For example, I once spent several weeks trying to discover how to know what I'd elicited a favorable response from a man I knew. It was very difficult until I went for micro-chunks and found that an almost imperceptible eyebrow movement was the key to the entire thing. That minute movement also moved his head just a bit -- it reoriented his **attitude**. Result: we got into rapport very quickly as soon as I could elicit that movement.

We're told in training that the rep system most out of awareness is most in control. Doesn't it make sense, then, that the Vestibular System may also have that function? I'm inclined to believe, actually, that the system that is out of awareness is the **mediator**; that is, it is the **middle term, or the bridge** between the other rep systems in awareness and is the trigger, or catalyst, for behavior. Think for a moment of the "stances" paradigm in terms of the Vestibular System, and notice how that "orientation" towards the world produces the behaviors and the consequences we observe.

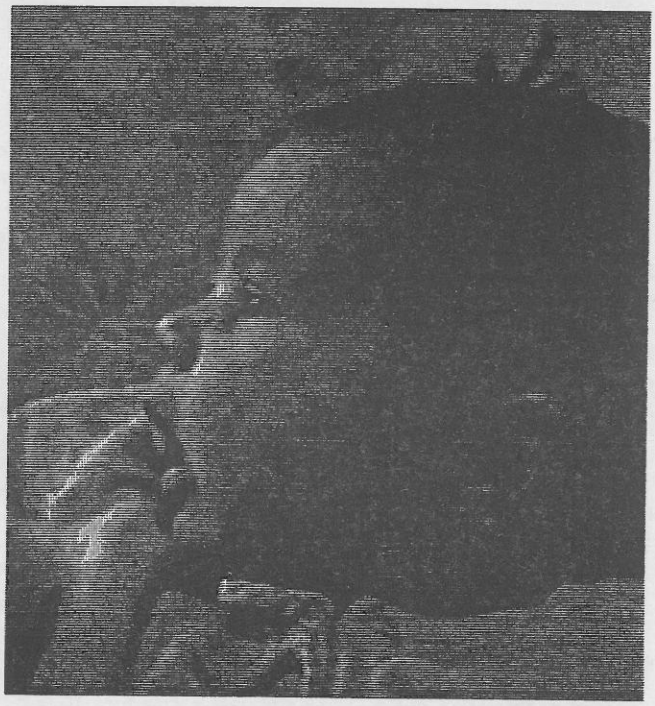
Do a little experimenting, if you would. Take your favorite intervention, or take your favorite paradigm, or take your favorite piece of music or work of art and sensitize yourself to its function as an entrance to the experience you have. Now, step into someone else's experience, with your body and breathing molded and matched to theirs, and notice the differences and the similarities. How does your experience change as your experiences are regulated by your orientation to those experiences? I'm sure you'll find it fascinating.

Reviewer Donald Powell, M.A. may reached at the Sceptre Research Group, 964 Tourmaline Street, San Diego, CA 92109. Phone (619) 270-5376.

New Trainer in Town?

Congratulations to Robert and Anita Dilts on the birth of their second child! Julia Ann Elizabeth was born on May 24, in Santa Cruz, California.

10 pounds, 2 ounces and 22 inches



Julia

THE NEWEST DILTS BOOK IS NOW AVAILABLE

Tools for Dreamers: Strategies for Creativity and the Structure of Innovation

by Robert B. Dilts, Todd Epstein, and Robert W. Dilts

This book explores the principles of creativity and reveals strategies and steps necessary to promote personal creativity, group creativity and entrepreneurial beliefs and attitudes. The process of creativity is no longer a mysterious gift ..it can be a set of skills that can be learned.

Approximately 350 pages clothbound $24.95

See page 25 to order your copy today!

Coming Events

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

Aug. 11-18	Ericksonian Hypnosis Certification (New Paltz, NY)
Sep. 22	Intro to NLP (New York City)
Sept. 28-29	NLP Couples Communication Workshop (NY City)
Oct. 6-12	NLP and Ericksonian Hypnosis Certification (Morscharch, Switzerland) Contact Peter Gasser 061-301-17-58
Oct. 26	NLP Practitioner Training Begins (NY City)

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

Aug. 23	Basic NLP I
Sep. 6	Practitioner IV
Sep. 13	Basic NLP II
Sep. 20	Huna Training Begins
Oct. 4	Basic NLP I
Oct. 11	Practitioner V
Oct. 25	Basic NLP II

DYNAMIC CHOICE
3116 Kimlee Drive - San Jose, CA 95132 (408) 243-0626

Aug. 17	PhotoReading Begins
Aug. 24	PhotoReading Begins (Los Angeles)
Sept. 28	PhotoReading Begins

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

Aug. 13	Master Practitioner Certif. Begins

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

Jul. 8	Imperative Self Analysis Certif. Begins
Oct. 10	Imperative Self Analysis Certif. Begins

INTERNATIONAL TEACHING SEMINARS
1 Mulgrave Roase, London NW10 1BS England 071 923 3282

Jul. 11	How to Increase Self-Confidence
Jul. 13-14	Making Relationships Work
Aug. 27	How to Be More Creative
Sept. 19	How to Present Yourself Professionally
Sept. 26	NLP Practitioner Training Begins
Oct. 17	How to Influence with Integrity

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

Sept. 3-6	Belief Systems and Neurological Filters
Sept. 23-26	Level3/Metaphor, Milton Model
Oct. 28-31	Level1 Training/Basic Skills,Meta Model

THE LEARNER'S EDGE, INC.
12830 Hillcrest Rd., Ste 111, Dallas, TX 75230 (214) 401-2906 or (800) 234-4853 or
725 Twin Brooks Court, Marietta, GA 30067

Aug. 17-18	Sorting Styles with Maryann Reese

LEARNING STRATEGIES CORPORATION
900 East Wayzata Blvd., Wayzata, MN 55391 (612) 475-2250

Aug. 9	PhotoReading Inst. Training Begins
Aug. 10	PhotoReading Begins
Oct. 11	PhotoReading Inst. Training Begins
Oct. 12	PhotoReading Begins

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

Aug. 5-29	Journey into Magic: Modeling Shamans of Bali
Aug. 5-20	Mapping Cultural Excellence Modeling Program (Bali)
Aug. 10-31	Trainer Training (Bali)
Aug. 10-31	NLP Master Practitioner Training (Bali)
Aug. 10-31	NLP Practitioner Training (Bali)

METAMORPHOSIS
P.O. Box 40222 - Grand Junction, CO 81504 (303) 245-3235

Aug. 6	Meta-Programs: Sorting Styles
Sep. 3	NLP Techniques & Skills: An Introduction
Sep. 7-8	MetaModel: Glenwood Springs
Sep. 10	Practitioner Training Begins
Sep. 11	Getting to Your Resources Begins
Sep. 12	Communication Elegance
Oct. 12-13	Milton Model (Glenwood Springs)
Oct. 19-20	Utilizing Trance (Glenwood Springs)
Oct. 23	Basic Hypnosis Begins

THE MIDWEST INSTITUTE OF NLP
702 West Colfax, South Bend, IN 46601 (219) 232-9636 or (800) 235-7210

Sep. 14	Two-Day NLP Seminar
Sep. 27-29	Systemic Thinking Skills in Leadership
Sep. 30	Stimulating Innovations in Organizations
Oct. 5-6	Two-Day NLP Seminar
Oct. 19	Two-Day NLP Seminar

NEW ENGLAND INSTITUTE FOR NLP
RFD #3-AN, Pratt Corner Road - Amherst, MA 01002-9805
(413) 259-1248

Aug. 9	PhotoReading Begins
Oct. 26	PhotoReading Begins

NEW PATHWAYS TO LEARNING
1183 S. Monaco Parkway - Denver, CO 80224 (303) 758-6361

Aug. 5-11	Peak Performance Teaching (Park City, UT)

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

Aug. 3-7	The Mind Body Connection - NLP & Feldenkrais
Sept. 21	One-Day NLP Overview
Sept. 24	Beyond MP Training Begins
Sept. 27	Master Practitioner Training Begins
Oct. 1	Evolving Your Self Begins
Oct 5-6	Intro To Ericksonian Hypnosis
Oct. 11	Practitioner Training Begins
Oct. 26	PhotoReading Begins

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

Aug 5-11	Life Line Therapy & Integrative Behavioral Patterning

NLP AWARENESS CENTER
501 Main Street - Toms River, NJ 08753 (908) 240-0745

Aug. 3	PhotoReading Begins
Aug. 18	NLP Introduction
Sept. 6	Practitioner Training Begins

THE NLP CONNECTION/NLP PROFICIENCY ASSOCIATES
P.O. Box 7818 - Santa Cruz, CA 95061 (408) 425-361495061

NLP of Southern California - Los Angeles (213) 254-3841

Sept. 28	NLP Practitioner Certification Begins

Coming Events

NLP INSTITUTE OF CALIFORNIA
P.O. Box 12 - Felton, CA 95018 (408) 335-3858

Oct. 4-7	The Aligned Self

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

Sept. 7	NLP and Sales Communications
Sept. 10	Free Introductory Evening
Sept. 11	Supervision with Klaus Boettcher Begins
Sept. 12	Changing Beliefs by Changing Personal History
Sept. 14-15	Introduction to NLP
Oct. 8	Free Introductory Evening
Oct. 11	A Place in the Universe
Oct. 12-13	The Craft and Art of Therapeutic Metaphor
Oct. 19-20	Introduction to NLP
Oct. 25	Trans-Formations- Begins (Intensive Training in Ericksonian Hypnosis & NLP)

NLP LEARNING SYSTEMS
4050 W. Park Blvd., Ste. 102
Plano, TX 75093 (214) 596-7841 or (214) 980-6887

Aug. 16	NLP in Action Begins
Sep. 19	NLP in Action Begins
Sep. 20	NLP in Action Begins (Irving, TX)
Sep. 20	12-hr. Belief Change Workshop
Oct. 12	The Sales Game Begins
Oct. 18	NLP in Action Begins

NLP ST. LOUIS
P.O. Box 20593 - St. Louis, MO 63139 (314) 776-4030

Sep. 7	PhotoReading Beings

NLP WORKS
2970 N. Swan Rd., Ste 219 - Tucson, AZ 85712 (602) 325-9698

Aug. 27	Fast Track Basics of NLP (Phoenix)
Aug. 29	Fast Track Basics of NLP (Tucson)
Sept. 20	NLP Practitioner Training Begins - (Tucson)
Oct. 4	NLP Practitioner Training Begins (Phoenix)

PRODUCTIVITY RESOURCES ORGANIZATION
22 East Lahon St. - Park Ridge, IL 60068 (708) 825-7761

Sep. 7-22	Residential Practitioner Training & Master Practitioner Certification in the Lake District of England

SENSORY SYSTEMS
28 Bellwood Street - Shawlands - Glasgow G41 3ES (041) 632-3179

Sep. 7-22	Residential Practitioner Training & Master Practitioner Certification in the Lake District of England

SPECTRUM/RESOURCE ALLIANCE
938 W. Fifth Street - Winston-Salem, NC 27101 (919) 761-0650 or (919) 967-8444

Sept. 7-8	NLP Intro (Charlotte)
Sept. 7-8	NLP Intro (Winston-Salem)
Oct. 4	NLP Practitioner Training Begins
Oct. 4	NLP Master Practitioner Training Begins

SYNTAX COMMUNICATION MODELING CORPORATION
P.O. Box 2296 - Los Gatos, CA 95031-2296 (408) 395-0952

Sep. 23-24	Professional Communication Training
Oct. 7-8	Beyond Selling

TURNING POINT FOR TEACHERS
Box 2551 - Del Mar, CA 92014 (619) 755-6670

Aug. 5-7	Synthesis 91 (San Diego, CA)
Aug. 8-10	Impact 91 (San Diego, CA)

UPSTATE CENTER FOR NEURO-LINGUISTIC PROGRAMMING
61C Monroe Ave. - Pittsford, NY 14534 (716) 586-6773

Sept. 21-28	NLP & Ericksonian Hypnosis Program

WESTERN STATES TRAINING
1569 E. Waterbury Drive - Salt Lake City, UT 84121 (801) 278-1022

Sep. 10	Free Evening NLP Intro
Sep. 13	Influence, Relationships and Rapport
Sep. 20-22	Self Skills of Effective Leadership
Oct. 4	Free Evening NLP Intro
Oct. 11	Practitioner Training Begins

Institutes & Organizations Sponsoring Upcoming Conferences

AVANTA NETWORK

The Avanta Network is sponsoring an international conference in honor of Virginia Satir's 75th Birthday. The Conference will be held August 8-11, 1991 in Santa Clara, California. NLPers presenting at the conference are: Dot Feldman, Kay Grask, Steve Andreas, and Jerry Konecki. There are post-conference institutes and continuing credit is available. For more information on the Conference Contact: Avanta, 139 Forest Avenue - Palo Alto, CA 94301. (415) 327-1424

NLP COMPREHENSIVE

NLP Comprehensive is hosting the *1991 Rocky Mountain NLP Conference* for people in their region who would like to know more about NLP. Many of Comprehensive's core trainers will be giving workshops on the basics of NLP. The conference will be held in Downtown Denver on September 27-29, 1991, at the Executive Tower Inn. For information contact NLP Comprehensive at (303) 442-1102.

IANLP

The *International Association of NLP Mountain States Regional Conference* will be held October 25-27, 1991 in Park City, Utah. Metha Singleton of Future Pace who leads trainings on the Imperative Self Model will be the keynote speaker at this event. For information call (801) 278-1022.

FIRST BILINGUAL CONFERENCE SCHEDULED

The *First International Bilingual Congress: Celebrating Transformation in the World of Today* will be held March 27-29, 1992 in Buenos Aires, Argentina. Primera Escuela Argentina de Programacion Neurolinguistica is sponsoring the event. Ed and Mary Ann Reese from the Southern Institute of NLP will be the keynote speakers. Other NLPers who will be presenting at the conference are Don and Susan Davis, Janet Konefal and Bob Duncan.. For information Contact Maria C. Penna - Honduras 4899 (1414) Buenos Aires Argentina. Phone 54-1-72-2412 or FAX 54-1-803-5784.

ANCHOR POINT ORDER FORM Yes! Rush me one year (12 monthly issues) for only $37.00 (US).

Call Toll Free: 1-(800) 544-6480 [CHARGE CARD ORDERS - IN USA & CANADA ONLY].

Name 8/91	
Address	
City	
State Zip	
Country	
Phone Number	

One Year Subscription (12 Monthly issues)		**$37.00**
Candian Subscribers add	**$10.00**	
Other Foreign add (1st Class - Air Mail Delivery)	**$20.00**	
TAX (Colorado Residents only)	**$1.40**	
Total (See note below) ***		

Check _____ Visa_____ MasterCard_____

Card Number	
Exp. Date	

Please make checks Payable to **Cahill Mountain Press**, and mail completed form to:

Cahill Mountain Press, Inc.
Anchor Point Dept.
P.O. Box 286
Franktown, CO 80116-0286 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.**

Cahill Mountain Press, Inc.
Anchor Point Dept.
P.O. Box 286
Franktown, CO 80116-0286 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.