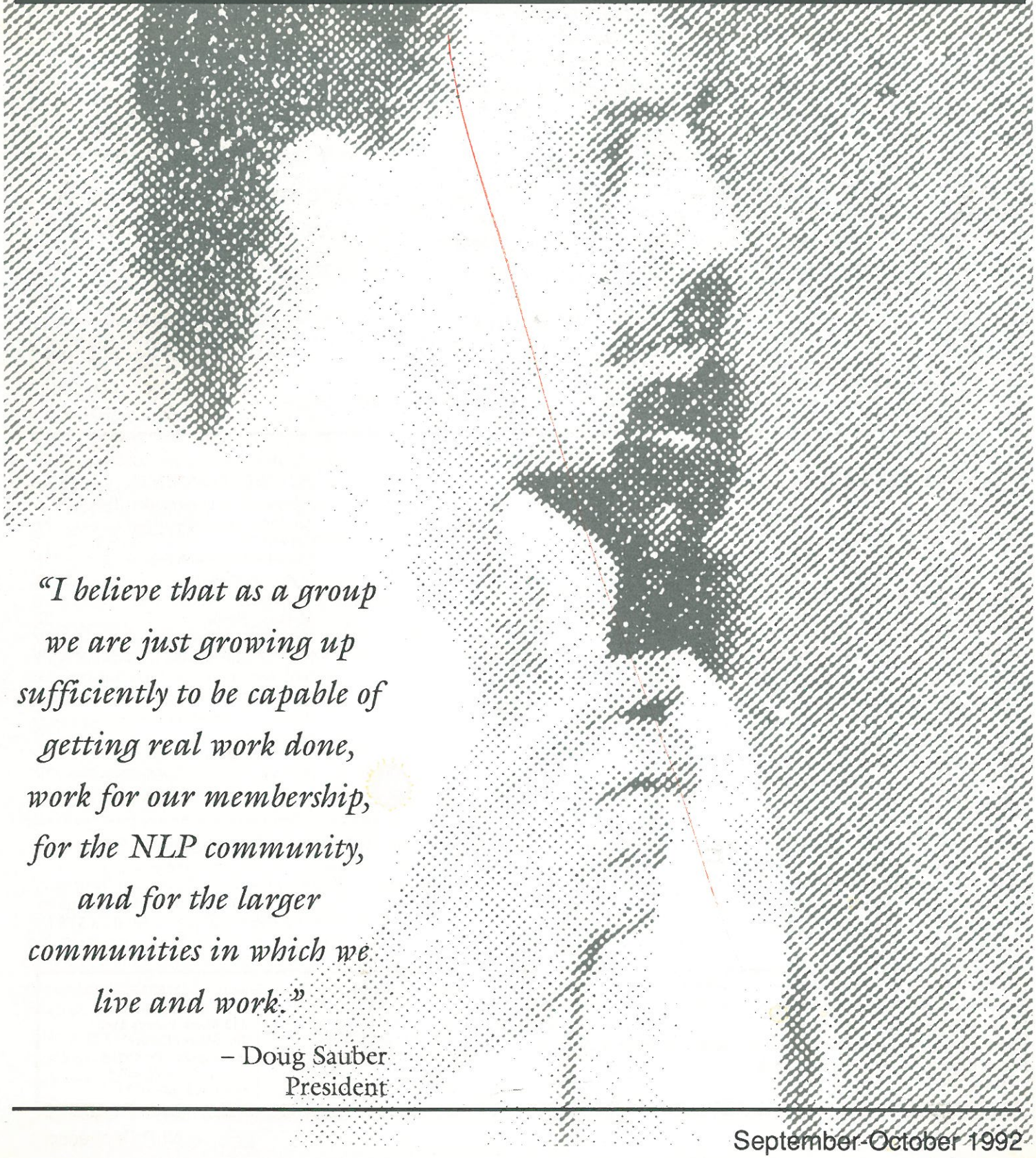
NLP Connection

Volume VII, No.5 The Journal of the International Association for Neuro-Linguistic Programming $5.00



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– Doug Sauber
President

September-October 1992

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Contents

Announcements

Advertising Index 2
Advertising Lifelines 2
Calendar of Events 19
Conferences 5
Leadership Roster 23
Membership Form 5
Membership Brochures 5
Research Database Grows 5

Articles

Letter from the President 3
Doug Sauber
Teresa Robbins 6
Interview by John Parmater
Tim Hallbom 7
Interview by John Parmater
Metaphors of Identity 19
Tape Review by Leslie Viktora
Snowbird, Utah - Location of the 1993 IANLP International Conference 17
Teresa Robbins

Advertisements

Advanced Communication Training ... 8
Advanced NeuroDynamics 19
Genesis II 2
Global Education Network 4
McCrory, R.H. 22
Metaformation 6
Metamorphous 22
New England Institute 10
NLP Comprehensive ..... 9 & 24
NLP New York 18
NLP of Ohio 8
New York Training Institute 7
OTCC 16
Reese Movement Institute 12
Stances 20

Advertising

Advertising and article due dates are January 15, March 15, May 15, July 15, and September 15, November 15. Mailing dates are February 15, April 15, June 15, August 15, October 15, and December 15.

Advertising rates are as follows: 1/4 page—$50, 1/3 page—$70, 1/2 page—$90, 2/3 page—$130, full page—$180. Please send articles and advertising to the editor. Please send payment with camera -ready ad. If you prefer to receive an invoice, add $10 to cost of ad. Ad dimensions are: quarter page - 3 5/8 by 4 7/8, one third page vertical 2 1/2 by 9 7/8, half page horizontal - 7 1/2 by 4 7/8, half page vertical - 3 5/8 by 9 7/8, full page - 7 1/2 by 9 7/8. Pay in advance for a year and get six ads for the price of four.

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Indianapolis, IN 46204
Phone: 317-636-6059
Fax # 317-638-0539

Letter From the President

This year the International Association for Neuro-Linguistic Programming will be ten years old. While there is nothing magic about the number ten, it is the number beyond which we cannot count on our fingers, and feels like a significant milestone. In "people years" ten years would signal entry into the teens and adolescence, and given what they can be like, I wonder if I shouldn't have run for president in some other year.

As I think back over what IANLP (formerly NANLP) has been like over the years, I note that there have been a number of changes in direction and focus in that time, and that we seem to be going through another. In part, the association was formed as a way of bringing the NLP community together. People in the NLP community who were concerned by the development of factions within NLP wanted to create a forum within which all NLPers could communicate with one another. Though the by-laws reflected an interest in things such as professional ethic and training standards, those issues were quickly put aside to ensure that everyone in the NLP community could feel accepted and included in the new association.

It has become very clear to me in the past year, and especially since I took office as President, that our membership is much less interested in acceptance and connection these days. I can't begin to count the number of times I have been told by a member about what he or she feels is important for IANLP to do, followed by "and if some people don't like it, they can leave!" I would fear for the health of the association, if I hadn't also been reminded recently of how groups and organizations develop and grow.

Just as there has been a good deal of research into how individuals develop, there has been research into the process of group development; research with which I am sure many of you reading this letter are familiar. Groups and organizations tend to go through a series of developmental stages. Initially there is a stage of connection and inclusion, sometimes called a Dependency Stage. During this period, little work gets done while the members develop a sense of basic trust in the group. Once group members feel safe enough in the group, most groups move on to another stage, often called Counterdependency. At this point, group members begin to argue about their individual points of view, tend to form subgroups, and often spend much time attacking other subgroups as well as the group leadership. While group membership feels less pleasant than formerly, this process sets the stage for productive work as compromises and real consensus based on the ideas of group members can be reached.

I want to encourage everyone who is a member of IANLP as well as the NLP community at large to take part in this process. Let your ideas be known, and use your energy to work to make things happen in this association. I believe that as a group we are just growing up sufficiently to be capable of getting real work done, work for our membership, for the NLP community, and for the larger communities in which we live and work. The one, and very real, danger of this new stage in our development is that we will subgroup ourselves out of existence, that the "they can leave" will be become all too real. If we stick with this process we will end up with a strong and effective organization capable of addressing the interests and needs of our membership. If we don't, we get to start over again, in some group that is in its own early childhood.

If you have ideas about what IANLP should be doing, stay active and involved; write to the Board, to the *NLP Connection*, to committee chairs, and to the main office. And especially, pick the committee that is working in the area of your interest (or should be), and join the committee. Make things happen, move us forward. As a community we have the energy, the direction, and the skills that can make this association whatever we want it to be. Its up to us!

Yours,



Doug

Letter to the Membership

Dear IANLP member:

Your Board of Directors is asking for your input on two very important issues.

The first issue involves a proposed change in Section 3.3.1 of our by-laws; a copy can be found in your membership directory. The president of the Board currently serves a four-year term - one year as President-elect, one year as President, one year as Immediate Past President (chairing Nominations), and one year as Second Past President.

During the Executive Committee meeting on 25 June 1992, I proposed that the President serve two active years, doing away with the Second Past President year. The President would serve one year as President-Elect, two years a President, and one year as Immediate Past President.

This proposed change would achieve two outcomes. First, it would allow the President a greater amount of time in which to institute needed policies and directives. Secondly, it would bring the term of service into line with the other executive positions. The Board is asking for your comments and suggestions on this proposed policy change. You can submit your thoughts to me in writing, or you can contact your local Board representative. A list of all the Board members can be found elsewhere in this issue of the *Connection*.

The second issue concerns the survey form you will find in the center of this edition. We are asking your input on a number of topics, and the Board will use your responses to set directions for the future. *Won't you please take a few moments now to fill it out and send it in?* A summary of the results will appear in a future issue of the *Connection*.

Thank you in advance for your input on both of these matters. If you have any questions, please feel free to contact me at the address given below.

We look forward to hearing from you!

Sincerely yours,

Lyle D. Chubb, Vice-President Membership

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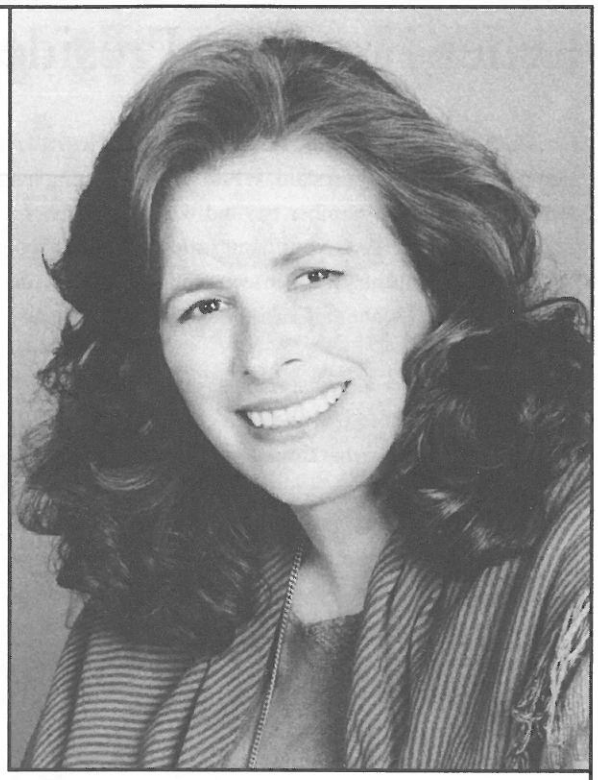
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OCCUPATION:_____

PLEASE NOTE: Pursuant to the Revenue Act of 1987, we are required to advise you that your Association dues are not deductible as charitable contributions for Federal income tax purposes. Your dues payments, however, remain deductible as business expenses to the same extent as permitted under the law.

New Membership Brochures

Are now available from Laura Shaw at the address on page 2.

Research Database

New references are continually added to the research database. For information, contact Lyle Chubb at Creative Growth Unlimited, 510 West Union Street, Newark, New York, 14513. (315) 331-0411.

Generic Press Release

A generic press release is available to local chapter people, special interest groups, regional representatives. Contact Laura Shaw.

Legislative Action Committee

The committee requests that each member help us monitor legislation in the country. Send information to Laura Shaw.

Southeast Region

There are now three local chapter groups in the Southeast Region!

Public Relations

Have you an interest or talent in public relations? IANLP Public Relations Committee needs you! Please contact Daniel J. Pesut at 1400 Shady Lane, Columbia, SC 29206 - Phone 803-787-3217

CONFERENCES

Canadian

Winnipeg. October 3-4, 1992, *Encouraging Healthy Systems: NLP With Heart.* Robert Dilts, keynote speaker. Pre-conference, October 2, *Tools of the Spirit*, Robert Dilts. To register, call Sharon Wall: 204-885-3687.

Mountain States

Park City, Utah. October 17-18, 1992. Information: Carl Palmer 335 Blue lakes Blvd-North, Twin Falls, ID 83301. Phone 208-734-8120. Fax 208-736-1983.

North Central

Novi Michigan. September 11, 12, 13, 1992. *The Dynamics of Change.* Robert Dilts, keynote speaker. Pre-conference, September 11: *Creativity, Innovation, and the Dynamics of Change,* Robert Dilts. Post-conference, September 14: Eric Oliver. To register: 313-545-5878.

Northeast

New York, NY. November 20(evening)-21-22, 1992. *Giving and Receiving in the World: Solutions Through Alliance.* New York Vista: A Hilton Hotel at the World Trade Center. Keynote speaker: Anné Linden. Room rate: Single or Double - $95. Over 20 workshops. Cocktail party with Hors d' Oeuvres Friday evening. Early registration(by October 23): $100 member, $125 non-member. Pre-conference intensive November 20 to be announced. Information: Marie Margenau-Spatz, Ph. D, Regional Representative, 101 W. 55th St, Suite 5E, New York, NY 10019. Phone 212-757-5755. Fax: 212-956-5655.

Southeast

Atlanta, GA. January 15-17, 1993. Wyndham Hotel. Keynote speaker: Robert Lowe, who brought improvisation theater to Atlanta ten years ago and has directed more than 1000 events, is known for his expertise in humor. Robert brings with him his experience from: theater, community service, social work, education and business. Information: Frances Wiggins, 904-467-9241.

TERESA ROBBINS

John: Before your recent election to the office of President-Elect, you held the office of Vice President-Program for two years. Did you hold office with IANLP before that?

Teresa: No.

John: So you stepped right in...

Teresa: Cold Turkey. I felt it was important. I have a deepening appreciation of the field and the inherent possibilities. And it seems we are at a turning point.

John: How's that?

Teresa: The word is spreading...more people recognize the term NLP. The number of people promoting and utilizing Neuro-Linguistic Programming has grown substantially in recent years. I feel it essential that IANLP serves to enhance the field...promoting positive media and education,supporting our membership and the public in ecological, quality use and representation of NLP. While NLP is not "the" answer, it is an answer. It helps clear the clutter, providing "how to's" so folks can more easily achieve personal, professional, even spiritual evolvement. I want to actively support the continuation of this field.

John: How does your participation in IANLP make that happen?

Teresa: I view the association as a conduit, a focal point for unified strength, with the capacity to preserve, and provide continued freedom to evolve, the valuable possibilities available through NLP. The energy I contribute to IANLP is intended to facilitate the nourishment of this higher purpose.

John: How do you feel about your accomplishments to date?

Teresa: Pretty good. I'm excited to have been instrumental in facilitating John's (Grinder) participation with our association in Toronto. I think some healing took place there. I'm still in awe of his perceptions and depth.

In Orlando, I found the Jean Houston experience highly important as we transition, taking NLP to a higher scope. Her message rewove the value of NLP's basic presuppositions...offering a useful, peaceful, and expansive way to operate in the world.

We've a great depth of talent in this field, and have expanded the showcasing of new talent as well. Conference evaluations have been excellent. People have been pleased with the new applications and fresh insights, as well as the foundational people who have formed a strong core over the years. To me, that means more is possible. NLP is expansive, not limiting.

John: So, a metaphor of abundance might be needed?

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Teresa: Yes. I often use a metaphor about a perfect tomato seed. Plant that seed in rocky, hard, clay soil; beat it with too much wind and sun, deprive it of enough moisture...something will grow, but not all that's possible. Plant that seed in rich, fertile, cultivated soil; nurture it with balanced sunlight and moisture; gently weed so it has the freedom to evolve...an incredibly different result. Same seed. The abundance is here.

John: What you will be doing during as President-Elect this year?

Teresa: I intend to make connections with our membership. I want to understand their expectations and needs, and find out what is going to be most useful in supporting them. Then I want to build the structures and resources needed to implement what is going to serve our field. I will work to draw us together, and in that create strength and harmony. It is not about uniformity, it's about unity...honoring the differences, appreciating the strengths.

My sense is that conflict has been splintering the field over the past few years. I want the situation to begin to turn around so that we're moving in a powerful and congruent way, beyond individual egos, in support of the worthy endeavors of this field.

Through NLP we can truly assist this world in an evolutionary process so that it becomes a better place. Let's reconnect with those potentialities and be of mutual support.

TIM HALLBOM

John: I understand you have some ideas you feel will benefit the NLP community?

Tim: The Utah State Department of Human Services, Salt Lake Region, is looking at using NLP to train its workers to better deal with things like child abuse, sexual abuse. We're doing an actual certification program with that group with the ultimate goal of building a model that can be used elsewhere as here. So it has a broader nature to it. Oakley Gordon, IANLP Research Chair, will be doing research on the project along with the state. The state agreed to do follow up research to find out what happens as a result of people using NLP. This should benefit institutes that want to do this kind of training for the states.

Child abuse has gone up even further this year. Most people that I see that have major personal issues were abused badly as children. If you go to a prison, most prisoners are people who were abused as children.

A project we're are doing that is closer to our personal missions is to start with Robert (Dilts) what we call The

(Please turn to page 8.)

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World Health Community for The 21st Century. The goal is to start a community that will really make a difference in world health. We'll begin by doing a 20–day program starting this fall in Salt Lake. We've been able to clarify the vision of the program and its potentials since the initial 10–day health program we did with Robert and Todd (Epstein) in Park City in 1991. The world health community would be a diverse group of people that are united by NLP and the NLP presuppositions. They would also have mastery of the NLP tools and use them to give people more choice about participating in their own health maintenance.

The vision is to have a network of really competent NLP practitioners who are engaged in different aspects of health. Some might be writers, Siegel are saying we need to look at the whole some might be doctors, some might be people who work with psychological issues.

I think NLP has something special to offer. People are doing wonderful and inspirational things in the area of health. Bernie Siegel, for example, is saying we need to look at the whole person – the mind and the body. NLP can offer the how–to part.

People have much more clear ideas of what they're doing. We're looking at forming this world health organization and then developing a core group of people who desire to be leaders within their vocation in terms of health.

John: Is this a membership organization?

Tim: Not per se. People would be involved to the level to which they want to be involved. Ultimately, our goal – we are going to actually seed the community with money – our goal would be to have a library that the community could draw from – tapes, books, a computer bulletin board. We would want to seed research being done. The community would offer that as well as support and networking opportunities. One thing nice in Ohio and in Utah is IANLP chapters. We're hoping to get something like that in the area of health.

John:To whom would people write or call to know more about this?

Tim: WSTA at 2290 E 4500 S suite 120, Salt Lake City, UT 84117.

Beyond the certification training, I think what's important is the whole sense of building community.

John: What else have you been doing?

Tim: We've been exploring the idea of cybernetics in relationships. We found that in most practitioner trainings, people learn the basic rapport skills that may help them get into a relationship with somebody, but there aren't a lot of systematic ways of entering that same space with someone else. The more I watch people who are

(Please turn to page 10)

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really good at NLP, the more I realize how much they do that and how well they do that. There is nothing in mechanical in NLP to really create that relationship. Let me give you an exercise.

John: okay

Tim: Set up a role play between you and another person. Pretend that you are the boss and the other person is an employee of yours. You want to give them a piece of feedback, for example, you might say, "I want you to start coming to work on time." Just pick a sentence like that. Don't worry about saying the sentence right or anything. Then try delivering the feedback facing the person. Then try it close and then far away. Often what people predict will happen in their experience doesn't. In other words, when they move far away, something else happens. I don't want to tip it off because some people will have different experiences. It is something you have to try to find out. Then deliver the same feedback from a 90 degree angle. Notice how close you can deliver it or how far away. Try it from three or four positions. then try it side by side, where you are looking person while you are side by side. And try it from different distances. Then have the person just kind of touch the person like you touch someone to get their attention. Then you might want to try it with your hands on somebody's shoulders.

John: so I'm behind them and my hands are on their shoulders?

Tim: right. It's really fascinating. that might be a fun thing for people to do. I'm thinking more of cybernetics in terms of practical or real cybernetics. It's been around as a theory for a long time or as descriptions, but I think very few people have all that in their experience. So it's about thinking how one thing is in relationship to another thing. So how are you in relation to the other person?

John: including the physical relation.

Tim: Often the physical relation can make a real difference. I'm starting to think of everything in relationship rather than cause and effect. I don't think of an anchor as a stimulus–response. I think of it as a particular kind of relationship between two things. When you start thinking relationally, it changes the way I work. For example, if you have two parts in a visual squash, I start thinking, "What's the relationship between these two? How do they face each other? Often you'll find they are facing away from each other. So you just start changing the nature of how they are in relationship to each other. Interesting things can happen. Some of this has already been done in NLP , but I think doing it consciously with purpose gives you more control over what's happening. You can even do it with a human system, within a person. For example, try this: Stand up for a minute. Put your feet facing straight forward. Notice what the focus of your vision is.

John:Yes

(Please turn to page 11)

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by Charles Faulkner, NLP trainer and chief architect of The Nightingale-Conant tape series, *NLP - The New Technology of Achievement*, and the forthcoming *Mastery*. *Metaphors of Identity* is available from Genesis II, 4640 Hygiene Rd., Longmont, CO 80503 - (303) 823-5053. $29.95 plus $3.50 shipping and handling.

Reviewed by Leslie Viktora

"Love is just a game." "It's a jungle out there." "We can help your business take its first steps and then grow." We've all heard statements like these before, but what do they mean to us, and what can they mean for the persons who utter them? Charles Faulkner explores these topics and more in his three-tape set, *Metaphors of Identity*.

Unlike Ericksonian and Satirian models, Faulkner's work deals primarily with eliciting and changing life metaphors rather than constructing metaphors to fit the client. It is a valuable addition to the world of metaphor work.

Recorded live at seminars, the tape doesn't require any NLP background and I found the opening a little slow. My interest was piqued, however, when the discussion turned to Operating Metaphors. "Our everyday metaphoric expressions build up to form unconscious patterns that create and organize the meaning of our lives. They determine what we believe, what we value, and the choices we perceive ourselves as having."

An individual's Operating Metaphor, however appropriate for any given domain, of necessity deletes certain aspects of experience. (If we have a war on drugs, where do joyful alternatives to drug use fit in?) Since Operating Metaphors also act as perceptual filters, who knows what fascinating insight and experiences I might be missing?

The remainder of the set deals with identifying a person's Operating Metaphors in various domains (work, family, spiritual, etc.) and then changing them by enriching them, enlarging them, changing their focus, or just plain choosing a new one. In listening to the tapes, I discovered that my dominant metaphors were Life Is A Jungle and Work Is Business. Since I am a free-lance musician, neither of these served me very well, but it was extremely easy to change them using Faulkner's techniques. In the months that followed, I noticed that my work was becoming easier, I was offered more jobs, and yet I had more time to spend with friends and recreational activities. I was particularly pleased about this last issue as it had been stubbornly resistant to all the NLP change work I had previously tried.

I was also able to get rapport with two potential clients over the phone by matching voice tonality and Operating Metaphor alone. I have found Operating metaphor to be a truly powerful tool for entering the worlds of others, as well as for changing my own. ☆

(Continued from page 10)

Tim: Spread your toes apart so your feet are pointing outward. What happens to your vision?

John: It widens.

Tim: So what's the relationship between your feet and your head? With your feet open a little bit more, what does that do to your sense of the world?

John: It makes be look around.

Tim: That's right, people are more laid back, they're more passive, they have the bigger picture, they don't focus as much. They're as fast getting things done. So when you when you start asking these questions, you get different information. What's the relationship between your feet and your ears? You find that you hear things differently. If you sit in a chair with your butt riding right against the back of the chair, and so does the person you're talking to, then switch to four inches away from the back of the chair then leaning back, the content of your conversation with usually change. I've got a lot more of these things, and I think readers might find it interesting to start playing around with them. I think of it as practical cybernetics.

I've noticed that when Suzi or I or Robert work, we tend to touch the other person. It's not about anchoring, it's about making contact. I tend to touch and then give feedback. It really punctuates the speaker. it changes your vice tone and everything. I got this from a study I read. In New York they had a person put $5 in a phone booth. They would watch someone come into the booth and put the money in their pocket. Then we would run up to the booth and say, "I think I left five dollars in here. Did you find it?" Typically people would say, "No". They found that if people would go up and touch the person for just a split second on the shoulder and say, "Excuse e me, I left five dollars here, did you find it?" They got it back most of the time.

So I encourage people in NLP to start exploring that sort of thing. we can learn a lot about how we connect as people. and how people take things.

One way to play the game is to ask,"what's the relationship between...?" If you watch and practice it, you'll always find there are significant things going on. Since you are a system.

In January, we'll finish the state project. If people contact us then, we can tell them what we have learned. ☆

1992 IANLP MEMBERSHIP SURVEY

Dear IANLP Member:

Towards the end of 1991, the Board of Directors asked the Membership Committee to survey the full membership. The purpose of the survey is to identify your perceptions of where we have been, where are now, and what directions you would like us to take in the future.

One the next four pages, you will have an opportunity to give direct feedback to your Board of Directors. We have made every effort to keep the form simple yet comprehensive. If you would like to add any further comments, you can send them to me at the address given below.

We truly need your input, and we would appreciate it if you would take a few moments now to complete the form and mail it in. A summary of the results will be included in a future issue of the *NLP Connection*

Thank you in advance for your feedback, and we look forward to hearing from you soon!

DIRECTIONS FOR COMPLETING MEMBERSHIP SURVEY

1. Carefully remove survey form from the center of the *Connection*.

2. Complete all questions. If you elect to include any additional comments, please print or write clearly and legibly.

3. Fold the form in thirds as indicated on the back sheet of the form. Seal the form with a piece of tape. DO NOT STAPLE THE FORM, as staples can get caught in the sorting machines at the Post Office.

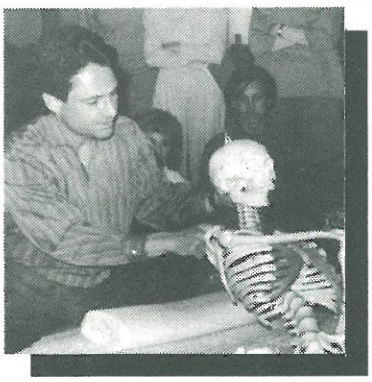
4. Affix a first-class stamp, and just drop the completed form in the mail.

PLEASE HAVE YOUR COMPLETED SURVEY FORM TO ME BY WEDNESDAY, SEPTEMBER 30.

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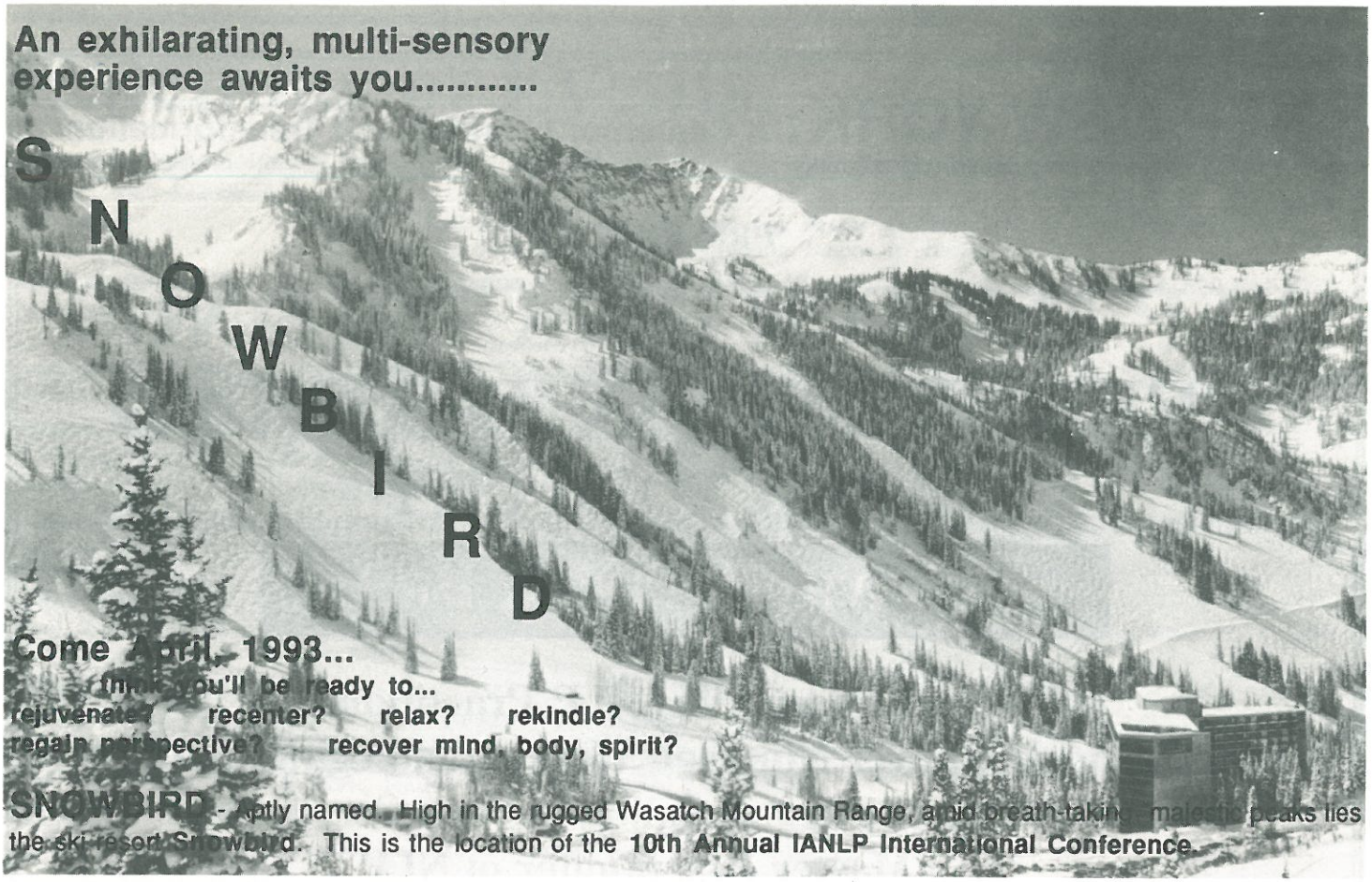


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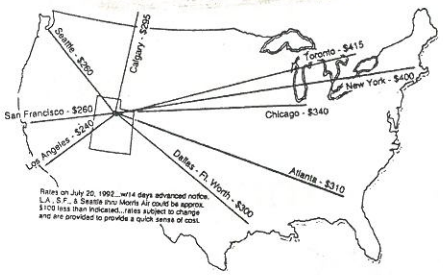
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October	Practitioner and Master Practitioner Training Begins in NYC
February 93	Practitioner and Master Practitioner Training Begins in Zurich

Advanced Neuro Dynamics, 1833 Kalakaua Ave. #908, Honolulu, HI 96815 – Phone 800-800-6463, 808-941-2021, Fax 808-951-0417

September 19-27	Huna Intensive - Hawaii
October 30 - November	4Accelerated NLP Certification - Hawaii
November 7-22	Master NLP Certification - Hawaii

Branch, Susan Grace and Associates, PO Box 426, Pittsford, NY 14534 - Phone 716-586-6773

November 14-22	NLP Models of Hypnosis Certification Program
December 3	Introduction to NLP

Centre Quebecois de Programmation Neuro Linguistique, 3826 St-Hubert, Montreal, PQ H2L 4A5 (514)281-7553

October 9-11	NLP Practitioner begins.
October 16-18	Master Track begins.
March 5-7, 1993	Basic NLP begins.
April 2-4, 1993	Practitioner begins.
May 1-3, 1993	Basic NLP begins.

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Eric Oliver - Meta Systems, Fort Worth, Texas – Phone 817-654-3655/206-672-7408

October 8-11	Personal Revolution Weekend - Detroit, Michigan

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Oct 24 - Nov 7	NLP & Hypnosis Practitioner Certification

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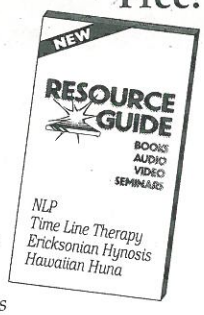
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Freedom Workshop, Box 5881, Berkeley, CA 94705 - Phone 510-428-1184

Sept 13 - Nov 1 NLP Apprécticeship Class

FuturePace, Inc., P.O. Box 151173, San Rafael, CA 94915 – Phone 415-485-1200

Genesis II 4640 Hygiene Road, Longmont, CO 80583 – Phone 303-823-5053

Metaformation Inc. NLP Centre Learning Opportunities, 3538 Marlowe Ave. Montreal H4A 3L7, Quebec Canada – Phone 514-486-1282 FAX: 514-486-7736

November 1992 Cultural Modeling - Bali
Summer 1993 International Practitioner, Master Practitioner Training - Bali

Midwest Institute Of NLP, 702 W. Colfax, South Bend, IN 46628 – Phone 219-232-9639 800-235-7210

October 8-11 Systemic Leadership Skills - Robert Dilts - Chicago
Ongoing Nov-May Practitioner Certification Program - South Bend
Ongoing Nov -May Master Practitioner Certification Program - South Bend

Mid South Institute of NLP, 2906 Garth Road SE, Huntsville, AL 35801 - Phone 1-800-235-3372

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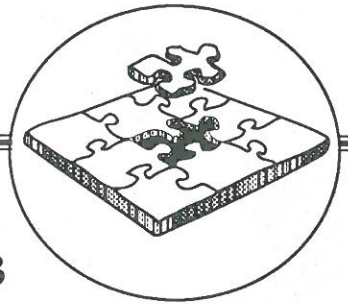
September 11 (Begins) Master Practitioner Certification Training - Extended - NLP of Chicago - 312-271-9578
September 18-20 NLP - The Wind Beneath Your Wings - NLP Comprehensive National Conference - Denver, CO
October 2 (Begins) Master Practitioner Certification Training - Extended - NLP of California - 1-800-767-6756
October 23 (Begins) Practitioner Certification Training - Extended - Boulder, CO - 1-800-233-1657
October 16 (Begins) Master Practitioner Certification Training - Extended - NLP of Ohio - 614-253-7127
October 31 (Begins) Practitioner Certification Training - Extended - NLP of Ohio - 614-253-7127
November 6 (Begins) Practitioner Certification Training - Extended - NLP of California - 1-800-767-6756
December 4-7 Advanced Language Patterns - Connirae Andreas
Jan 15, 1993 (Begins) Practitioner Certification Training - Extended - NLP of Chicago - 312-271-9578
March 5-7, 9-11, 1993 Trainer Training - Steve and Connirae Andreas - Denver, CO - 1-800-233-1657

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NLP Institute of Chicago, Inc., PO Box 25184, Chicago, IL, 60625

September 11	Master Practitioner Training Begins

NLP of Ohio, 869 1/2 Franklin Ave., Columbus, OH 43205 – Phone 614-253-7127

September 26-27	Generative Touch - Cleveland
October 16	NLP Comprehensive Master Practitioner Certification Training - Extended - Begins
October 2 (eve) -3-4	Aligned Self - Columbus
October 10-11	Generative Touch- -Columbus
October 23(eve)- 24-25	Aligned Self - Cleveland
October 24-25	Generative Touch - Cincinnati
October 31	NLP Comprehensive Practitioner Certification Training - Extended - Begins
October 31	NLP Comprehensive Basic Skills Certification Training Begins

NLP of Oklahoma/Success Skills, 5400 N.W. Grand Blvd, Suite 100, Oklahoma City, OK 73112 - 405-942-4371

October 3	Advanced level of NLP Practitioner Training Begins

NLP Santa Fe, P.O. Box 9910, Santa Fe, NM 87504-9910 – Phone 505-986-3922

Sept 14-18	Patterns of Physiology
Oct 12-16	Hand Game Training
Nov 9-13	Mastering the Metaphor

NLP Training Systems, Inc., 2129 Spring Garden St, Philadelphia, PA 19103 – Phone 215-854-0800

October 10-11	Stances

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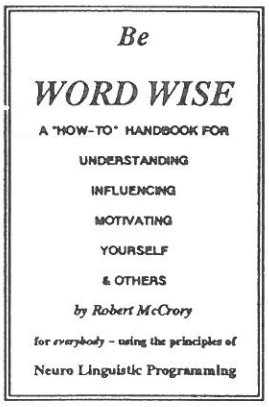
September 3	Free Introductory Evening - London W2
Begins September 11	Practitioner Training - London NW1
September 12	Master Practitioner Training begins - London W2
September 22	Free Introductory Evening - London W2
Begins October 3	Foundation Skills
October 13-15	NLP Practitioner Update for Business Trainers
October 27	Free Introductory Evening - London W2
October 30-31	Creating Humour - Robin Prior and Helena Beddoe - London NW1
November 24	Free Introductory Evening - London W2
January 5, 1993	Free Introductory Evening - London W2
Begins January 15	NLP Foundation Skills - Weekend Format - London W1
January 16	Personal Coaching Day - London NW1
January 19	Free Introductory Evening - London W2
January 21-22, 1993	Exploring Your Personal Mission - Julian Russell - London WC2
Begins January 23	NLP Foundation Skills - Intensive Fromat - Central London
March 12, 1993	Demonstrations of Psychotherapy and Hypnosis - Stephen Gilligan
March 13-14, 1993	Generative Change: Engaging Your Personal Hypnotic States
March 26, 1993	Practitioner Training begins.
April 1-2, 1993	NLP and Creativity - Judith DeLozier - London NW1
June 5, 1993	NLP Foundation Skills

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July 19, 1992	Summer Practitioner "A" begins. Aix-en-Provence.
September 19-20	Introduction to NLP for Professionals.
October 9-11	Master Practitioner "93" begins. Meets 3 days/month until June '93.
October 16-18	Practitioner "B" begins. Meets 3 days'month until June '93.
November 21-22	Introduction to NLP for Professionals.
January 16-17, 1993	Introduction to NLP for Professionals.
February 20-28	Practitioner "C" begins. Meets 7 days every other month until July.
February 27-28	Introduction to NLP for Professionals.
May 15-16	Introduction to NLP for Professionals.
June 12-13	Introduction to NLP for Professionals.

Listings in the Calendar of Events are free.



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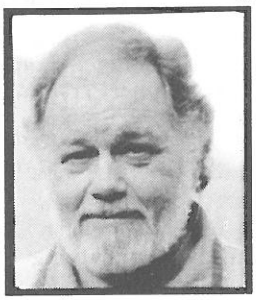
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