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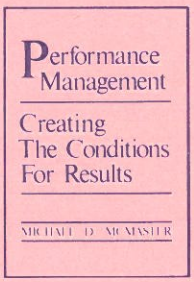
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OUR PURPOSE AND PHILOSOPHY IS:

- *to provide the best and most valuable information available in the sciences of human change to our readers*

by offering information from various fields of human behavior — including NLP, hypnosis, channeling, interspecies communication and healing therapies — in order to provide many different models and strategies for interacting with clients, students, friends and fellow humans, thus establishing greater rapport than now experienced.

- *to be instrumental in the reinstitution of personal freedom*

by offering tools whose use empowers anyone to become a master of their own destiny.

- *to stimulate and expand minds*

by presenting techniques that effect controversy, stretching, change and enlightenment.

- *to be a bridge of rapport connecting the many different approaches to the pursuance of success, abundance, peace and joy*

In the preface to the "Natural Cooking" column in our "Acorn" issue, we stated, "We honor and respect that different strokes apply to different folks." This is a cornerstone of our philosophy. We respect different approaches and are excited that there is more than one road to enlightenment. As we continue to investigate and present other-than-familiar beliefs and truths in order to increase our/your capability for communication and change, we will look at results as our criteria for success.

Perhaps, by moving from judgment of how others choose to express to acceptance of — perhaps even delight in — differences, we can move beyond our present situations, beliefs and concepts to reestablish rapport throughout the planet.

Peace, the *RAPPORTER*

Opinions, comments, letters, drawings and other materials are invited for consideration. Submissions must be signed and names will be withheld upon request. If return of materials or personal reply is desired, include a self-addressed stamped envelope.

Opinions expressed in the *RAPPORTER* are those of the writers and not necessarily those of the publisher.

We assume all rights in letters or other communications with the *RAPPORTER* as unconditionally assigned for publication and copyright purposes are subject to our unrestricted right to edit and to comment editorially.

ERRATA

We erroneously printed a quote received from one of John Grinder's employees as if it had been (as we were told) received from Dr. Grinder himself. Dr. Grinder requested that we retract the statement. Here is the statement:

"I love the concept."

and here is the retraction:

"Dr. Grinder has made no endorsement of this journal."

Mea culpa – The *RAPPORTER*

Our "family" is growing rapidly – we now have subscribers in 45 states (including Alaska and Hawaii), Puerto Rico and the following countries: Australia, Belgium, Canada, England, France, Germany, Holland, Italy, Norway, Republic of Panama, South Africa, Sweden and Switzerland!

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EDITORIAL

On December 31, 1986, millions of people around the planet in at least 77 countries paused at noon Greenwich mean time to think about, meditate, pray for, and visualize peace in our world. This event was known by many names, among them: Planetary Commission, World Healing Meditation and the World Instant of Cooperation. People of all faiths, creeds and nationalities suspended their thoughts of conflict, separation and fear to participate in one great simultaneous worldwide hour of alignment for peace. They were joined by hundreds of millions of people who, while not directly participating, added power to the event by their interest and general support. This great alignment began the healing of our planet and the shift of mass consciousness from fear and separation to love and unity. It was an extraordinary experiment whose momentum continues!

Once again on December 31st, citizens of the world are being invited to join in this powerful alignment for peace. Through additional networking and media support, the goal has grown to have representation in at least 125 countries AND the vision has expanded. December 31st is now a pivotal point not just for the hour of connection but for actions that foster world peace.



WORLD PEACE DAY, known to many as World Healing Day, is an opportunity for us to express ourselves fully. It is a time to discover what is needed in our families, neighborhoods, and communities to create a better world. Some will begin projects now, with major milestones targeted for December 31st; others will initiate their projects on that day. World Peace Day is a day for committments, projects, prayers, celebrations, breakthroughs, awards, ceremonies and gatherings to celebrate our oneness. ***Every person is encouraged to participate in the hour of prayer and meditation at noon Greenwich mean time and then to choose additional peaceful ways in which to fully express our creativity and demonstrate our deep desire for peace.***

We invite you to express yourself in whatever ways you choose. Initiate a project or event; or discover what is going on in your area for WORLD PEACE DAY and contribute your own expertise and financial support to the preparations. Urge your friends and groups in which you are involved to participate. Most importantly, help it happen by continually creating within yourself the sense of peace and harmony that you desire for our world. You make the difference!

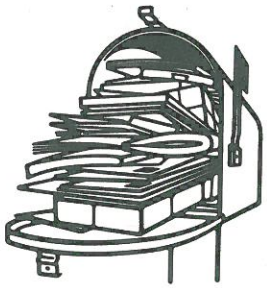
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For time conversion in your locale, refer to chart on page 28.

ALIGNMENT FOR PEACE

RAPPERS WRITE . . .

Rapping with the *RAPPORTER*



REFRAMING "NEGATIVE" EMOTIONS

Dear RAPPORTER,

I have just completed reading the "Passages" issue from Spring, 1987, and thoroughly enjoyed my morning doing so. I feel enlightened, informed, challenged, inspired and motivated to respond to a mismatch I experienced while reading the Time Line Therapy article by Tad James.

The concept of "negative emotions," such as guilt, fear, anger, are now framed for me as useful and important signals with functions too valuable to ignore. I learned this concept and the significance of it in my Master NLP training and have appreciated it as a powerful tool, both for myself and for my clients. To consider these emotions as useless and worth nothing is to lose them as the outstanding gems of resources that they can be.

The reframed concept was this: that every emotion is a signal and has a functional attribute by which we can make use of it.

As an example:

ANGER has a functional attribute of noticing that my standards have been violated. (People who don't ever get angry have no standards to violate?) Using that as a point of departure, I then suggest that it is appropriate to consider how someone would do such a thing (as in Behind the Scenes).

1) Perhaps they don't know *my standards, in which case it is up to me to inform them.*

2) Perhaps they don't care to know, *in which case I can predict further violations.*

3) Perhaps they know and don't care, *in which case it may be malicious intent. What is that about?*

4) Perhaps they know but their own standards are in conflict *with mine, in which case I can respect (or not) their integrity.*

5) Perhaps (if I am angry at myself) I have violated my own standards, in which case it is an opportunity to learn how that happened and decide how to prevent it in the future.

Anger is too rich an experience and too empowering to consider doing away with it.

Other rich and useful emotions include the following:

GUILT is the signal we get when we have violated someone's standards, which may include our own. (People who experience no guilt don't care about other's standards? Sociopaths?)

As a result of paying attention we have a chance to decide if we share *the standards. If so, when possible make amends and determine how to change the behavior. AND THEN MOVE ON.*

If we don't share *the standards, does adapting our behavior violate our own sense of appropriateness? If not, we can choose to go along with it next time.*

If we are unable to share or adapt *we must remain true to our own sense of rightness, communicate that to the other person, and let it go. Recognize that the signal, guilt, has been noticed, evaluated and dismissed as not applicable.*

Fear is a signal that we need some kind of protection.

Anxiety lets us know that significant information about our future is missing.

ENRICHING & EMPOWERING

What also evolved from this idea was a structure for dealing with stress in a productive way. The emotions as signals are the first call *for attention. The fact that many people under stress deny, repress, or ignore their emotions means that the call will be regarded as unimportant.*

The second call *is physical: aches, pains, colds, minor disturbances; or emotional: depression, irritability, easily provoked to tears, forgetfulness; symptoms which are often ignored as well.*

The third call *is more attention getting: back vertebrae herniate, an ulcer forms, migraines, severe "accidents" occur. Taking this to its logical conclusion, it is easy to see how disabling it is to ignore those important early warnings.*

We encourage full attention to these signals and by utilizing the functions of them make them incredibly useful as a steering device through the ongoing challenges that life presents.

Please let me add that I find the Time Line concept a valuable one. I congratulate Tad James on his work and am grateful for his sharing it.

Thanks for the fine magazine.

– Marilyn Manning, Partner
NLP Institute of Houston

Dear Marilyn,

Thank you for sharing this valuable information with all of us, presenting it in such a concise, enlightening and usable way. A most refreshing reframing of "negative" emotions into positive light; knowledge well steeped in wisdom. A new handle for all those red flags and blinking lights some of us see when looking down on our time lines!

***

FRONT STEP CHANGE WORK

Dear RAPPORTER,

I just subscribed with the "Emergence" issue. I liked it so well that I ordered and received the four earlier issues. Your publication is very good in that it is broad spectrum-enough to be useful and interesting to anyone involved in anything remotely resembling NLP and at any skill level.

Here in southern Oklahoma we are in a sort of desert insofar as anything so bizarre as NLP is concerned. People here have probably as many hang-ups as anywhere else but they seem to believe they should stay that way. They are profoundly impressed and grateful for a piece of change work. Word of mouth is getting around. I did one recently on a delivery man while standing on my front steps. He had undergone brain surgery seven months before which wiped his slate clean, at the outset. Gradually, much of his ability returned but he still had no recent memory – couldn't remember names, shopping lists, etc. Very frustrating. Professional advice was that he might eventually, partially or never improve. He had a grocery shopping list with seven items on it which I had him look at and place in the AR accessing quadrant. He could then recite the list. I suggested he could put people's faces with names on them the same way or just say the name with his eyes in AR. He went on his way. Several days later he reported he could still recite the shopping list and was regularly using the technique. He was using the AR method for names. I have seen him several times since and he is very pleased with himself. I'm getting a lot of word of mouth from him. I'm not ready to call it a restoration of memory in that he seems to have to consciously install the material but it works for him where nothing worked before and has given him some relief from frustration and hope for further recovery.

Keep up the good work.

– R.H. McCrory, Ardmore, Oklahoma
Master Practitioner (NLP of Colorado)

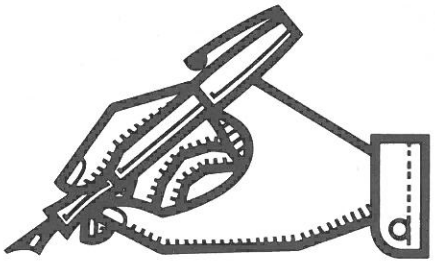
WHERE NOTHING WORKED BEFORE

Dear R.H.,

Welcome and thanks for the confirmation. The RAPPORTER owes its existence to the fact that nothing like it was around for the grass roots factions in Podunk or Panama. We are now filling needs with continuing news and current developments in the field from Alaska to Puerto Rico, Holland to Australia. You, too, keep up the good (change) work, we loved your vignette. Thanks for networking!

***

The success of this publication as a networking vehicle for your ideas and services depends totally on you, our readers. We encourage you to become involved: submit your stories and articles for publication, let others know how you are utilizing your new age human performance technologies, how your life has changed/is changing, what's going on in your part of the world.



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FEATURED GROUP



SOUTHERN CALIFORNIA CENTER FOR NLP

A Rapp with
PHILIP AND NORMA BARRETTA

Rapporter: You're known throughout the community not only as a dynamic duo who offer up your extra-special gifts lavished in the love that flows from you both, but also as pioneer trailblazers who now pave roads. Could you give us some history?

Phil: We brought a "traditional" psychotherapeutic background – Freudian, Gestalt, Existential, hypnotherapy – to the field of NLP. It was in 1977 that we gave our first hypnosis trainings. We began our association with John Grinder in the mid-seventies and continue to work with Grinder, DeLozier & Associates as part of the core trainer group. In 1979 we held the first NLP in Hypnosis workshop for John Grinder in San Diego, the same year we opened the Center. In addition to our private practice in psychotherapy, specializing in Ericksonian Hypnotherapy, Neurolinguistic Programming and uncommon therapeutic intervention techniques, we've been international consultants, trainers and seminar leaders in the psychotherapeutic applications of hypnosis and NLP since 1975.

Rapporter: How did you actually get started with NLP and hypnosis?

Norma: About ten years ago, Stephen Lankton and I were participants in a workshop given by John Grinder. Also present was a young woman who wanted to be able to read better and John gave us instructions on what to do. That was the first time I did a double induction. I came home and told Phil that I had figured out what we were going to be doing for a large portion of the rest of our lives! So I taught Phil and then we went to visit Dr. Erickson for the very first time. We saw that by shifting his head and his voice, he was doing double induction work all by himself.

Phil: Erickson had read some transcripts that showed that when he talked on one side he was telling one story and when he talked on the other side, he was telling another story. The two together were still another story. It was unbelievable! We saw that and thought that the two of us would be able to do the same thing. And that's what happened: on one side Norma's talk turns into a metaphor and I, on the other side, will be very analytical and very conscious-minded. We searched to find out how to orient it, so we are talking in the right ear, or I should say, proper ear.

Norma: So, it's kind of fun to do that because what happens is that you get what we call dual communication. So if I say something and Phil says something and you listen to what we're saying, sometimes you hear both of us at the same time and sometimes you hear us separately. Even when we are talking at the same time, when you center yourself you can hear every single thing that is said. There is an integration that occurs.

Phil: You can do a double induction. What really takes place is you just blow all the old circuits and have to make a new one in order to deal with this. We even did a triple induction at the First Congress of NLP in Michigan.

Norma: It was the very first time that a whole bunch of NLPers from all over the country got together and we were two of the fourteen presenters.

Phil: John Grinder and Richard Bandler and Leslie Cameron-Bandler were all presenting.

Norma: John suggested that we do the double induction as a demonstration at the tail end of our workshop. So I did one piece and everybody went into trance. That was a very exciting moment if you are into history because it was early on.

Rapporter: So you have been doing the double inductions for ten years?

Norma: Well, we were doing hypnotic work for at least fifteen years and just got into the refinement of using other approaches after we met John and Richard.

Rapporter: Could we hear more about Milton Erickson? How did you first meet him?

Norma: John Grinder said to us, "You guys are a natural. You have to meet the old man. He's gonna love you," and arranged for us to meet Dr. Erickson in Phoenix. This was an incredible experience. There were four of us: Phil and I and two physicians and one more person who was there as a patient who years later showed up in our office as a student of ours and when we put two and two together we realized she was the demonstration in the green chair. That was really exciting! We stayed for a whole week that first time and it was just absolutely an incredible experience. So then we went quite often and we were supposed to go the week after he died. It was like losing a family member. I made up a wonderful birthday card for him. The cover had a caption that said, "I never metaphor I didn't like." It was really great.

Phil: He said he constantly referred back to the creativity part of this particular card. He was a beautiful man, there was no question about it. Once when I was visiting there my wallet dropped out of my jacket unbeknownst to me. I was at the airport for my return flight home and he paged me. He said, "Do you have your wallet?" I said, "No, I don't." He said, "Well, it's here. I will send it to you." He sent it to me with a little handwritten note on his prescription pad that said, "Shakespeare said a man's wallet is his trash. I have enough trash of my own, here's yours."

Norma: Another time we were in the house. He said, "If I gave you an amethyst would you promise to have it made into

DUAL COMMUNICATORS

BLOW THE OLD CIRCUITS

a ring and wear it everyday?" Well, by then I knew how tricky he was so I looked at him and said, "Well, Dr. Erickson, that depends." He said, "On what?" I said, "Well, on a lot of things." But he persisted and he went on and on. Finally I said, "Well, okay, I promise I'll have it made into a ring and I'll wear it at least a portion of every day. How is that?" He said, "Fine." He pointed and said, "There it is, you can have it." Afterwards he said, "Most people would have immediately said yes and I like the way you play with me." So I said, "I like the way you play with me!" He was such a delightfully creative man, full of humor.

Phil: He enjoyed his ironstone because ironstone is so very heavy and he'd send somebody to pick up the little piece of it he had and bring it to him and then he'd say, "Remember, everything is not as it seems."

Norma: Everything was a lesson.

John Grinder had told us that when we went to see Erickson we should formulate some very specific questions asking for what we wanted. So the first time around I asked for something and definitely got it, because it was a change in how I did my work. Then the next time we went, Phil asked for something and we happened to be there with a large group of New Yorkers and one of the young women was very attractive and she sat close to us. It was pretty crowded. So we were sitting quite close, and Phil decides....

Phil: ....I noticed she was making different foot motions for yes, no and maybe. So I was "playing" with her for five or ten minutes – pacing her foot with my hand.

Norma: While Phil was involved with that, I suddenly noticed that Dr. Erickson had given me a signal. I was very aware that he was signaling somehow. I don't know whether it was hand motion or a head motion, but the next thing I knew my hand was moving toward Phil's knee and on cue from Erickson I'm anchoring Phil. Then everytime I would touch Phil, I would get a little head nod from Erickson and my hand would lift off and there's my hand suspended in space! Then I started listening to the story and I realized it was the metaphor that's delivered in the story. That was the first time that I went into a really deep trance. You could have done surgery, anywhere! I would have been able to watch it and have been fully present without feeling the sensation. As Erickson put it, I was "a bodiless mind floating in space." Then, when I thought the trance was over, there's this hand coming up all by itself and I am watching it absolutely fascinated, trying to figure out when he gave the embedded command for hand levitation.

Afterwards, back at the hotel, I asked Phil if he knew I was touching him and he didn't – he didn't remember the story! We listen to the tape of that session every now and then and whenever Phil listens to it he goes into a trance so he's never gotten the whole gist of the story! No matter how many times we listen to that tape, we still can't find out how Erickson did it. The command had to be so deeply embedded or it was a visual one or the words were separated and the unconscious put it together and there goes this really fantastic arm levitation. A really deep, deep, trance – surgical preparation. There's nothing like experiencing it for yourself and then being able to do that to someone else. That's why I get excited about doing medical work.

As an example, one of our clients has just had cancer surgery and is undergoing chemotherapy and comes in an hour before her chemotherapy each time so she is fully prepared each time. She has absolutely no nausea, she is keeping her hair, she has no side effects of the chemotherapy and she is making a remarkable recovery. Looks, sounds and feels better than he she had. She considers that the cancer is a learning experience for her.

Phil: She picked a new lifestyle. The idea of being able to go through chemotherapy without the nausea and all the other side effects is a simple embedded command within the induction. They will feel slightly hungry.

THE WAY YOU PLAY

Norma: You can't feel hungry and nauseous at the same time. So her appetite is beautiful. Lots of times chemotherapy patients lose weight because they can't eat. She is eating and feeling exceptionally well and recovering.

Phil: All we have to do is push the right button to get that stuff to work. If we present the verbalization that will fit the patient's purpose and teach the patient to use the pharmacy that he has between his ears, just about anything is possible.

Norma: You will love the metaphor that we use for chemotherapy. About 30 years ago Phil and I bought a house that sat on a third of an acre and the whole back part of the house was supposed to be lawn. When we were buying it I didn't pay much mind to the whole property. I was more concerned with the house itself. Well, after we moved in, I took a look at that back lawn and it was a mess of weeds and it was huge. I thought, "We will never, ever get rid of those weeds – the weeds have taken over. At this point, the yard's a total loss." And, of course, we didn't have the money to replace the lawn.

Phil: I said, "Kellogg put outs a weed killing process where you feed the lawn and you get rid of all the weeds."

Norma: I said, "Come on, Phil. You have to be kidding!"

Phil: "The lawn comes up healthy and strong."

Norma: "You're telling me that it will kill off the weeds and get rid of the weeds and maintain and strengthen the healthy lawn?"

Phil: "It happens every time."

Norma: Weed-B-Gon. Well, of course, he went out and bought Weed-B-Gon, spread it over the lawn and, lo and behold, in a few weeks the weeds were indeed gone.

Phil: Brown, dried up, disappeared.

Norma: They just kind of resorbed. And the lawn began to turn green and healthy and filled in all those bare spots. By the time spring rolled around the following year that lawn was just gorgeous!

Of course, that has a really good connotation with chemotherapy. That's our metaphor. We share it because it's beautiful and it happens also to be a true story. We actually cleaned that back yard with the Weed-B-Gon.

Rapporter: Metaphors are amazing.

Norma: We've been in the process of writing a book on metaphors for over five years now. I'm stuck on the explanation of "how-to" because we wanted it to be a how-to book. How to do metaphors. What I have discovered is that it's impossible to make a cookbook-type approach to this because so much is dependent on the feedback which you are going to get every moment in time. And I have given up that idea of trying to explain how to do a metaphor or explain how to construct or how to deliver the metaphor. I think that has to be done with each individual patient.

I use the metaphor of the Pennsylvania-type blue fieldstone drywall fences. I don't know if you have ever seen one of those or not, but they are constructed totally without mortar. They are made with the fieldstone that is on the site. Each one is different. They are fitted together so beautifully that they will last for generations without mortar. And that's the way metaphors are, they have to be constructed with the material that is on the site. So we changed the format of the book. It will be a case book of metaphors – just a description of the case and the metaphors that had positive effects. I have given up the idea of trying to explain how to do it. People who want to learn how to do it will have to come and take a metaphor workshop and experience it with actual patients.

In our medical workshops for the past three years we've had patients who have come in and served as volunteers for the group to use for purposes of learning. The group actually takes the case, gathers the information and constructs a metaphor right there and then delivers the metaphor and calibrates the effect that it has.

PHARMACY BETWEEN YOUR EARS

I want to finish that book. I really feel like we have a huge, huge mission to accomplish and I think the book will give a lot of wonderful examples, cases and metaphors that have been helpful. I think the metaphors that we have developed are delightful and I want to share them. I want to teach, in fact, I want to teach until I'm 106 years old and my wonderful fantasy is that people will come from all over the world and spend a few days with us because eventually I don't want to travel as much as we travel. I've been a teacher since 1950 when, as a substitute teacher at the University of North Carolina, I discovered this was what I was born to do. So I want to keep teaching and doing therapy because I think that helps with the teaching and I think the teaching helps with the therapy. That's where I'm headed. I have this wonderful partner who has a golden tongue and a golden way with words. I use the metaphor of the silver spool of thread, that it replenishes itself with every experience we have. I think that Phil is made of solid gold. He is a wizard with finding multiple meanings in words.

Rapporter: So your main focus then seems to be in hypnosis and double inductions?

Norma: A lot of it. I wouldn't say the main focus, but a lot of it. We get a lot of realistic-type work. Once we discovered the model, it just seemed like everything else was almost obsolete. The background that we have is really helpful and the NLP has really streamlined it. The NLP skills are what helps this happen. It really takes a lot of the overlay of resistance and delay out of the picture so that a person is able to see clearly and much more quickly and to be able to tell themselves, "I can change how I feel."

Phil: I was working with a young man in a pretty traumatic divorce situation and after four sessions he said he couldn't believe how dissociated from that situation he was. He told me that he'd just had a date with a girl who has been divorced for a year and he's as far along after four sessions as she is in one year's time. As a result, he wants to take NLP training.

Norma: He was a basket case – in the depths of depression when he came in here – and in four sessions he was able to face life from a different perspective.

Rapporter: And what methods did you use?

Phil: Hypnosis, reframe, dissociative processes to deal with the trauma and distance.

Norma: We take what we call a Meta position and see what is going on in the person's life. John Grinder has just come up with this concept that it's wonderful looking at whatever you are concerned with from three positions. First position being inside yourself, second position stepping in the other person's shoes and third position Meta, watching the interaction. And, of course, getting a totally different perception, a different perspective on what is actually happening. So that's powerful.

Phil: It's applicable to most any level of operation. You can take it down to basic NLP skills to see how it fits in in terms of reframing, in terms of anchoring, all the processes that go on, all of this fits into the same thing.

Norma: Taking first, second and third positions really opens up the possibility of new choice.

Phil: And circuitry. How we do what we do seems to be another facet of this.

Norma: Exercising a certain set of circuits and if we're stuck and it's unsatisfactory – our lives aren't working – the only way that you're going to do the change is to interrupt the circuitry and get a new set of circuits working – to see the pattern interrupt and then tap into some new circuits to get a shift in perception, a shift in behavior and, of course, a shift in feelings.

So when we find a person making the same error, obviously they are looping and by now it's locked into the physiology. They know they are going to make the same mistake, so one of the first things we do is shift the physiology. Take a different position, especially when you come to that piece, step aside and really see it so that you can notice where the mistake is. Shift the physiology and break the loop. A complete shift. We're finding that for people who have difficulty reading this is a

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marvelous exercise to force the circuits into a physiological association. We also have them raise the opposite leg and get that cross lateral movement which is so essential to learning how to read without difficulty. That's just a little extra bonus.

Rapporter: That also allows for integration to occur quicker.

Norma: Absolutely. Physical activity is used as an integrative concept.

Rapporter: I have heard from a number of different places that real high visual people are the easiest to work with for rapid change. I would like to know if that is true.

Norma: My best guess is that's probably true because it is very easy to do changes with someone who is highly visual because they respond and they also create visual images which is extremely useful when we want to do rapid changes.

Rapporter: Submodality changes.

Norma: That is nice, but it is not 100% the case. It is a learning experience. I think that therapy is a teaching process anyway. When you are doing good therapy you are teaching that person to respond differently. I think if you are using the linguistic talents, using the meta model as a really good teaching device is extremely important. You have a therapeutic session where you begin to challenge the linguistic violations and you begin to see changes very rapidly and help the person use different linguistic patterns in order to cope with how they feel. That's fine, so there is a lot of training that goes before the changes occur.

There's also another factor. Unless you have an appreciation of the psychodynamic that's operating for that individual and you have some idea of the family structure that the individual is returning to, there is no way that you are going to have an effective, lasting change unless that person isolates himself from the family setting because of the years and years of reinforcement.

You'd better have an idea of the family dynamic operating in that person's real-life world. I think what happens is a lot of folks go through the training and think they will become instant therapists. That is not our intent and we make that very clear in our trainings. You are going to have a set of skills that will help you communicate better. There will be times when you use those skills very effectively and that's wonderful. But, remember, you must have some background before you can go out and experience this. You have to have the training and the experience to be able to apply these skills of psychotherapy. I want to emphasize that.

I like to think of myself as being probably the oldest of the trainers throughout the world. So I have a lot of experience. I have what I call the typical credentials. I have three degrees from three universities and I have trainings that have been incredibly, profoundly basic. I moved on to Gestalt. I went through USC and their humanistic programs and have studied with a lot of very well-known practitioners. I have a real rich background. I have had a lot of post graduate work. Phil has such a good time in life that he doesn't want to take time to write a dissertation. So he packed the gear without the credential that identifies him as a doctor of philosophy. I tend to be more of a scholar. Phil's the doer, he's the dynamic. I love to study and I like the academic part of it so I want to spend a great deal of time building on that experience. In fact, I teach. It's my favorite thing to do. Right now I have just gotten one student through her dissertation. Her piece of research has to do with self esteem in NLP. The folks in her study that went through the 22-day practitioner program do indeed test out as having a significant increase in self esteem at the conclusion of the program. So we can make some general assumptions that NLP has an effect on self esteem. This is a clean piece of research. This is my third one, third dissertation completion with an NLP base. The first one was on using NLP approaches to quitting smoking. The next one was on NLP and success. And now this one. So my academic forte has produced three dissertations.

ACTIVITY INTEGRATES CHANGE

Phil: We do more than just therapy. We also do education with businesses.

Norma: We do a lot of in-house training for a group of companies that have gotten to know us. That's not our favorite thing, but it's okay to do that. I think our favorite things are medical application and teaching. We just finished a workshop for the Utah Society of Clinical Hypnosis this past weekend for a lot of therapists who just ate up the concept. Many of them are practitioners, so most of our emphasis was on application: "Now that you've got these skills, what do you do with them when you're sitting in front of a patient?" We did a lot of activity centered around applying the skills to a specific kind of field.

Rapporter: You are doing something that may be unique in NLP and that's having the credentialing that is approved by the State of California.

Norma: Yes. We also have an affiliation with two universities that grant graduate degrees with high emphasis on NLP. I don't think anybody else is doing that. So, all of our seminars count for credit. We also give extension units through a local college which are accepted by most educational facilities. On alternate Wednesdays we meet for several hours at the Center and actually hold a university class. I have a lot of drop-ins. For instance, I have two physicians who drop in because they want to keep their skills current. One is a pediatrician and one is an emergency physician. Sometimes I have a couple of practicing psychologists drop in, so our students get the benefit of their experience. We often have visitors from far away. People from as far away as Brazil, Australia and Canada who have heard about our program and are in the area will come and sit in our class. Occasionally we get someone who knows about the work we do and they contract with us to spend a week here and they actually live at the Center.

For example, we had a medical missionary, a Jesuit priest, who met us in Italy during one of the programs there and he got so fascinated by the kind of work we do that he came and spent a week and he took our metaphor workshop. He had a wonderful time learning the techniques, then he returned to the mission in Brazil, taking those skills with him.

Rapporter: In addition to operating the Southern California Center for NLP, what else do you do?

Norma: Well, we travel a great deal.

Phil: Actually we established the first NLP certification program in Italy which is still going on and we are now associated with a group called Systems in Milan. We are getting that developed in terms of spreading the word.

Norma: This past year we trained a group of physicians, psychiatrists, social workers, psychologists and administrators who work for the Department of – they call it Sanitation, but it really means mental health – in the northeast section of Italy. The Italian government paid for the training.

Phil: Probably one of the first times a government has paid for NLP training.

Norma: A foreign government financed the cost of training the staff and we had remarkable results. Just high enthusiasm! These are people who work with alcoholic families, drug addicts and pretty heavy-duty type mental disturbances. By the third session they were all reporting that they were getting results such as they had not seen in the past.

Phil: In Italy, most of the people we have trained there – and we have been training there since 1980 – have been psychiatrists, physicians and psychologists as the primary source; Ph.D. levels. One of the reasons that had to happen is because in 1980 the Italian government closed down all the mental institutions. And when they closed the mental institutions, the people were back out on the street. The psychiatrists were not trained

SPREADING THE WORD

to do therapy, they were trained to medicate. Suddenly they had to get licensure to do therapy and that's when we got our first influx of all the psychiatrists.

Norma: That first program was mostly comprised of physicians who needed to have some certification to show that they were capable of doing therapy with a patient. The timing was perfect.

Phil: Now what they've done is to say that the training must come from a university; however, there's still a wide spread of people who have heard of NLP and want to move with it.

Norma: We do a training in Italy about every eighteen months or so. The reception is different there – first off, the concept of therapy is very new to the Italians. They are resistant – "You don't share your problems with a stranger." So the people who do seek after therapy are few. Not that there is any less of a need, rather, they just don't recognize it as being acceptable. And the other thing is that they don't like large groups. They feel like they have been cheated. A seminar or a training to them is most attractive when they get a lot of individual attention. Phil and I get away with it because there are two of us. So we are most successful with larger groups because we can kind of divide the two of us and give a lot of individual attention. Grinder, DeLozier has a set, firm policy that there has to be at least three trainers to get the requisite variety and the various styles of training, so we always have somebody else there. The first year we had Michael Grinder and Thomas Grinder. The second year we had Laura Ewing. Next time we will have Charlotte Bretto and we always have an additional trainer on hand to help us out with the training. It's slowly spreading and more and more people are learning about it and using the techniques and finding themselves more effective. So, we are making inroads.

We also have a center now in Norway and they are doing a very good job. They have a variety of trainers coming in to their program each year. I know that there are centers in Germany, also in France and England. I don't know about Spain. I know there is one in Belgium, one in Holland and in Denmark. We now have a GDA center in Australia and one in Canada. It is my firm belief that we do have a mission, that this truly can change a lot of negative perceptions that we have about the world. I am glad to be part of it.

Rapporter: We now have subscribers in all the countries you mentioned, less Spain and Denmark, so thank you for the inroads! We, too, are glad to be a part of it.

Norma: I am delighted with what I see in the *RAPPORTER*, incidentally.

Rapporter: Thank you very much.

Norma: Very, very much so. In terms of NLP and I wish you all the best of luck. I suspect that if you keep on doing as well as you have been doing you are going to succeed. I hope you do because we certainly need some sort of a gathering place for all this good information. I don't think any other resources are doing as well as you're doing.

Rapporter: Thank you very, very much! Bless you.

***

Norma Barretta, Ph.D and Philip Barretta, M.A., M.F.C.C., have between them over 40 years of professional experience in the science of helping others to help themselves. They offer unique training opportunities in a wide range of classes, seminars and workshop experiences. Professional, individual and family counseling are available. The Barrettas are licensed psychotherapists and certified trainers of NLP, holding the personal endorsement of NLP's co-developer, John Grinder. They are internationally acclaimed as two of the most effective and elegant Neurolinguistic Programmers and trainers, whose irrepressible good humor make the learning process both joyful and inspirational. Contact them through the Southern California Center for NLP (SCC/NLP), 929 Barhugh Place, San Pedro, CA 90731, 213-833-4234. ■

WE DO HAVE A MISSION

Notes from the Editor's Desk

The Barrettas – An Encore

We had such a wealth of wonderful material as a result of our conversation with the Barrettas that we decided to excerpt from the interview an exciting section on medical metaphors that will be presented in our next issue. You won't want to miss these unique medical case histories by the masters of metaphor!

Welcome Aboard, "Uncle" Wyatt!

We are very pleased to welcome the addition of a new Regular Feature, Wyatt Woodsmall's column "Beyond Self Awareness℠," wherein the Abstract ideas of NLP, personal growth and evolution are coupled with Specific spiritual exercises using NLP techniques. (Yes, Tad, we *do* read what we print!)

More New Stuff ....

This issue also marks the beginning of a new section, **Postscript**, for late-breaking news, event updates – all the last-minute bits of info that cross our desk too late to send to the typesetter. We'll produce it in-house using "Betsy," our valued co-worker (sometimes known as a computer!), so if the deadline has passed and you still want to see your news, letter, article or ad in print, this section is for you!

And for our readers around the world, Eric Robbie has promised us an **International News Section** *if* he receives submissions from our foreign readers. If you'd like to share what NLPers are doing in your part of the world with the rest of us, let Eric know by writing him at: 22 Upper Tooting Park, London SW17 7SR England.

Whatever Happened to ....?

NLP in Health – Dr. Rogers' column, along with his computer, printer, copy machine, etc., disappeared beneath the waves when his office flooded. He promises his column will contain an exciting surprise in the next issue!

NLP in Spirituality – For those of you waiting for the second part of Richard Greene's series on "The Process of Personal Growth," Richard called to say he'd been traveling overseas and didn't have time to prepare his column for this issue. He, too, promised he'd be back with an article for our next issue.

Miscellaneous Stuff

Do you want us to reinstate our Natural Cooking column? If it's been of value to you, let us know!

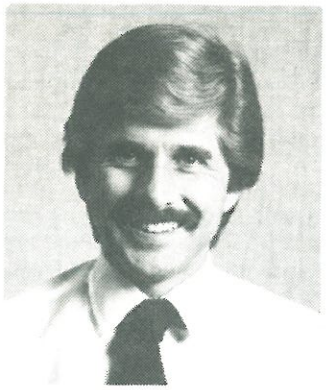
Welcome to the "new kid on the block," *Anchor Point*, another source of NLP info. (Others that we know of are *The NLP Connection*, the NANLP newsletter published quarterly and *V.A.K.*, which publishes sporadically.) Let's all spread the word – the more the merrier!!

Foreign Subscribers

To those of you who have requested air mail service: to send your copies air mail costs us a minimum of $2.40 U.S. in postage costs alone (depending on the size of the issue, which effects the weight). All foreign subscriptions are sent via surface mail unless we receive an additional $25 in U.S. funds (money order) per subscription. Sorry, folks, we just can't absorb the extra postage!

THE FUTURE BEGINS NOW

NLP IN BUSINESS



TAD JAMES

Founder and Chairman of PROFITABILITY CONSULTING

THE HIERARCHY OF IDEAS

Right now, I'd like you to stop for a moment and consider that in the entire range of your thinking process, as you think, your thinking moves through various levels of strata from Ambiguous to Specific ideas. Each idea, besides having a different content, is different from the other in its specificity or ambiguity. If you were to consider, for example, the idea of cars. Take cars as a notion – what an idea!

For want of a better term, let's call moving from Specific to Abstract, "chunking up," and moving from Abstract to Specific, "chunking down." If you take any idea in the universe, you can become either more specific about it or more abstract about it. So with the notion of cars, in order for me to get more concrete or more specific – in order for me to chunk down from cars – I will have to talk about classes and categories of cars *or* parts of cars. At some point in the Hierarchy of Ideas, moving from Abstract to Specifics, as I move from Abstract to Specific, I have to talk about classes and categories *or* parts.

If I were to chunk down from cars into classes and categories, I'd talk about BMWs or Pontiacs or Porsches – any kind (class, category) of car. If I were going to chunk down from Pontiac, I'd probably talk about the Pontiac Fiero, and if there were kinds of Fieros we'd probably talk about a GT. Notice that each level down gets more specific and the number of units in the category is smaller.

Let's chunk up to cars, now and look at the other way of chunking down. This time we're going to have to talk about parts of cars. So, if I wanted to talk about parts of cars, I'd talk about doors, fenders, wheels, or antennas. Then, chunking down from wheels, hub caps and, since these are parts, parts that are smaller than hub caps are lug nuts. So we are looking at smaller parts or parts that are parts of the other. So at some point in the Hierarchy of Ideas if you're chunking down, you will have to decide if you want to talk about classes and categories *or* parts.

Let's chunk up from cars, now and move in the direction of abstraction for a moment. If I wanted to talk about something more abstract than cars, I would ask myself the question, "What are cars an example of?" And of course, I'd come to the answer, "Transportation." Do you notice something about what kind of word "transportation" is? That's true, you can't put it in a wheelbarrow. Now, cars you can put in a wheelbarrow. I guess you'd have to have a LARGE wheelbarrow, but if you did you could put a car in there. Notice that no matter how large the wheelbarrow is, you can't put "transportation" in there.

So chunking up from cars we come to a word which is a function or process word, where the process has been turned into a noun. A process word turned into a noun is a nominalization. A nominalization is any noun that you cannot put into a wheelbarrow because of its abstraction. What's transportation an example of? Movement. In order to move, you must first exist.

Now, why worry about the Hierarchy of Ideas in the first place? Well, the answer is that we all communicate every single day, we all communicate with each other on a daily basis and in the process of communicating, some of us communicate more abstractly and some of us communicate more specifically and if you're not speaking the same language as the other person then there's no communication. We *think* we're communicating when we say something like, "We've got to increase our communication!" And whoever you are talking to probably think they know what you are saying.

In other words, if you're too ambiguous with a concrete person, they're going to think you're talking fluff, that you never get to the point, that you're pie in the sky and that you don't communicate because you don't have your feet on the ground. Whereas, if you're talking too specifically for somebody who prefers the big picture or is abstract or ambiguous, they're going to think you've got too many details, that you're boring them with the details. They may "check out" on you, because you didn't give them the big picture and they're going to be turned off by the mountain of information that you have thrown at them.

So it's important in communication to be matching the type of thought processes that are going on in the person to whom you are talking. That is, you want to be matching that person's level of thinking in the range of Specific to Ambiguous.

If you were to look at the notion of the Hierarchy of Ideas, how would you move from Abstract to Specific? How would you chunk down? One thing you can ask yourself in your own mind is, "What are examples of this?" Let's go back to the notion of cars. Now, what are examples of cars? Pontiacs. What are examples of Pontiacs? Fieros. What are examples of Fieros? GTs.

The question, "What are examples of this?" doesn't always work so there is another question, "What specifically?" (The entire Meta Model, see *Structure of Magic I and II* by Richard Bandler and John Grinder, is a tool designed for chunking down and if you want to become a master of chunking, then learn the Meta Model.)

One of the problems that occurs often in business and/or in communication is that the person doing the communicating is chunking at a more Abstract (or Specific) level than the person who is receiving the communication. Another reason this doesn't work is that if I begin to talk to you in phrases that are ambiguous, then you need to go inside and make up the rest of what I am saying. So, for example, if one of your workers comes up to you and says, "I'm sad," what do you say? You say, "Oh yeah, I really understand." Are you kidding? Understand what? You understand the word sadness? But you don't understand. Because in order for you to know, you have to go inside and make up the meaning for the word sad. "About what?" is the question I would ask. "About what, specifically?"

One of the other problems that occurs in communication is that people often fail to chunk up. Now, you might wonder. What's the purpose for becoming more Ambiguous? Let me just suggest, that in the process of communicating – in the process of determining the importance of information – a very valuable question is the question of checking the bigger picture. When I train people in communicating, I also like to train them in the meaning of communication; I like to train them in the meaning of some of the things that they're doing. So, for example, in a lot of cases, it's very important to ask the question, "For what purpose?"

And, by the way, if you want to go in and heat things up in an organization, start asking "For what purpose?" In an organization, the purpose of any lesser structure is to serve the greater

LOOK AT THE OTHER WAY

DETERMINE THE IMPORTANCE

structure. The purpose of any part of an organization is to serve the greater whole of the organization. Similarly, the purpose of any class, category or piece of an organization is to serve the class, category or piece of the organization right above it. For example, the purpose of wheels is to serve the car. Wheels serve the car by getting it from place to place. But what happens from time to time in organizations is the parts of the organization forget what their purposes are. They forget what their purposes are and they begin to create purposes on their own, which doesn't necessarily serve the organization. It's as if the wheels defined a new way to roll: "Don't bother me now, I'm on a new roll," as if they took on a life of their own. When dealing with organizations, I'd like to suggest that you might want to keep in mind that the purpose of any lesser part of an organization is to serve the greater part of the organization. So any time that you have a question about parts of your organization, I would suggest that you ask yourself the question "For what purpose?" "What is the purpose in my doing this?" "What is the purpose in this communication?"

The only way to find out if (or how) a lesser structure serves a greater structure is by the lesser structure asking, "What is the purpose...?" or "For what purpose am I doing this?" And that's the issue of chunking.

The first question then becomes how do you recognize abstraction or ambiguity in people who are communicating with you and in yourself? How do you then turn around and help others in moving from Ambiguous to Specific? The second question is, how do you recognize specificity and how do you assist people in moving from Specific to Ambiguous?

The way you help people in moving from Specific to Ambiguous is to ask yourself the questions: "What is this an example of?" "For what purpose?" or "What's important to you about this?" Returning to the Hierarchy of Ideas as an example, cars are for what purpose? Transportation. What is transportation an example of? Movement. What is movement an example of? Ultimately it requires existence.

The Hierarchy of Ideas is also helpful in negotiation and mediation, which we won't even be able to begin to cover here (but which we will cover in a later column). By the way, there are many NLP techniques to help you in negotiation and mediation, which we teach people in specific mediation and negotiation techniques in our training. If there are any two disagreeing parts or people or pieces of an organization or ideas that disagree with each other – any two warring factions, as it were – if you chunk up by asking, "For what purpose?" enough times, you will ultimately end in agreement, as long as you're willing to go as far as "existence."

Regarding the issue of value and power, there's more power and more value in an Abstract idea than in a Specific idea, because the more Abstract idea controls the more Specific idea. It controls the Specific idea because it includes it. That's why the more powerful ideas often strike us in their simplicity. Now this issue of value and the Hierarchy of Ideas is also visible in how much people get paid in an organization where they work. A person's ability to move upward in the organization is dependent upon their ability to abstract or see the big picture. For example, how much of the big picture does a private in the military see? How much of the big picture does the sergeant see versus the lieutenant. How much detail do each of these people handle? Well, the private handles all detail. The lieutenant handles fewer.

When you get all the way up to the general, the general is handling almost no details. The general even has a colonel or a major to handle the details. So the private handles almost all the details and, as you move up the hierarchy of rank, there are fewer and fewer details to handle to the point where, at some point, which is roughly around major, a military officer will have somebody to handle all the details for them. At some point, an officer in the military stops handling any details and has someone to do that for them.

The same hierarchy is evident in an accounting firm. In an accounting firm, who's the person that puts the raw data into a journal? It's the journal entry clerk. The journal entry clerk is paid less than the bookkeeper who tells the journal entry clerk into which journal to put each piece of data. The bookkeeper knows which journal to put the entries into, but doesn't know how to make up a chart of accounts. The accountant knows how to make up a chart of accounts, but doesn't know why they make up the chart of accounts. The CPA, who is paid the most in an accounting firm, not only knows how to make up the chart of accounts, but how the individual pieces of the financial statement interrelate, usually. In an accounting firm, as in any business, the ability to abstract will determine how much a person is paid and how high they advance in a particular organization. You'll notice that the higher-level people in almost any organization DO very little. That's their function.

The structure of intuition is the ability to chunk up and find connections and relationships and to chunk back down and relate it to the current situation.

The structure of "schitzo" is chunking down to details and coming back up to somewhere totally unrelated to the original big picture.

So what's the problem in most communication? The problem is that the abstractions, while powerful, do not contain enough information for the person to be able to clearly grasp what is communicated.

So in the process of communicating, the excellent communicator needs to be able to move through all levels and all ranges of the Hierarchy. The ranges that the excellent communicator will move through will give them the ability to help someone else who is not giving them specific enough information to chunk down to specifics. Why is chunking down to specifics important? It's important because if the communication is too abstract, then the person receiving the communication is going to have to hallucinate or make up the details. The problem in communication occurs when people make up the details because of a lack of detail from the communication giver and the details are wrong!

By the way, just chunking up isn't the only answer, otherwise, as my friend Paul so aptly pointed out, philosophers would be rich! You also need the ability to be functional at all levels. You need to be able to chunk up and still keep your feet on the ground.

So what you have is a very elegant model of how to get down to details or up into the loftiest abstractions, so you can communicate at whatever level is necessary! If you can get enough detailed information quickly and easily so that you will always have the type of information you need, while yet retaining the ability to fit it into the bigger picture, you then have the ability to chunk up and down. This is the power in communication! Learning how to move through the entire range of the Hierarchy of Ideas – not to reject abstraction, not to reject concreteness – but to be able to move and be comfortable at any level. That's what the Hierarchy of Ideas is about.

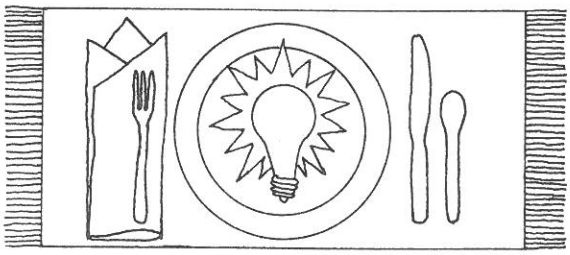
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Tad James has a Master's Degree in Communication from Syracuse University and is a Certified NLP Trainer by The Society of NLP. He has trained with most of the major players in NLP, including Richard Bandler, Tony Robbins, Robert Dilts and Wyatt Woodsmall. Tad is the Founder and Chairman of Profitability Consulting, Inc., a successful business consulting firm with offices in New York City; San Diego; Orange County, CA; Honolulu; Kona and Maui. Tad is currently participating in Practitioner and/or Master Practitioner Certifications in Los Angeles, New York City, London and Honolulu. His book, The Basis of Personality *is scheduled to be published by Meta Publications. A pre-publication manuscript is available by calling Tad James, 808-521-0057.* ■

SEE THE BIG PICTURE

POWER IN COMMUNICATION

TABLE TALK



The following is a recent luncheon conversation between Richard Bandler and Robert Dilts covering subjects of general interest, reminisences and things to come on the NLP frontline. Listen in . . . .

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There seems to be a lot of information of real interest that gets thrown around from one side of the table to the other.

Richard: When we are developing and refining things, that's the way we do it – we have the tendency to do it together. When I spend time with Robert Dilts, Robert and I always come up with something new, something a little bit different, a new twist on an old thing. There was a period in the development of NLP where things just went crazy for a long time. We developed so fast we couldn't even get to the things we were doing and a lot of things kind of got left by the wayside. Robert and I have slowly been going back and picking up some of that stuff. We work with Time Lines, work with stacking presuppositions, a lot of the stuff with synesthesia.

Did you actually develop the Time Line or was that Tad James' development?

Richard: No, it was me. That was before Tad even knew about NLP. Tad has no illusions about who developed Time Line, that's why I can work with Tad real easily. I am publishing Tad's book on Time Line because I think his work with it is good. I don't object to people taking anything and running with it. I don't object to people making new things. I am not going to object to that at all. What I object to is when somebody doesn't do anything new with something and just takes credit for it to make money and misrepresent what they do. Every field is going to have people in it that try to take credit for other people's things, but every once in a while somebody has to stand up and say, "That's just bullshit." There are lots of people – Wyatt Woodsmall, Chris Hall, Todd Epstein – who have taken and done something – it is not a question of whether somebody creates a pattern, even if they can take it and use it with expertise and develop it further, no idea is ever finished. There isn't any idea that is done, but when you say you are a developer and you are studying and figuring things out and say it's your life's work – when people look at it, there ought to be something new there. Robert and I have been kicking ideas back and forth for so long it's hard to tell whose ideas they are, but it doesn't matter to us; we want them to develop because we are not going to run out of ideas. I have no evidence of us running out and there is plenty of new stuff for lots of people to do!

Robert: What you just mentioned is a key. It is the unlimited universe concept or limited universe concept. We operate from the unlimited and it's just a matter of totally constant generation instead of degeneration or stagnation into something priorly developed.

Richard: This field is in its infancy to start with. There are tons of things to do and places for patterns that already exist to be applied. If somebody takes it and applies it to a whole domain to which it has never been applied, *that* is a creative use for something.

NO IDEA IS EVER FINISHED

Robert: In every field, every business, too, I know that you need a dedicated advocate, somebody who isn't necessarily the creator but somebody who goes out and uses it and makes it. That's why you have a patent system whereby the people who develop the ideas are the ones who are granted the patent. I think that what Richard is saying is there is a big difference between people who bring an existing technology to a particular market and those people who actually come up with the new idea. That's not saying that we don't want people to do that . . . .

Richard: I would like to see fifteen, twenty, thirty, a hundred different sales courses and each one different and unique – it's not that I don't want somebody to go out and use this in sales. I would prefer that they use it well and that the representations they get are more up-to-date because as the field develops – there are so many people who attended a few courses in 1977 and 1978 that there is a tremendous amount that has been done by a whole plethora of people now. Tad took – and has done things with – the Time Line thing that nobody ever did before.

There are all kinds of things with the model of submodalities. We started that one and that one has been taken in lots of different directions by lots of people. There is a lot of new stuff to learn. It has applications, especially for sales training. I have incorporated all the submodalities stuff. It has become much more of a science and the science of sales is the largest profession in the country. You can't go to college and get a degree in it. You can get a degree in poetry, but not in sales. The body of knowledge and sales training for people in sales is needed in order to make them professionals. We have a tremendous problem in this country in keeping up with the other countries and not just in sales, but in production.

From the smallest domain there is a project right now going on that has to do with modeling just soldering. Some people, 90 percent of their solder joints are good and some people, only 3 percent are good. In terms of having the productivity increased, a lot of these things need to be modeled and things need to be built. In terms of sales, selling overseas, we have a technology that can increase the skill of salesmen ten-fold. I mean the technology has developed tremendously through the years in terms of understanding the relationship between when people make buying strategies, decision strategies and the submodalities inside of those things. There is even work with the Time Line. Tad primarily works with businesses. Tad and I designed a sales training course centered around the Time Line.

I'll bet that's hot!

Richard: Oh, naaah. Just the ability to take decisions people made back behind them and change them again.

Robert: I did a course in 1981 that I have thought about going back to in Denmark where I used the Time Line things where I did a whole thing about time management which was kind of interesting: taking different people in a successful company and finding out how they organize time. For example, engineers organize time differently than managers, differently than marketers, differently than planners – some people organize it vertically and that kind of a thing. That could also be really interesting. When you are working with sales, the way in which somebody perceives the time frame around something is going to determine their motivation to buy it. Time is one of the basic dimensions of the universe.

Richard: And inside of most people's strategies and how they operate as individuals. I have done a lot of work recently with athletes. One of the things that people keep forgetting is this: it not only works internally but externally. We have been watching the baseball games – you know certainly that when the ball is being thrown 90 miles an hour, these people are able to change time externally and see the world in slow motion. So do race car drivers. Your ability to change your internal state

NEW STUFF TO LEARN

so that you actually can see and hear the world in slow motion is of incredible value, as is your subjective sense of time. You can go out on a date that lasts for three hours and say it went by "like that!" yet you could be waiting in a line for five minutes and think it takes forever. Those very same mechanisms are at work in a very useful way, especially for athletes and for people in our profession. If you can't control your sense of timing and make it as if you have all the time in the world to perceive things, then everything goes by too fast.

In the sales training program that Tad and I are doing, there is a whole thing about changing the actual belief structure that sales people have using submodalities and installing more useful beliefs. Also taking the Time Line stuff and changing their sense of time so that when they go through a sales thing and they gather information, they have the time to literally go inside, drop inside for a matter of seconds, but stretch it out with time distortions so they have like an hour to plan what they are going to do even though only a few seconds go by to the person to whom they are talking.

This comes right out of Milton's work. This isn't something I invented, this is something people have been doing for centuries. So most of the good NLP is found – it's not so much that I created the ideas, but found out what people did naturally. Most of neurolinguistic programming began by taking trance phenomenon and thinking, "Why can't people just do this anyway?" and then finding out they do all over the place, they just don't have control over it.

Robert: All the techniques, the trance techniques, I remember, too.

Richard: Until we came in one day and said now we're going to do all the trance phenomenon but no trance.

Robert: Let's do it all by presupposition. Actually, it's true: Aristotle had a neurolinguistic model. Einstein wrote an article on language that basically recapitulates what it says in *The Structure of Magic, Volume I*. It doesn't go into the patterns, but his whole conception of language was basically what NLP says. One of the things that has been really interesting is you find people that are out there in the trenches doing things – most psychology was developed from psychologists who sat around in labs – you read what Einstein has to say about how the mind works – here was a guy that actually used one! He says all the same things that NLP does.

Richard: Even the ideas that I have are all built upon great thinkers. That's what I did, I studied people who had great minds and found out how they used them. Aristotle is one of the people with whom I was fascinated for years. I didn't invent submodalities, they are there. Aristotle didn't call them submodalities, but he still did things with them.

Robert: He pointed out that the ratio of the qualities determine pleasure and pain, which was actually kind of interesting. He never used it, of course, that we know of.

Richard: But here's a guy, Aristotle, that did things in the field of biology, the field of botany, the field of medicine, the field of physics. He wrote a book on childbirth, complete with illustrations of children inside the womb. He had an unusual laboratory. He was towed around by Alexander the Great as he went around and slaughtered half the known world. Thusly, Aristotle got to see what was inside of people, so he wrote anatomy books. Not too many people had the ability to just go look nor the curiosity! He also collected plants from all over the world. The man had the spirit of a neurolinguistic programmer, that's for sure! He was interested in everything.

Robert: Then you take stuff like Da Vinci: Freud wrote this whole thing about how the Mona Lisa was some repressed memory of his mother or something. Yet, you find he had a little strategy where he says, "If you want to paint a beautiful face, what you do is you get a bunch of people's examples of beauty and then you take the nose off of one and the eyes off the other," which is why everyone always looks at the Mona Lisa and says, "it's so enigmatic, it's beautiful," and everybody finds something in it. Basically, as far as I can tell, he just followed his own advice. He actually says that. This guy wasn't exactly "artistic talent" and mystical thing, no, it comes from basic principles of how to go about....

Richard: See, one of the things about neuro linguistic programming from the get-go was that it was my intent to begin to build a way to make people Renaissance people, so that when I find people who have taken one little niche inside the field and tried to squeeze all the juices they could out of it, one of the things is that they don't seem to have the spirit because there are things in every field that are applicable to sales people, but they don't get there, because there aren't translators. One wouldn't think something like catastrophe theory would have an application in sales, but threshold patterns do. When people go through threshold is when they decide absolutely they are going to buy something and there is no turning back. Those things, when we find out how they work, mentally – because all mathematical models, calculus, logic, all of them, are representations of our neurology – when those squiggles on the paper that are math work, they work.

Robert: Einstein's description of the universe wasn't just a better description of the universe, it was a better description of how the brain functions. That's why it changed people around – because it actually was a way of saying "this is how," and that's the interesting thing about it. What Richard is saying is that it was a better description of how our neurology works, not necessarily the universe.

***

*The conversation continues in following issues, with a discussion of computers and biofeedback – oops! – biofeed*forward, *decision-making strategies and more!* ■

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POSTSCRIPT

When Steve and Connirae Andreas heard about this new section, they decided to utilize it in order to respond immediately to the interview with Wyatt Woodsmall that appeared in our last issue. As a matter of fact, they were so eager that their comments appear in this issue that they "Fed Expressed" the following computer printout to ensure its inclusion.

As our editorial policy is to print such critiques only after the author of the article in question has had an opportunity to review and respond to the criticism, thereby printing both the critique and response in the same issue, we contacted Wyatt Woodsmall in New York City where he was conducting a training to inform him of the Andreas' letter and get his input. Doctor Woodsmall made the decision to reply to the Andreas' criticism in our *next* issue.

A Reply to Wyatt Woodsmall

Steve and Connirae Andreas

We read Wyatt Woodsmall's long "Major Player" Rapporter interview (late Fall 1987) with some concern. He praises his own work extensively, and is quite critical of others, including ourselves. It would take a small book to respond to all the distortions, inaccuracies, innuendos, and inconsistencies expressed in his interview. Since we have much more interesting books waiting to be written (and limited Rapporter space) we will only give you a few samples, in the hope that readers will become cautious about Wyatt's many assertions. We recommend gathering more information and finding out for yourself, on any of the issues discussed.

Wyatt repeatedly states the importance of unconditional love, entertainment, and the importance of not being serious and boring. We invite the reader to reread Wyatt's article with these criteria in mind and see which of them best describes his interview.

Wyatt states, "In the NLP community then, you have people who are therapists that learned a certain set of techniques in the beginning and that are comfortable with them and they continue to teach those techniques. The result is that there is a certain orthodoxy that has sprung up in the NLP community. Steve and Connirae seem to be the guardians of this orthodoxy. There are a lot of people around the NLP community that teach the techniques the way they were passed down to them and who really haven't expanded on the techniques or learned anything new in quite a while."

Wyatt seems to be saying that we are among those who haven't "learned anything new in quite a while," but he does not state any basis for this claim. Certainly there are people like that; we ask the reader to examine our recent book Change Your Mind--and Keep the Change and determine for herself if we are among those "who really haven't expanded on the techniques or learned anything new in quite a while."

Wyatt also spends quite a lot of time describing himself as a foremost NLP modeler. When the interviewer says, "I have experienced very clearly and heard from many different sources that you are recognized as the leader in modeling next to, of course Richard Bandler or maybe equal to him..." Wyatt does not point out that no one is equal to Richard in modeling. Wyatt states, "I have had the opportunity to pioneer in actually doing modeling." and "Modeling, as I practice it, is a very complex and sophisticated activity. My favorite definition of NLP is one that Richard Bandler gave. It is that 'NLP is a methodology and

an attitude that leaves behind a trail of techniques.'" We agree completely with Richard. We urge Wyatt to use any future Rapporter space to present his modeling trail in detail. Wyatt's public trail of techniques is nonexistent (his books are in the future.) If Wyatt has developed any specific techniques, our guess is that other readers would also find those much more interesting reading than unsubstantiated opinions about himself and others.

Wyatt also spends quite a lot of time criticizing others' trainer trainings and extolling his own. We agree completely with Wyatt that there is tremendous variation in the type and quality of NLP training. The NLP techniques are so good that it's easy to do a mediocre job of teaching them and still get rave reviews. We routinely recommend that if you are considering attending a training with anyone (including us) that whenever possible you experience a sample of the trainer's work in advance. A live experience, or even a videotape, will give you far more information about a trainer than someone's recommendation--especially if it comes from the trainer himself! If a trainer stares at a spot on the floor in front of him, or on the far wall, rather than observing the audience, or provides only a "core dump" of information with no demonstrations or hands-on exercises, we recommend finding someone else to learn from.

If you don't have access to videotapes or live experience, we suggest talking to people who've been through a training and getting chunked-down, detailed information about the training in order to make an informed choice. "What, specifically, did you learn?" "Tell me about a particular demonstration." "What have you actually been able to do as a result?" etc.

Wyatt also has a number of things to say about us in regard to firewalking. "Steve Andreas, in the book Using Your Brain--for a CHANGE, sticks a diatribe in against firewalking. This concerns me since this passage was never written by Richard Bandler."

Firstly, Connirae is equally the editor of Brain, and many would consider the omission of her name sexist. Secondly, many people would call Wyatt's own comments a "diatribe." Thirdly, we believe that it is generally understood that an editor needs to do the job of editing, rewriting, and even writing when creating a book derived from someone else's material. (Certainly anyone who has actually attempted the job of creating a written book from spoken audiotapes understands this!) This section (pp.113-114), (like many other parts of Brain) was indeeed written by us, not Richard. We also added outlines and examples, with the general goal of making Richard's brilliance more available/usable in written form. Richard is so occupied with developing new material, he has little time to put it into writing. The entire manuscript of Brain was given to Richard well in advance of publication, and we asked him to let us know if he wanted any changes. Richard said he did not want any changes at that time, and when Steve asked Richard about this section today (11-18-87) Richard said, "It's a little stronger than I would have put it, but I have no objection."

Throughout the article Wyatt puts a lot of words in Richard's mouth, and we recommend that in the future the Rapporter offer

Richard the courtesy of checking with him before printing them.

Wyatt decries "...some dubious research by 'The National Society for the investigation of the Para-Normal.'" The correct name of the group is the "Committee for the Scientific Investigation of Claims of the Paranormal," and we highly recommend their publication The Skeptical Inquirer if you want some help in separating sense from nonsense. The Fall 1985 issue (Vol. X No. 1, pp. 23-40) contains two excellent articles on the simple physics of firewalking.

In one of these articles there is an interesting "pilot" experiment. Two friends, a psychologist and a physicist, went to a Tony Robbins firewalk. The psychologist attended Tony's presentation, while the physicist worried anxiously outside. Later the physicist walked twice (looking down, rather than up!) without any blistering, while the psychologist who had received Tony's preparation walked once and got one blister. We have a number of friends who have built fires in their back yards and firewalked successfully without "mental state" preparation. State access can do many marvelous things. It can cure allergies, phobias, and change many other responses. As with everything else, it has its limits. For instance, mental state will not prevent a bullet from going through someone's brain. (Of course anyone who would title a book Unlimited Power may not understand this.)

Wyatt goes on to ridicule the difference between heat content and temperature. "They go into this complicated argument that there is a difference between temperature and heat." We actually made a distinction between temperature and heat transfer. We invite anyone who thinks this is a trivial argument to meet the challenge we posed in Brain (p.114): "Ask the next firewalker you meet if he's willing to walk the same length on a steel plate heated to the same temperature as those coals!" Since the heat conductivity of steel is over 500 times greater than charcoal, anyone attempting this would be horribly burned. There is no evidence that firewalking is anything but an impressive trick, or that mental state has anything to do with whether you get burned or not.

As we said in Brain, firewalking has been a useful way for some people to change their beliefs. When you can change a belief safely and carefully in a few minutes with the submodality belief change method described in Brain, it seems silly to do it by spending $125 and five hours chanting and singing and walking on fire. We do have to agree with Wyatt's description of Tony Robbin's firewalk training: "I was impressed that you could motivate people in a short period of time to do something that is crazy, dangerous, and stupid."

One last thing requires mention. In describing an incident in which Richard "pulled a gun on a student" Wyatt is unwittingly perpetuating a seriously inaccurate rumor. We were both present at that small seminar in February, 1984, which we organized. Richard never pointed a gun at anyone, and there were no "horrified people in the audience." Richard was demonstrating how to push someone over a threshold to make a decision, and when he asked the student "What would get you to do it?" the student replied, "A small-caliber revolver would probably do it."

Richard then reached into his right-hand pants pocket, pulled out what looked like a small gun, showed it to him in his open palm, and then placed it on the bar stool next to him. Although the student was definitely nervous, the original tape recording of this seminar is punctuated by gales of laughter from the rest of us every twenty or thirty seconds. Connirae thought the gun was a toy; Steve thought it was real. Neither of us bothered to find out, since Richard was clearly using it in the context of helping the student cross a threshold to do something he wanted to do.

Perhaps more important than any of these specific points is how we as an NLP community want our journal space to be used. Do we want it to be a "gossip column" where people say how wonderful they are, and talk about which trainers they like and which they don't like? We welcome specific sensory-based critical comments, suggestions, and feedback on ours and others' training or use of NLP. We think this can help improve the field and help each of us add to our choices. One of the reasons we have produced videotapes of our trainings is so that people have public samples to observe, learn from, criticize, and comment on. We're not very pleased to have journal space used for univeral quantifiers and labels to insult other trainers. "So nobody has really given much thought to training in the NLP community." Is it "orthodoxy" to meta-model such statements and ask for a few specifics? We think it's common sense. We hope that NLP publications become increasingly an arena for presenting new information and new methods, offering sensory-based examples of applications, and a forum for specific critiquing and suggestions. Rather than just calling something "orthodox," we invite Wyatt to chunk down his concerns so that we know what he means. Exactly what does he think makes better training, that he thinks we are not doing? We may all have something to learn from Wyatt's ideas if we can get enough specific information to know what they are.

Twice Wyatt says that those who disagree with him are "threatened" by new developments. (The Meta-Model calls this "mind-reading.") Centuries ago the Romans called this "argumentum ad hominem"--attacking the person rather than dealing with the issue. If an idea makes sense, surely it can stand on its own merits, regardless of whether anyone who disagrees is threatened or not.

We also appreciate and agree with some of the major general points Wyatt makes. If we had more journal space and time to write, we would detail these more completely. Wyatt lists many worthwhile goals for the NLP field in general--to use NLP to "build a world that is at peace and that will create a society that is able to transcend war, poverty, and disease." We share Wyatt's interest in using NLP to move in this direction.

While we have not had the opportunity to observe much of Wyatt's training, we have always considered him someone who is committed to the integrity of the field of NLP, and deeply committed to Richard. We look forward to what he, along with others, continues to add to the field.

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YOU ARE THE LINK TO THE FUTURE

By James A. Takacs

Experience is the worst teacher –
It gives the test before explaining the lesson.
–Peter's Educational Law

A number of years ago I had the distinct privilege of working and training with a genuinely warm and compassionate human being who left an indelible impression on my life and on my thinking. His name: Fritz Perls and his commitment was to the fullness of life – not as an esoteric concept, but as a daily renewal of body, mind and spirit – a wholeness he called a "gestalt." His admonition, "Go! Make a *gestalt*," continues as an element in my auditory-digital soundtrack. Back in the early sixties, Dr. Perls was something of a phenomenon and literally thousands of people flocked to Esalen Institute year after year to learn to "Go! Make a *gestalt*" without really knowing what the man was talking about.

I remember something he told us at the beginning of a particularly difficult training he was conducting for teachers and educators. (It was difficult only because we participants came loaded down with preconceived notions and ideas that we knew what education was all about. Fritz felt duty-bound to demolish those pretentions so we could all serve some useful purpose in our chosen profession.) He said that all we had to remember, forever, were two things – and if we used these two directives, *we would never fail* to wield a positive influence over those with whom we deal.

First: *Be yourself.* Napoleon's been done. So has Attila the Hun, Florence Nightingale and Susan B. Anthony. By being yourself, who *you* are, you have the honor of presenting the only original creation (YOU) to the world for its inspection, admiration and acceptance. As was his habit, Dr. Perls neglected to give out a formula or a set of guidelines to achieve this Selfhood – he said he trusted us to discover our "gestalt" by ourselves. He did say during the course of our training that "Being Yourself" was what was left over after you dropped everything else, including expectations, preconceived notions, anticipations, rewards, compliments, approval – in other words, everything that you and I have been taught makes life and living worthwhile.

Second: *Tell the truth.* Fritz was adamant about the distinction between "telling the truth" and "being honest." To him, "being honest" was a racket that involved using the truth as a weapon to manipulate others. "Telling the truth," on the other hand, involved simply identifying what exists without assessment or embellishment. Only by telling the truth could you be grounded sufficiently to make the next step. (Rather like walking on the moon, I should imagine – you can't move forward if *both* feet are off the ground.) Only when you identify to yourself just exactly where you are can you possibly move somewhere else. Getting ahead is simply a matter of putting one foot in front of another – and truth-telling allows you to do just that.

These two points – *Be Yourself* and *Tell the Truth* – are as close to tight-knit guidelines as we ever got from our world-renown teacher and while frustrated at that moment, in time I grew more and more appreciative of the fact that he allowed me to discover my own way. Perhaps as you read these words, you are beginning to experience the same inner-restlessness I did back then. If you do, then use the energy you are generating now to motivate your own personal discovery of your very own "gestalt." Perhaps I can be of service to you, in some small way, by introducing you to four internal obstacles that, gone unnoticed, would prevent you from "taking that next step" down the road of life. Since these four obstacles exist in language, then our exploration together, as NLPer's, should be a snap. What could be more satisfying than achieving your outcomes effortlessly while, at the same time, encouraging and supporting others in achieving theirs?

Let us begin by recognizing a somewhat flawed notion we all seem to perpetuate: We are a product of our Past. Ask anyone and they'll tell you that their Past largely determines their Future. Somehow, something back then has a direct effect on something that has yet to happen. To maintain this presupposition is to model the Past and insure its resuscitation and restoration. This modeling constitutes our on-going training to actually prevent change – who'd know us, after all, if we changed "too much." What about learning? Isn't that how we can tell we've learned something, by comparing ourselves to the Past?

The truth is: Our entire lives lie ahead of us; our Past is just a generalized mass of deletions distorted into the latest best story we've created about where we've been, with whom – and why not! NOTHING in the Past can affect the future without our consent, permission and agreement. We – each of us, individually – provide the link in the chain of living. Take a look: What are you linking up with? Your shortcomings or your strengths? What you do well or what you've done poorly? What's the grand design you're the missing link for? Having established the supremacy of our Past, (pictures, messages, "Do's" and "Don'ts," etc.) the next order of business is for our minds to immobilize us. (Immobilization is the function of Guilt.) Once immobilized, we can then be counted on not to stray too far in any direction from our mental pictures as we reinforce the necessity to remain immobile (safety, security, fear of the unknown, shyness, loneliness, depression, etc.). This ever-tightening little cycle is installed in us and then activated by the directive, "WAIT."

Our Number One priority in this culture, in all things, seems to be WAIT! In fact, WAIT!ing has been elevated to the top of the charts and it amounts to Our Great American Pastime – it is truly based on a time that has passed. It seems that no matter what occurs outside our heads, the first thing we do automatically, is WAIT!

Observe, you can't seem to budge without WAITing first. WAIT! while you think this over. WAIT! a minute, and while I'm WAITing tell me that again. WAIT! Let me get ready for this! WAIT! WAIT! WAIT!

JUST WHAT EXACTLY ARE YOU WAITING FOR?? A better time? A more convenient time? (Notice: Life is never convenient – you either go with the flow or miss the boat; you can't do both.) Are you WAITing for *more* time? Don't look now, but with each second that goes by you have *less* time; you aren't ever going to have more than you have now.

Are you WAITing until you have enough money? More money?? Will you ever have enough?? WAITing until you feel better? Until you feel worse? Please notice how much of your creative talents you squander supporting and justifying your self-immobilization. We invent and create excuse after excuse so we can sit still and WAIT for something "right" to come along. We WAIT! and WAIT! until we go completely unconscious and stop noticing that we are still WAITING.

Fritz Perls used to say that the only weight you had to lose was spelled W-A-I-T – the tonnage accumulates as you sit still, frozen, expecting some diet, some magic pill, some Prince Charming to come along and push you down the road of Life.

Brains that are trained to sit still get very heavy, very fast.

Sometimes WAITing surfaces as postponement. It sounds something like this: "I'll be happy when I graduate from high school." So you graduate. Are you happy? No, not really. Because now you say, "I'll *really* be happy when I get into the

1. BE YOURSELF

2. TELL THE TRUTH

right college!" So you get in. Now, are you happy? No, I'm afraid not yet. You'll have to WAIT to be happy until you graduate with your BA degree – but then, WAIT – you'll now have to get your MA; well, then, you'll have to get your Ph.D. This is the exact formula for creating an educated derelict. Many, many people have sought satisfaction through the medium of learning and education only to wind up bitterly disillusioned in the end because the education was applied outside-in – like chocolate coating an icicle. Educate literally means "draw out," but we've made it mean "drum in."

If you're not WAITing for education to do it for you, then perhaps you're WAITing for someone else to do it for you – like getting married or most recently, having a "relationship." Maybe you're WAITing for kids or the Second Coming of the Messiah. If not a person, then perhaps you're WAITing for the right break, the right job, or some vague notion of future prosperity to come along and do it for you. Notice – you're standing by the curb, watching the parade pass you by. You go on, though, postponing happiness, WAITing for the proper time and place before you allow yourself to experience this illusive happiness. All you'll get is old and wrinkled, WAITing.

I learned something astonishing from my esteemed teacher: WAITing is a waste of time and personal resources. Especially when that WAITing involves happiness. Happiness is not a goal; it is a condition – a state of mind in which to live your life. Therefore, HAPPINESS IS ATEMPORAL – it exists outside of time. You don't reach it, you don't achieve it – you come from it. Each and every day, you create a "gestalt" – a completed day – and using the background of happiness, generate the next new day to renew the "gestalt." Now you have a cycle that will yield much satisfaction, much pleasure and much in the way of accomplishments. WAITing robs you of exactly what you think WAITing will provide for you. What I learned was a shift in context – not the reorganization of content. You've done the latter, so now take a crack at the former.

Before we move on to the next point, let me address one more item that has to do with WAITing. The question usually surfaces: Do you mean that I should start being impulsive, reckless and irresponsible? This is truly a question designed by the Mind to scare the Life out of you, just to make sure you'll go back to being immobilized again. Your conditioned Mind will regurgitate whatever it takes in, including every kind of horror picture it can find in your memory banks to keep you from being spontaneous and alive. Its message is that the only alternative to WAITing is red flags waving danger, death and destruction. Too dramatic? I think not. Just watch the change in someone's physiology when they violate a "should." To go beyond their accepted limits is to invite catastrophic consequences and their physiology resembles that of someone tiptoeing through a mine field.

It's time to create more opportunities and choices than simply DO OR DIE. Acting on an opportunity with high spirits, intelligence and lightheartedness does not equate to death, danger and ruin. THERE IS NO MINE FIELD! So stop tiptoeing. As a matter of fact, Life's essentially a game that requires you to stay awake and aware of every opportunity that presents itself on the field of play. Then you can pick and choose amongst the rich assortment available every day. Here, on this, the third planet from the sun, we are surrounded by lavish abundance and limitless opportunities; we simply need to WAKE UP to that reality. Stop allowing your Mind to blackmail you. Stop allowing it to threaten you and beat you with the threat that "You might make a mistake." If you make a mistake, so what! Clean it up and move on. Remember, "ONLY DEAD PEOPLE DON'T MAKE MISTAKES" – only the alive ones do. Your mistakes mean you're alive, so treasure them, and learn from them – clean them up and then move on to something else.

STAY AWAKE & AWARE

You've heard this before and it does bear repeating. The moment is yours, all yours, ACT NOW, do it NOW, make this moment a new link to tomorrow. Stop WAITing for it to happen. "Everything comes to he who waits" is garbage. "Everything comes to he who AWAKENS" is more like it.

To Be Continued



***

James A. Takacs, founder of Psychonetix, is a leading educator/lecturer/author, and has been an expert in human resource development for over 25 years after overcoming seemingly impossible odds in his personal life. He is a trained linguist and language specialist with an extensive background in behavioral sciences and self-hypnosis and degrees from Yale University, UCLA, Ohio Christian University and Sophia University in Tokyo, as well as intensive research and study into mind conditioning and counter-brainwashing techniques gained in service with the United States Air Force. ■

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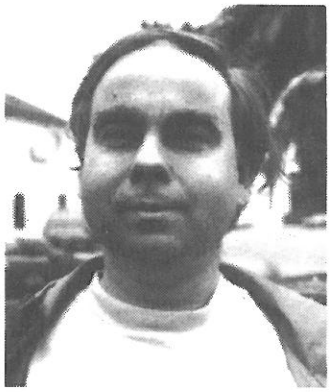
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BEYOND SELF AWARENESS℠



WYATT WOODSMALL, Ph.D.

Founder
NATIONAL TRAINING INSTITUTE OF NLP

MEDITATION ENHANCEMENT PROCESS

Each installment of this column will contain excerpts from a book I am writing on NLP and spirituality which is tentatively entitled *Beyond Self Awareness*. These ideas and exercises will also be part of a two-weekend workshop called Beyond Self Awareness℠ which I will be presenting in various cities around the country starting in the Spring of 1988. The goal of the book, workshop and this column will be to assist you in your own personal growth and spiritual evolution. In each column I will either connect some aspect of spirituality to NLP or present a spiritual exercise utilizing NLP techniques.

I got involved in NLP originally because it provided the best model of human behavior I could find. I needed this model for a bigger project of mine which involved a synthesis of mysticism and spirituality. Whenever I have taught NLP I have always shown how NLP techniques could be used in therapy, business, and to assist in one's own personal growth and evolution. My students have responded very positively to this approach. If you are not applying NLP to yourself, you are missing out on its most important application. As I have traveled around the country and presented these ideas to NLP groups from New Jersey to California to Hawaii, I have been moved by the number of people that have come up to me during and afterward to thank me with hugs and often with tears for being the first NLP trainer to connect NLP to the spiritual issues that were so vital to their lives. Further, many of them informed me that other trainers refused to discuss this connection even when they were asked to do so directly. I for one am distressed that some trainers and students of NLP consider this to be a taboo subject.

In this first column I think a few preliminary remarks are in order. First, I want to state emphatically that I am not a guru. These ideas grew out of my struggle to make sense out of my own and other people's spiritual experience. This experience may well differ from yours. This column is best viewed as notes from a fellow traveler on the path. If these ideas assist you, then utilize them. If not, continue to search for others that do.

I came out of a tradition of serious mysticism as opposed to new age popular spirituality. My ideas have been most strongly influenced by Christianity, Sufism and Raja Yoga. I am particularly indebted to the ideas of Gurdjieff, Ouspensky, Ichazo, Swami Rama, Ram Dass, and Da Free John. Some of these ideas may seem strange to someone who has only been exposed to new age thinking and popular spirituality. My experience is that these latter two sources of ideas often lead to spiritual problems. They may cause harm for four reasons. First, they may lead one away from the more serious traditional paths. Second, they are often blindly accepted and become, in essence, lost performatives. Third, is that these ideas often conflict with deeply held intuitions. The result is that they function as modal operators which conflict with basic human values and which impede the discovery of more basic truths. Fourth, they are often simplistic and in contradiction with each other since they come from a variety of sources rather than one consistent tradition. I have worked with several people who came to me with spiritual problems. In each case they were the result of the person thinking that they should believe certain new age popular ideas which they really didn't believe and which were also, on close examination, inconsistent with each other.

In future columns, I intend to discuss some of the following topics: Objective and Subjective Knowledge and the Meta Model, Identification and Distortion, Understanding Knowledge and Clarity, Mechanicalness and Anchors, Sleep and Downtime, Responsibility and Parts, Awareness and Attention as Related to Association and Dissociation, Self Remembering and Uptime, The Witness Consciousness and Disassociated Association, Sensations and Presence, Emotional Control, Love and Sorting by Others, Values and Preference, Karma Cleaning and the Time Line, Reincarnation and Other Global Reframes, and Faith Healing. This inaugural column will deal with meditation.

The Woodsmall Beyond Self Awareness℠ Meditation Enhancement Process

In this exercise I want you to get in touch with the submodalities of the meditation state. This is a process I have done before with excellent results. Several years ago I first did it with a friend of mine who is heavily into spiritual practice. I enabled him in fifteen minutes to reach a meditation state he had only reached twice in his entire life. I trained him to be able to get there in about ten minutes on his own. Then he was able to use that as a jumping off place to go even deeper. What we are going to do is use submodalities to alter your meditation state. First, we will determine what the submodalities are of your basic meditative state, and then by varying these we will deepen that state. There are certain submodalities that I have found deepen the state for most people. They may or may not apply to you. We will go through the process together and then you can use it on your own and fine tune it further. So when you are meditating in the future you can go right to your deepest state and move on from there. This should allow you to rapidly deepen your meditative practice.

One of the first things you want to do when you meditate is get in a comfortable position. What meditation is is simply a way to focus your awareness. What I suggest you do is simply get in a relaxed, comfortable, upright position, with your head, neck and spine straight. You will probably want to close your eyes. Find whatever is comfortable for you. Take a couple of deep breaths and let them out slowly. Breathe in and breathe out through your nose instead of your mouth. Also you will find that if you want to relax your body you can do so with your breathing. Whenever you exhale you stimulate the parasympathetic nervous system, your heart slows down, and your degree of relaxation increases. Whenever you inhale you stimulate the sympathetic nervous system and your heart speeds up. If you want to relax and slow your body down, you should exhale for twice as long as you inhale. This stimulates the parasympathetic nervous system twice as long as the sympathetic nervous system. Take a couple of deep breaths, and I would like you to slowly then start focusing your consciousness. Simply be aware of what all is happening around and inside you. Particularly be aware of any internal processes that are occurring. Be aware of any internal dialogue. Be aware

A TRAVELER ON THE PATH

FOCUS YOUR AWARENESS

of any meta comments you are making to yourself about what I am saying, and be aware of any pictures as they pass in front of you. Simply witness these things. Let them arise in consciousness and let them pass. Are you identifying with them? Are you attempting to explain them? Are you attempting to justify them? Are you attempting to relate in any way to them? Simply observe them and let them pass. You may be used to repeating a mantra in meditation. If you would like to repeat a mantra while you are paying attention to what I am saying, then it would be appropriate to do so. It may take you a few minutes to get into your meditation state. Go there now, and I will join you there. It may be difficult for some of you to do this while I am talking, so I am going to describe the process and then give you a few minutes to carry it out. I invite you to play with it on your own. Ultimately the voyage of self-discovery is yours. I can only facilitate you in the process.

Now, what I want you to do in your meditation state is to begin to become aware of your inner experience. First, start with the visual aspect. What kind of pictures, if any, are you seeing? Are you just seeing blackness? Are you seeing whiteness? Are you seeing some shape and color? Are you seeing some pictures that you remember from your past that are floating in front of you? Are you constructing some kinds of pictures? Are you having a fantasy or dream? Wherever you are and whatever you are doing, I want you to begin to change those pictures and to see what effect this has on your experience. If you are just seeing black, then try making it blacker. And then try making it lighter and lighter until it is grey. Then keep working and changing it until it is whiter and whiter. See what effect that has? Note for yourself what makes you feel deeper and more in touch with yourself and what seems to distract you and take you away. Move toward what allows you to go deeper. If you are seeing a color, begin to vary that color. What color lets you go deepest? If you are seeing pictures or colors, then what I would like you to do is to begin to experiment with some of the submodalities of those pictures. The first thing I would like you to do is make your visual field brighter and see what effect that has. After you brighten it up to a maximum, I would like you to start making it darker. Make it darker and darker and darker, and see what effect that has. Then adjust it back to whatever is the best intensity for you. Then I want you to start changing the color to see if it has an effect. See what happens if you make it more black and white. If it's in black and white see what happens if you make it in color. See what happens as you change the color. See if you are seeing a movie or a slide. If you are seeing a slide, see what happens if you make it a movie. If you are seeing a movie, see what happens if you make it a slide. If you are seeing a movie, see what happens if you speed it up. See what happens if you slow it down. Is the picture in focus or out of focus? What happens if you make it sharper? What happens if you make it fuzzy? What happens as you change the depth of field? Which adjustment is best for you? See if it has a border. See what happens if you move the border in. Now move the border back until it is panoramic. See what happens as you move the panorama back around you. What does that do? See what happens if you move the picture. Move it from side to side. Put it behind you. What does that do? If it is right in front of you, what happens if you make it bigger and bigger and bigger. What does that do? What happens if you make it smaller and smaller? Move it toward you and then push it away. What does that do? What happens if you make it either bigger or smaller than it is and also move it further away and then bring it closer? See what that does. If you are seeing a picture, are you in it? If you are, float into your body in the picture. What does that do? If you are seeing what you saw from your own eyes, then float out of your body and observe yourself. What does this do?

These are the principle visual submodalities. You need to try experimenting with each one of these and see what combination is going to make the experience most intense for you. Now we are going to move on to auditory submodalities. You need first to listen. Are you having sounds, repeating a mantra or listening to your own internal dialogue? Do you hear any sounds? Where do they come from? Move closer to them. Move away from them. Move around them. What happens? Make them louder. Make them softer. What sounds best for you? Change the tone. What tone sounds best? Change the timbre. Which timbre is best? Is the sound continuous or fluctuating? Increase the rate and decrease the rate. What happens? Find the combination of all of these that is best for you. Are you repeating a mantra? If you are repeating a mantra, then whose voice are you repeating it with? Change the voices. What happens as you vary the internal voice? Vary its tone. Vary its timbre. Vary its tempo. Vary its volume. Vary its location. Make it louder or softer. Speed it up or slow it down. Move it around. What happens? What is the rate of repetition that is best for you? Adjust the mantra to the best combination for you. If you are not repeating a mantra or hearing a sound, do you hear your internal dialogue in words forming in your head? Where do they come from? What rate do they come at? What voice are they in? Change the voice. Make it louder and then lower and lower. Make it higher in pitch and then deeper. Change the timbre. Move it around. What happens? What combination is best for you?

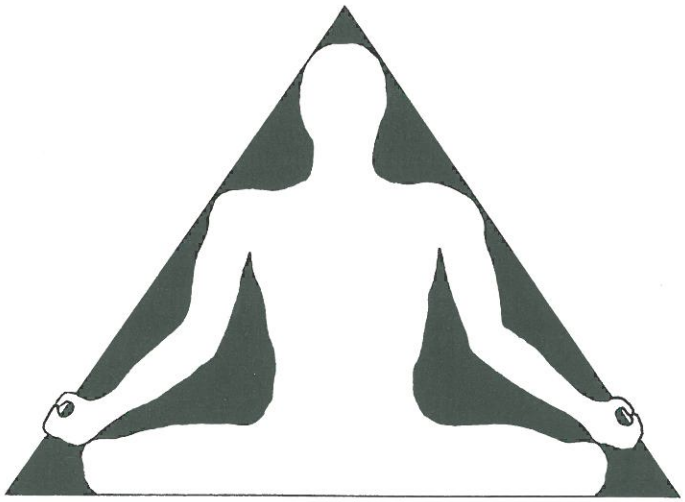
If the internal dialogue disturbs you, are you aware that you have the ability to control it? When you are surrounded by a crowd or even when you are alone talking to friends, you have the ability to tune out what they are saying. You have the ability to selectively tune your attention, so that you can tune out things that you are not particularly interested in. You have the ability to let them pass. What is it that allows you to tune voices out? If you are distracted by your internal dialogue, then what can you do to tune it out? Can you do this the same way you tune out other people who you don't want to listen to? Adjust or get in touch with that part of yourself that allows you to turn the dialogue off and to pay attention elsewhere.

Adjust the auditory to whatever combination is best for you. Now go further inside. Finally, and this is where I frequently find that for many people the biggest change occurs, you have to get in touch with the kinesthetic sensations in your body. Begin to feel the chair you are sitting in or your seat on the floor. Begin to feel the sensations inside your body. Do you feel sensations? Do you feel pressure anywhere? What happens if you move it or increase or decrease it! Do you feel tension? What happens when you increase or decrease it or move it? Do you feel weight anywhere? Make yourself heavier and then lighter. Which is best for you? Do you feel hot or cold? Make yourself warmer. Make yourself colder. Which is best for you? Sense your heartbeat. Swallow and feel the saliva go down and then sense your heartbeat in your chest. Sense the flow of blood through the parts of your body. Sense the air flowing through your nasal passages. Can you feel a slight coolness on inhalation and warmth on exhalation? Note your breathing. Make it smooth, deep, silent and regular without pauses or sounds. Move the breath around in your body. What happens? Now, as you continue to fully sense your body, I would like you to become aware of any vibrations in your body. Where are you vibrating, and what is the rate of that vibration? Typically people are not aware of vibrations until they search for them. Try to sense where the vibration is coming from. Frequently, you are vibrating somewhere along your midline. Vibrations may be coming out of a space near your heart or from your throat, your head, your belly, or any part of your body. Many people experience the vibration as moving out of them and some feel it moving around them in a circle. Some feel that the vibration returns into them. Some feel otherwise. Some

THE VOYAGE OF SELF-DISCOVERY

TUNE YOUR ATTENTION

people do not experience any vibration at all. Sense if you are vibrating in some place. Now begin to increase the rate of that vibration so that you begin to vibrate faster and faster. What happens? Then begin to expand the vibration so that you feel that the vibration moves further and further out from you. What happens? Does the vibration reenter you somewhere? What does this do to your meditation state? Now decrease the vibration. What happens when you decrease the rate of vibration? Make it slower and slower. Now adjust it to the rate that is best for you. What happens if you take the vibration and begin to move it around in your body? Move it up and down your body and in and out. What happens? If you are vibrating in your belly, begin to vibrate in your heart also. Then begin to vibrate in your head. Now vibrate in all three at the same time. Now vibrate in all three at different rates. What happens? What combination is best for you? Intensify the vibration, or decrease it. Do whatever is best for you. Change the location of the vibration. Change the rate of the vibration. Change the intensity of the vibration. Change how far the vibration goes out from you. Sense if it comes back in somewhere. Sense if it surrounds you. Feel it. When you have adjusted the vibration so it is best for you, then go back and combine it with the other sensations and sounds and sights so they are all adjusted in the optimal way for you. Do whatever will allow you to achieve the deepest state. Choose from all of the submodalities (visual, auditory and kinesthetic) the combination that will deepen the state for you to the maximum. Enjoy it to the fullest. Experience the mystery totally now.



Even though you may want to remain in this place longer, be assured that you can return here anytime you choose to do so. All you need to do is to recreate the appropriate sights, sounds, sensations and vibrations in your body, and you can go back there anytime and proceed from there deeper and even still deeper. Now, taking whatever time you need and realizing that several hours of subjective time can be compressed into a few seconds of clock time, begin to come back. Take all the time you need to return here as rapidly as possible. Return here to this room feeling safe, secure, alert, comfortable, aware, healthy, confident, joyous and ready for more learnings and more ecstasy.

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This exercise is available in an extended format on audio tape. For a copy of the tape of this exercise and information on other Beyond Self Awareness℠ tapes, send $15.00 to The National Training Institute for NLP, 801 S. 20th Street, Arlington, Virginia 22202. Request tape on the Meditation Enhancement Process.

EXPERIENCE THE MYSTERY

Wyatt Woodsmall, Ph.D. is an NLP Master Trainer and Master Modeler. He has pioneered in applications of modeling in government, business, industry and spirituality. He will be teaching in Practitioner and Master Practitioner Certification Trainings in New York City, London and Honolulu. He will also be conducting special two-week Modeling and Business trainings in Honolulu in February and March and the Third Annual Trainers Training in Los Angeles in June. In addition, he will be teaching the special two-weekend workshop, Beyond Self Awareness, throughout the country. Wyatt is currently working on two books, The Science of Advanced Behavioral Modeling *and* Beyond Self Awareness. *He can be reached in care of The National Training Institute for NLP, 801 S. 20th Street, Arlington, Virginia 22202 or at 703-979-3835.*

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SITES & SOUNDS
A Post-Convergence Travelogue
by Anne Williams

In our early summer ("Chrysalis") issue, we featured an interview with Anne Williams (musician, lyricist and composer) and her unconscious competency in the use of NLP. At that time, Anne was about to embark on a near-worldwide tour encompassing many ancient sacred sites, culminating at the Great Pyramids in Egypt at the time of the Harmonic Convergence. Here she shares her impressions of those timely events.

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My rather crude attempt to draw one of the Pictish Stones of Scotland represents the Serpent Sky, the Mirror, symbol for the Goddess near the earth, with lightning, energy connecting the two – bringing the balance of Earth and Sky – the message withstanding the winds of many seasons, especially important for us today.

Beginning in Peru in May, it became apparent that the feminine principles in all of us need to be honored – representatives from twelve sacred sites gathered in Machu Picchu to bring their traditional songs, prayers, dances and gifts to celebrate Peace. We planted these seeds in the Earth as an offering and a statement from the far corners of the world that we want the same things for all our people. Along with honoring the ancient traditions and the many variations of form present, it was necessary for all of us to bend, to listen to each other to become circle-conscious – that the vision was more important than individual differences, although the unique qualities of each made the event rich, colorful and profound. A video of the event is in production now and will be a wonderful teaching tool. The bright colors, the warmth of the people of Peru and of course, the music are dear to my heart – a traditional harp found in the back-streets of Cuzco is a new member of my family!

Later in May, I left for New York and Connecticut for several concerts and visits with many special friends. I caught Twylah Nitsch "on the run" and spent the day with her and others of the Wolf Clan. We met with state education officials of New York to establish credit for the native Seneca and new teachings Twylah is bringing forth at her center on the Seneca Reservation near Buffalo.

Several of us attended a lecture slideshow in New York City by John Anthony West, author of *Serpent in the Sky*. It gave us some important points relating to our upcoming trip to Egypt in August – for me, the most important was the highly advanced awareness of the Ancient Egyptian architecture, more specifically, their knowledge of sacred geometry and the careful alignments of the temples with celestial positions and corresponding to our body's energy system. To stand in certain places would put one into alignment with Heaven and Earth.

A quick visit to Hunbatz Men in Brooklyn brought more pieces of the puzzle. Hunbatz was one of the delegates in Machu Picchu and is in New York to share the rich knowledge he carries of his Mayan home. He shared his beautiful art and his dream to create a new pyramid city in Yucatan as a teaching center. If anyone is interested, I have information and his proposal for this project.

On June 5, I flew to London to join Carol Horn and members of a Light Winds tour of England and Scotland. As soon as the airplane touched British land, I knew this was a place where the veil between the worlds was thin and would provide an easier access to the mysteries and music of the Ancients. In fact, as soon as I uncrated my Irish harp and tuned her up, the strings sang with more resonance than I had heard before! She knew she was home and we began our journey together – going deep into our roots in the Earth there.

So much happened on our three week tour of England and Scotland, I shall mention a few of the highlights. The first was upon arriving in Oban, Scotland and a message from Merlin came – a message of urgency, expressing the great weight and sadness he carried – of seeing the ways of truth erased by modern cultures and a great forgetfulness, a self-imposed spell of sleepiness fall across the land. A few bits of his message: "The Merlins played and sang the truths but it was unbearable for them (the people) to listen anymore – they looked for easier ways, no longer following the voice of the Ancient Ones. This must come back, out of the Stones, giving back to the Earth the beauty it seeks – before it is too late – before the new time begins, it is our fate, to listen with the innocence of children. Yes, I was here to kindle the fires gone dark. Oh, come blessed ones, forgive each other and most of all yourself, for time is held in your heart – the Earth Goddess is brought forth, the circle turns, the circle begins to spin, cleansing all dross in Her wake! Be silent, be still, make a place to invite the Spirit rekindled to know."

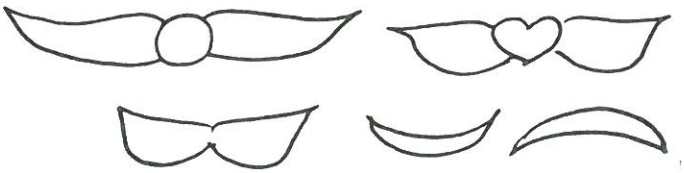
So, the magic began, the listening as we wove our way from stone circle to cairne, the awesome beauty and clarity of Scotland clearing our sight. We worked closely as a group, intuiting the messages of the stones, of the land, the old trees – we became the stones, the conductors of remembering between the stars and the Earth – the tones and new/old music resonated with nature and the circle temples, awakening ourselves and stirring the remains of sacred intentions planted – like giant tuning forks, great earthen Beings.

And then to Callanish on the Isle of Lewis in Northern Scotland – cold, windy, barren – raw and wild, with the old magic very much alive. We were there specifically for the full moon on June 11, when the moon would "dance" across the land, gleaning through the huge stones. This visually and spiritually significant event happens only every 18.6 years and this year was intensified with a conjunction of Saturn and Uranus, which formed a perfect entry avenue with the Earth, moon, sun to receive from the Great Central Sun (Hunab Ku to the Mayans), the center of our galaxy. This was a great inpouring of energy from Source, a great illumination and preparation for the August event, termed Harmonic Convergence. My experience of

WITHSTAND THE WINDS

CONDUCTORS OF REMEMBERING

the moon rise was from a large platform stone called Merlin's Seat – the moon was a deep rose glow, not looking like any moon I had seen. The clouds created a misty veil, then changed shapes (as illustrated) to create a clear, unmistakable image



with each shift. I was overwhelmed with an in-rushing of loving energy from the Mother of All Things. As the moon danced across the image of the "old woman of the moon," the mountain's outline carving the curves of her body, the sky cleared, the veils lifted and what began as a cold, rainy evening, magically transformed into a clear tropically warm, still night. We walked with the moon across the island to other stone circles, making offerings, prayers and playing the pipes to the stones. As the moon finally set after its dramatic movement through the center of the giants, the sky closed up just as it had opened and the rain and cold returned, the Sun rose and we returned to our rooms to dream and rest.

Summer Solstice brought an important breakthrough at Stonehenge, as modern Druids were once again allowed to enter the circle and perform their rituals – more than 1,000 attended. This had been banned in previous years because of conflicts between large crowds and British law enforcement. We went farther west to Cornwall and then to the Merry Maidens circle. The stones had all been decorated with fresh flowers by the local children the day before. At four a.m. the sun lifted out of the cloud-filled horizon and after our prayers, we danced in and out of the stones – the harp standing in the circle singing with the wind. Our coach-driver, Jim, a skeptic about all this "far out" stuff before his agreement to drive us through Cornwall, was standing outside the circle with his newly acquired crystal in his hands. He was astounded by something he observed as we made our rounds – each time I came around the circle by my harp, the wind would pick up and she would sing noticeably louder – at first he thought it was his imagination, but it happened over and over. The magic is alive and harps are alive, too!

After our tour farewells in London, I traveled to Edinburgh to give a small concert and on to Findhorn. It was a special week for them, their annual celebration of the arts. After facilitating a workshop on the use of sound, sacred places and the relationship to Harmonic Convergence (a bit pretentious sounding, but we had a lot of fun and I found myself enjoying the very thing I thought I'd never do!) there was a community concert and the songs that were inspired by the red-earth canyons of Sedona, Arizona were well received.

In July I spent two weeks with a good friend and songstress at her home in Southern France. She has restored a sixteenth-century stone house that sits in a very small village that hasn't changed much in several centuries! We sang and chanted our way through many old cathedrals, including Roc Amadour (which translates, "strong rock of the soul") where one of France's Black Virgins resides. To me, she was a strong statement of the unification of the Goddesses of the ancient Mother cultures and the Virgin Mary – a theme that occurred throughout my travels. There is a subtle movement in England and France to reveal the truth behind the misconceptions created around Mary Magdalene – a healing of the archetypal split between the Virgin and the Magdalene in women today.

We also explored some of the stone-age settlements – huts, dolmens, circles. Our last night together was a memorable picnic by candlelight next to one of the stone huts, with a sliver

THE MAGIC IS ALIVE

of a new moon rising right over the peaked roof. We sang honoring the ancient Ones and sang in the tunnel of the train station, until I almost missed the last one leaving for Paris – enroute to Egypt.

Which brings me to a very special part of the journey. EGYPT – so stark, strong, so many layers upon layers of rich culture – from the very beginnings and original seeding of life on the planet – from the original sacred intentions layed in stone, through eons of forgetting and remembering, layers of use and misuse of power. We spent the twelve days preceeding Harmonic Convergence on the Nile, moving through the temples, bringing forth music, memories and plenty to process.

We honored the Convergence from August 15-18, beginning with an all-night drumming vigil in a huge tent in the desert behind the pyramids. An all-night prayer vigil was held in many areas of the Earth, honoring peace, harmony between all peoples and our strong intention to uphold lifestyles that support a conscious awakening. The Moon and Jupiter formed a perfect alignment into the angle of the Great Pyramid – an auspicious synchronicity! We formed circles and spontaneous ceremonies each day at dawn and sunset – also in between at specific times of alignment with sacred sites around the world, especially, as the sun rose at the ancient Tule tree in Oaxaca, Mexico, releasing the returning spirit of Quetzalcoatl – bringing a new cycle on the spiral of evolution. I was able to do some recording in the Queen's Chamber and also the third pyramid before they opened to the public – some very special group chanting and new songs came through on the morning of the 17th, which will be available sometime this winter – I'll let you know. One of the most profound experiences for me was alone-time late at night at the Sphinx. An Egyptian guard and I hurled ourselves over the high fence and I was able to spend time alone and also walking with him around and behind that great beneficient being – into underground tombs lined with crystal granite (which had a very interesting sound quality) and finding tunnel passages to the pyramids. I was guided to do a linking between the Sphinx and Stonehenge and in two weeks did the same at the megaliths in England.

Two of the strongest personal messages came at Stonehenge and in the sarcophagus in the King's Chamber on August 17 – that all these blessings, gifts, powerful experiences are not just for you personally, but they are a responsibility, an energy to be returned, to be given away to others, to the Earth, to Great Spirit – through the arts, through our communications to the world all this can be shared to bring us all back together. Music is a powerful move and so are all the avenues of your expressions now.

So, with thankfulness for all our blessings and friendship, A La Diosa, to the Great Goddess in all,

Anne

***

Anne Williams can be contacted through her company, EarthSong Productions, P.O. Box 780, Sedona, AZ 86336. ■



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EVENT CALENDAR

December 31, Worldwide
Second Annual Global Mind Link

February 5-7, Toronto, Canada
Unified Field Theory, *Robert Dilts;* contact Georgian Bay NLP, 519-538-1194
February 6, Los Angeles Area
Introduction to NLP – An Overview of the NLP Technology, *Peggi Bongiovanni;* contact Southern California Center for NLP, 213-833-4234
February 6, Newtow, Penn.
Introduction to NLP, *Joe Yaeger or Linda Sommer;* contact Eastern NLP Institute, 215-860-0911
February 12-14, Los Angeles Area
Love, Honor and Negotiate – A Workshop for Couples, *Norma and Philip Barretta;* contact Southern California Center for NLP, 213-833-4234
February 12-14, Clearwater, Florida
Hypnosis Certification, *Carol Erickson, Tom Condon, Ed Reese;* contact Southern Institute of NLP, 813-596- 4891
February 14-27, Boston Area
Modeling and Athletic Performance Certification Program; *Richard Bandler, Tad James, Wyatt Woodsmall, Dave Watts;* contact National Training Institute for NLP, 703-979- 3835 or Profitability Consulting, 808-521-0057
February 27 & 28, New Brunswick, New Jersey
Choice Point, *Linda Sommer;* contact Eastern NLP Institute, 215-860-0911
February 27-28 & March 19-20, Los Angeles Area
Effective Communications for Administrators: NLP in Action – a USC extension course, *Norma Barretta;* contact Southern Institute of NLP, 813-596-4891
February 28-March 12, Hawaii
NLP Business Certification, *Richard Bandler, Tad James, Wyatt Woodsmall;* contact National Training Institute for NLP, 703-979-3835 or Profitability Consulting, 808-521-0057

Ongoing Events

Second Sunday of the Month, San Diego
NLP Network of San Diego, 6-9 p.m., contact Andy Hangarter, 619-560-1610
Every Monday, Hermosa Beach/South Bay, California
NLP Study Group, 7:30 p.m.; contact Dan Schaefer, 213- 376-0073
Every Wednesday, San Pedro, California
Wednesday Night Study Group; contact Southern California Center for NLP, 213-833-4234
Every Other Wednesday, San Pedro, California
Afternoon University Classes; contact Southern California Center for NLP, 213-833-4234
Every Thursday, Manhattan Island, New York
2-Day NLP Trainings; contact Barbara Johnson, N.L.P. America, 212-772-3188
Two Weekends Each Month, Dallas NLP Trainings; contact Barbara Johnson, N.L.P. America, 212-772-3188


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BOOK REVIEW

Welcome readers! The Book Review column is going to take on a "different twist" this time, as I have decided to feature a major change-work author and several of his best works. Stephen R. Lankton, A.C.S.W., is the subject of this issue's Book Review column.

Practical Magic

Practical Magic: A Translation of Basic Neuro-Linguistic Programming into Clinical Psychotherapy is very aptly titled. In this book, Lankton explains and demonstrates, via case examples and transcripts, how the "change" technology of NLP can be utilized in a clinical psychotherapeutic setting. The range of subjects presented in *Practical Magic* covers most of the basic skills of NLP and even some of the more advanced aspects of NLP. Each chapter starts with a metaphor which is a nice added touch. The appendix presents a study guide for *The Structure of Magic-I* and *The Structure of Magic-II* which is also a nice added touch. Those of you who aren't sure if you know the "meta model" will know who you are!

Practical Magic is a good book to read. Its content is chunked most appropriately and sequenced well. I would recommend this book for avid NLPers at the basic and intermediate levels.

The Answer Within

For more advanced readers, I would highly recommend *The Answer Within: A Clinical Framework of Ericksonian Hypnotherapy* by Stephen R. Lankton and Carol H. Lankton. This excellent book emphasizes the diagnostic and treatment-planning aspects of an Ericksonian approach to hypnotherapy as a psychotherapeutic tool. The Lanktons emphasize the importance of metaphor all throughout the text.

The special emphasis in *The Answer Within* is the use of "multiple embedded metaphor" in their treatment design. The Lanktons go to great lengths to explain the structure and usage of "multiple embedded metaphor," which is introduced in chapter 4. I believe the preceeding three chapters are the foundation for the following chapters which deal with "conscious/unconscious dissociation inductions," "indirect suggestion," "therapeutic binds," and the utilization of trance work to locate and retrieve resources in a client. "Multiple embedded metaphor" is thoroughly explained in chapter seven and three case transcripts (in their entirety) are presented to help make things even clearer.

Once again, this is an excellent book. The Lanktons have a special knack for presenting written information in a clear and concise fashion, with transcripts and case discussions to assist the reader in gaining a thorough understanding. A special "Thank You" should go the Lanktons for *The Answer Within: A Clinical Framework of Ericksonian Hypnotherapy*

***

Greg Gibson is a certified Master Practitioner of NLP and the president of Neuro Concepts Institute, a Southern California-based company that provides individual and group consultations. Currently underway is a Master Practitioner training program in Orange County, California, with certified Master Trainer, Tad James. Please call 714-851-9388 for more information about trainings, consultations, video and audio tapes that are available. ■

METAPHOR GALORE

MIND CHOW

The Classics

by Richard Bandler and John Grinder

Frogs into Princes

The Structure of Magic I and II

Trance-Formations: Neuro-Linguistic Programming and the Structure of Hypnosis

Reframing: Neuro-Linguistic Programming and the Transformation of Meaning

Patterns of the Hypnotic Techniques of Milton H. Erickson, M.D., I and II

by Richard Bandler

*Magic in Action**

*Using Your Brain – for a CHANGE**

Changing with Families, Richard Bandler, John Grinder & Virginia Satir

Neuro-Linguistic Programming I , Robert Dilts, John Grinder, Judith DeLozier & Leslie Cameron-Bandler

New Titles

Solutions, Leslie Cameron-Bandler*

Uncommon Therapy, Jay Haley*

Therapeutic Trances, Stephen Gilligan*

The Emotional Hostage, Leslie Cameron-Bandler Lebeau*

The Basis of Personality, Tad James*

Your Mind Can Drive You Crazy, James A. Takacs

My Voice Will Go With You, Milton H. Erickson, M.D.*

Practical Magic: A Translation of Basic Neuro- Linguistic Programming into Clinical Psychotherapy, Stephen R. Lankton*

The Answer Within: A Clinical Framework of Ericksonian Hypnotherapy, Stephen R. Lankton and Carol H. Lankton*

*Reviewed by Greg Gibson for the *RAPPORTER.* ■

NOON GREENWICH TIME

For the convenience of our international readership, we offer the following time-zone information:

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Berlin	1:00 p.m.	Montreal	7:00 a.m.
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Frankfurt	1:00 p.m.	Paris	1:00 p.m.
Geneva	1:00 p.m.	Perth	8:00 p.m.
Honolulu	2:00 a.m.	Rome	1:00 p.m.
Johannesburg	2:00 p.m.	San Juan	8:00 a.m.
London	noon	Stockholm	1:00 p.m.
Melbourne	10:00 p.m.	Sydney	10:00 p.m.
Mexico City	6:00 a.m.	Vancouver	4:00 a.m.

SECOND ANNUAL GLOBAL MIND-LINK

At noon Greenwich time, December 31, 1987, people in more than 100 countries will pause for an hour in time to participate in the second annual World Healing Day – which its organizers say will be the most powerful affirmation of peace and goodwill in history. While the media reported worldwide participation of up to 400-million for the 12-31-86 event, the '87 goal is no less than one billion.

The majority of individuals and organizations involved in this annual activity are operating under the umbrella of the "Planetary Commission" – a worldwide non-denominational, non-political organization without a headquarters, structure, or fund-raising activities. The Commission is simply a grass roots movement launched by The Quartus Foundation in Austin, Texas as a way of uniting people in a cooperative effort for responsible action, peace, and world harmony.

According to Barbara Douthitt, Commission Coordinator at Quartus, the purpose of the global mind-link is to create greater understanding and mutual trust among people in all nations. "We want to demonstrate that a sufficient number of world citizens can gather in a common bond to demand an end to hostilities, hunger, poverty, and the subjugation of individual freedom," Douthitt said.

Quartus directors made the first formal announcement of the Commission on January 1, 1984, with the stated objective of having 500 million people consenting to peace on earth and the healing of this world – with a minimum of 50 million joining in the mind-link at the same hour in time. December 31, 1986, was designated as the first "World Healing Day" and noon Greenwich was selected as the hour in order to encompass all time zones during that 24 hour period.

A network of supporting organizations was soon established, and through materials distributed by The Quartus Foundation word of the "goodwill task force" quickly spread. Based on information gathered at Quartus, the number of individuals consenting to participate in the 1986 event eventually totaled over 500 million – representing all major religious faiths on seven continents, in more than seventy countries, and in every state in the U.S. Over 500 peace-related and spiritual organizations around the world participated.

"Building on the '86 base, a billion people thinking, praying, visualizing and meditating for peace at the same time is certainly within reach," said Douthitt, "especially when you consider the reach and influence of the supporting organizations." The list includes such groups as Peace International, the World Peace Center, the World Federation for Peace, the World Federation of U.N. Associations, the Human Unity Conference, the Society of Prayer for World Peace in Japan, the Asian Buddhists Conference for Peace in Mongolia, and the Devotional Associates of Yogeshwar of India – plus hundreds of other Christian, Buddhist, Hindu, cultural, social, economic, educational, and peace-oriented organizations.

Douthitt noted that the goal of one billion represents about twenty percent of the global population, "a task force with an attitude of mind that must be recognized by world leaders. Remember that it was President Eisenhower who said in 1959 that 'people in the long run are going to do more to promote peace than are governments. Indeed, I think that people want peace so much that one of these days governments had better get out of their way and let them have it.' That day is fast becoming a reality." ■



MOST POWERFUL AFFIRMATION OF

PEACE AND GOODWILL IN HISTORY



WORLD HEALING MEDITATION

In the beginning
In the beginning *God*.
In the beginning God created the heaven and the earth.
And God said Let there be light: and there was light.

Now is the time of the *new* beginning.
I am a co-creator with God, and it is a new Heaven
that comes,
as the Good Will of God is expressed on Earth through me.
It is the Kingdom of Light, Love, Peace and Understanding.
And I am doing my part to reveal its Reality.

I begin with me.
I am a living Soul and the Spirit of God dwells in me, as me.
I and the Father are one, and all that the Father has is mine.
In Truth, I am the Christ of God.

What is true of me is true of everyone,
for God is all and all is God.
I see only the Spirit of God in every Soul.
And to every man, woman and child on Earth I say:
I love you, for you are me. You are my Holy Self.

I now open my heart,
and let the pure essence of Unconditional Love pour out.
I see it as a Golden Light radiating from the center of
my being,
and I feel its Divine Vibration in and through me, above
and below me.

I am one with the Light.
I am filled with the Light.
I am illumined by the Light.
I am the Light of the world.

With purpose of mind, I send forth the Light.
I let the radiance go before me to join the other Lights.
I know this is happening all over the world at this moment.
I see the merging Lights.
There is now one Light. We are the Light of the world.

The one Light of Love, Peace and Understanding is moving.
It flows across the face of the Earth,
touching and illuminating every soul in the shadow of
the illusion.
And where there was darkness, there is now the Light
of Reality.

And the Radiance grows, permeating, saturating every
form of life.
There is only the vibration of one Perfect Life now.
All the kingdoms of the Earth respond,
and the Planet is alive with Light and Love.

There is total Oneness,
and in this Oneness we speak the Word.
Let the sense of separation be dissolved.
Let mankind be returned to Godkind.

Let peace come forth in every mind.
Let Love flow forth from every heart.
Let forgiveness reign in every soul.
Let understanding be the common bond.

And now from the Light of the world,
the One Presence and Power of the Universe responds.
The Activity of God is healing and harmonizing
Planet Earth.
Omnipotence is made manifest.

I am seeing the salvation of the planet before my very eyes,
as all false beliefs and error patterns are dissolved.
The sense of separation is no more; the healing has
taken place,
and the world is restored to sanity.

This is the beginning of Peace on Earth and Good Will
toward all,
as Love flows forth from every heart,
forgiveness reigns in every soul,
and all hearts and minds are one in perfect understanding.

It is done. And it is so.

The Rapporter wishes to thank the Quartus Foundation for generously providing us with information about The Planetary Commission. For more information and up-dates on the effect of the ongoing World Healing Meditation, contact the Quartus Foundation, P. O. Box 27230, Austin, Texas 78755-1230, (512) 335-8346. Beautiful color 11 x 17 World Healing Meditation posters can be ordered from them at a cost of only four for $1.00.

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