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Peace, the *RAPPORTER*

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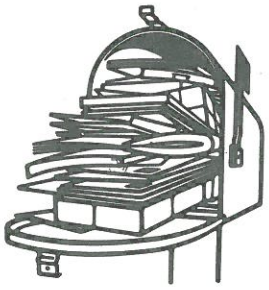
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RAPPERS WRITE . . .

Rapping with the *RAPPORTER*



FLASH FROM THE PAST

As he was quoted in the RAPPORTER, *(see "A Rapp with Richard Bandler," "Passages Issue," Spring 1987, p. 7), Richard Bandler apparently took credit for my research and authorship. My work was published in Chapter 8 as appended in Richard's book* Magic In Action *and is therein entitled "Treating Symptoms of Post-Traumatic Stress Disorder with Neuro-Linguistic Programming." I would like to take this opportunity to address some of Richard's quoted statements in order to correct the record.*

To begin with, in spite of what Richard was quoted as saying in the RAPPORTER, *the research project that appears in Chapter 8, as mentioned above, was engaged in solely by me. Moreover, the procedures used, as well as the results of that research, were also written by myself only. Richard Bandler was never either directly or indirectly involved in the research project at any time. The research project was funded, in part, by resources provided by Medical Service at the Veterans Administration Medical and Regional Office Center, Fort Harrison, Montana.*

In the interview with him, Richard states that: " . . . the original research was published in a journal that had a circulation of 3,000 . . . " To that statement I have to totally disagree with Richard. The particular work in question has never been published in any journal although it was submitted by me to seven professional journals for publication. All of the journals rejected it prior to Richard's request that I grant him permission to publish it in Magic In Action *which I gave to him. I might add that one of my stipulations in granting him permission to publish this work was that he reproduce my submitted manuscript in its entirety. Unfortunately, astute readers will note, I cited reference to Cameron-Bandler on p. 206 in my manuscript as it appears in* Magic In Action, *but the complete citation in the "References" section on p. 229 was omitted although it was included in my submitted manuscript.*

Of my work, that Richard takes credit for, he is quoted as saying: "The VA hospitals are still turning people away when this project I did—6 sessions of the same damn thing, using basically a variation of the theme of the phobia cure—ended up with 100% results." I must emphasize that the project in question (my own) was but a single case study on one Vietnam combat veteran. I made it very clear in my published comments (see Magic In Action, *p. 228) that: " . . . if the treatment modalities found herein work as quickly and effectively on other Vietnam combat veterans by other investigators, more detailed inquiries into the phenomena need to be engaged in." Additionally, I reported that I had effectively used the same procedures detailed in my study on over 50 other Vietnam veterans which was an accurate statement at the time. However, to extrapolate from one* published *case study engaged in by one therapist and then generalize the results to* all *veterans suffering from the same symptomology, in my opinion, just does not produce enough scientific or objective evidence to demonstrate that its overall effectiveness will take place with every other veteran suffering from the same problems; more investigations must be undertaken to prove that the procedures are truly effective in most, or even other, cases. To state otherwise would be a glaring example of poor scientific methodology and reporting.*

I am a veteran; one who has devoted his last 13 years working for the Veterans Administration. Although a VA employee, I am neither an official nor unofficial spokesperson for the VA. Contrary to what Richard was quoted as saying during his interview with the RAPPORTER, *throughout my 13 years of service with the VA, I have never known of one eligible veteran in need of treatment being turned away by the VA for any reason. Regarding Vietnam veterans suffering from Post-Traumatic Stress Disorder (PTSD), the VA has at least 13 inpatient programs specializing in the treatment of PTSD that I am aware of and these do not include the many outpatient programs within the VA that are designed to treat PTSD. Additionally, the VA funds 195 Vet Centers to treat Vietnam veterans not only for PTSD, but for a wide range of other readjustment problems. These are "storefront" offices located away from VA Medical Centers and they exist in every State in the U.S. as well as in Puerto Rico and the Virgin Islands. The VA is not only very sensitive to the special needs of Vietnam veterans, but it also provides the necessary resources to treat them. Although my own preferred methods to treat Vietnam veterans suffering from PTSD and its symptoms consist of a variety of NLP techniques because they work for me and can readily be tested, there obviously are other treatment techniques that also are effective. As an old saying goes: "There is more than one way to skin a cat."*

Finally, Richard Bandler was quoted as having done research for the VA. He also was quoted as having made some proposals to the VA, but was turned down. I have no first-hand knowledge of either of his assertions, but if his statements are valid, I personally would be curious to find out the specific details (i.e., who, what, where, when and how). Knowing Richard as I do, it might very well be that he somehow inadvertently got my research within the VA mixed up with his own when he was being interviewed by the RAPPORTER. *I am more than willing to grant him that possibility. The fact remains, though, that he took credit for my research work during the interview in question.*

In closing, I must acknowledge that I am grateful to not only Richard Bandler, but to all other NLPers who have discovered, refined and shared their findings with others. I did not "invent" the techniques described in my published work. I merely utilized the discoveries of others and then refined and molded them to suit my own therapeutic styles in accordance with the needs of the client I treated just as I do with all my clientele. No one person has a monopoly on NLP or its applications although some, and in my personal opinion Richard Bandler is probably the largest contributor to the field to date, have contributed greatly. I would like to add that I no longer use the techniques detailed in my published study discussed above. Instead, I use the procedures (and variants thereof) that are most elegantly demonstrated by Connirae and Steve Andreas in their videotape entitled "The Fast Phobia/Trauma Cure." The reasons for my modifications in treatment protocol are that I have found the newer techniques to be faster and more effective for treating traumas than the ones that I developed and used approximately six years ago when my study took place; many new and effective innovations have taken place in the field of NLP over that span of six years time.

I am thankful to the publishers of the RAPPORTER *for providing me the space and opportunity with which to set the record straight regarding its interview with Richard Bandler.*

Sincerely,
Peter B. Gregory, Helena, Montana

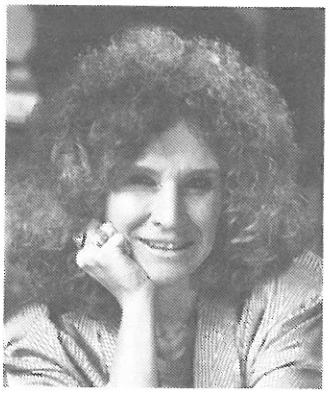
Peter B. Gregory, M.A., is a certified NLP Practitioner who trained under Chris Hall, Richard Bandler and Max Steinbach in 1984. His treatment studies and research projects have been published in books and professional journals both nationally and internationally. He presently works in the capacity of Psychology Technician for Psychiatry Service, VAM&ROC, Fort Harrison, MT 59636. Correspondence to him regarding this rejoinder may be addressed to him there, or he may be contacted by telephone at (406) 442-6410, extensions 215 or 292.

* * *

HELPING VIETNAM VETS

RB: GREAT CONTRIBUTIONS

MAJOR PLAYER



A Rapp with ANNE LINDEN

NEW YORK
TRAINING INSTITUTE

We were very pleased to have the opportunity of interviewing one of the "First Ladies" of NLP, Anne Linden. It was particularly appropos that the interview took place during the 5th Annual Conference of the National Association of Neuro-Linguistic Programming (NANLP) which was held April 22-24 in Chicago, as Anne founded NANLP in 1983.

We first asked for her thoughts on the organization she founded:

Anne: I'm still glad NANLP exists—and I wonder if there can ever be any unity in a field like this? There are camps now within NANLP and camps within NLP. I think it's a matter of emphasis; some people want to control the field, want to be the ones to decide what NLP is and who is doing "it." I know there have to be professional standards—one of the reasons NANLP was created—but I don't believe it can be from a control place, it's got to be from a support place. For people to say, "You're not doing NLP, you're this or that," that's judgmental. If they disagree with what or how a fellow professional is practicing NLP or exchanging information that's something else, if it's done in a supportive way.

The tremendous amount of divisiveness in the NLP community is caused by the self-righteousness of some so-called leaders in the community who are sarcastic, negative, mean and threatening towards those who have a different style and different values about training and change. The world of NLP that I cherish encourages and appreciates differences. It would be much more helpful to NLP if we could all be more respectful of others' models of the world about what is important and of value in NLP, rather than constantly needing to be right and "numero uno."

Rapporter: I keep hearing "rapport" . . .

Anne: And you don't see it much, do you? I think it's because for some people, they have to be number one, they have to be in control and if other people are different *and* successful, they've got to put them down as being no good. I'm not saying this from an egotistical point of view, but I do really good work *and* I'm different than certain other camps in NLP. All you have to do is look at my trainees and my trainers—they are so superb. So if you differ from me and my style and don't think what I'm doing is a good example of NLP, how come? Tell me about it—but from a supportive place.

Rapporter: It appears that those who are information sorters only, let their fear-filled egos run them, precluding their ability to be supportive. Perhaps their background, which may have had a part in creating their unfortunate situation, also inhibits their ability to choose to change. Your background is full of credentials, color and accomplishment—what are the things that brought you to your present situation?

Anne: After receiving my degree in Comparative Literature at Columbia, I acted professionally for 19 years off-Broadway and in the movies, during which time I married, had two children and divorced. I remarried and had a third child and traveled extensively in South America, where my husband died suddenly. It was then that I took some time out to determine what to do with my life and decided to study psychology and psychotherapy. From there I went into Transactional Analysis. In the course of my training in T.A., I started to go to a lot of therapy conferences because I wanted to find out about everything that was out there. So I discovered Gestalt and I did a lot of training in that; I discovered psychodrama and did a lot of training in that; all while being in graduate school studying traditional psychology and continuing my T.A. training. Then one day in 1977 I went to a conference with Bandler and Grinder in New York and what they said made more sense to me than anything I'd been studying, although I must tell you that there's a lot of things that are valuable in T.A. and Gestalt. I believe there are valuable things in any approach, any model there is. Some people in NLP put other models down and that's ridiculous because if we're to really grow, we need to be an open model—to be receptive to good things from other models. It's cybernetic; it's bi-directional. When I heard Richard and John it made so much sense. It seemed to match my own philosophy of life and the way my mind works or the way I'd like it to work! At that time there was no structured training so I followed Grinder and Bandler around the country. I got my primary training from Richard. And there's absolutely no doubt that he's a genius. I truly appreciate the training I got from Richard. He taught me how to think in a way that was very compatible with something about me, a way that I didn't have to struggle with. Incidentally, I was totally supportive of Richard getting a fair trial and having plenty of money for his defense. I'm really glad it worked out the way it did and I hope that it can be turned into a beneficial experience for him.

Rapporter: It seems that it has, as he's back on the road again, working his magic throughout the world community. What happened after your training and certification by him?

Anne: In 1982 I went my own way and created a very special NLP community in New York. There's not a lot of politics, people don't put each other down and they're very supportive of one another. In addition to Practitioner, Master Practitioner and Trainers Trainings, my Trainers put on small workshops every other weekend on various topics like health, stopping smoking, eating disorders and so forth. It's a way for people to get introduced to NLP and it also gives my Trainers an opportunity to get real working experience. It keeps the Institute active and people like it. I also do a therapist training group which is one of my loves, training therapists. I do occasionally train at other places in the States, but mostly the other trainings I do are in Europe. I go to Europe every other month where I do a lot of training in Brussels and in Paris where I recently finished my first Practitioner Training. In Brussels, I'm doing stuff beyond Master Practitioner level, advanced emotional stuff. Then in the fall, here in the States, I'm doing a Personal Change Weekend where I work with ten people for three days. Then in November I'm doing a three-day Women of Power Workshop and that's another of my loves. I've turned that over to Karen Bading, who is one of my trainers and one of my senior therapists because I simply didn't have time to do it, but I am going to personally do the one in November. I love the subject of women and power and using NLP—it's a great workshop!

DIFFERENT AND SUCCESSFUL

BE RECEPTIVE TO GOOD THINGS

Rapporter: You mentioned earlier in our conversation that your training program is different from most other institutes'. What sets you apart?

Anne: Although we were the first NLP institute, we are not the largest institute in the country—and I'm not interested in being big. I'm much more interested in maintaining quality, hands-on training. I don't want to do canned trainings. I now have a core of about five or six really fine trainers. I'm the one, also, who started Trainers Training five years ago. We've been offering Practitioner Certification Trainings since 1979. In 1982 we started Master Practitioner Training.

The way our program works is the Practitioner Training runs 26 days. Participants in the Master Practitioner Training have to be present at all 26 days so they, in essence, re-do the Practitioner Training but from a different point of view—they do it from the perspective of being a resource for people, helping to run exercises. They're also assigned to three participants in the Practitioner Training for whom they are the primary resource and guide through the entire training. In addition to that, the Master Practitioner Trainees have 18 days of their own separate training, where they get all the advanced material. The benefit there is they get the advanced material and then they apply it within the Practitioner Training. In the Master Practitioner Training I do a lot of meta program work and criteria work. I think meta programs are real important. Even though Leslie Cameron-Bandler says she's beyond this, I don't think anybody can move beyond it because I think meta program patterns are the cognitive basis of our personality. I think they are very important in changing emotions and doing the emotional kind of work that Leslie does. You also need meta programs to get rapport better and to understand what a person needs. We also do a lot of work on advanced submodalities, some modeling and strategies. So that's the Master Practitioner Training, which is a total of 43 days. Then my Assistant Trainers meet for a full day with me before every Practitioner Training Weekend and Master Practitioner Training Weekend. I never have more than eight Assistant Trainers, so in one year the Assistant Trainers have about 24 days by themselves with me and their program is two years. I get about 14 applicants for my Assistant Trainer Program every year of which I only accept four. I make no guarantee that they'll be certified at the end of those two years. I can't adequately train more than eight people at one time as Trainers because I need to spend time with them. As an example, in each of my Certification Weekends, the Assistant Trainers run linguistic drills for an hour in the morning before the regular training starts. And every evening we have a two-hour session which consists of two one-hour presentations so each Assistant Trainer does many, many presentations over each year. I am at each one of those presentations, which are videotaped. Then I go over each videotape in detail with them, giving them feedback. I also do voice and body work with them. They also do improvisational presentations where I'll say, "Okay, Susie, get up and teach us about incongruity," and they'll have to do five minutes on the subject—or I'll ask them to do a demonstration on simple kinesthetic anchoring. I do personal work with them right in the Assistant Trainers Group, if they've got issues where they're scared to get up in front of people or whatever.

Each Assistant Trainer meets with all of their people every weekend for an hour to get feedback and to give them feedback. They have individual private feedback sessions twice in each training program. They get tasks to do that help them with the learning. The Assistant Trainers run supervision groups where people can go to get personal work that relates directly to their learning. And that makes a huge difference! We also do a lot of brainstorming over the specific patterns of information and how to teach them best and what do we really mean by chunking and how can we best explain it and what can we do with it. How could I do that kind of intensive training with more than eight people? I can't!

I personally do one Practitioner Training a year in New York, averaging about 65 participants; I have about 25 participants in my Master Practitioner Training and eight in my Assistant Trainers Program. My Trainers do smaller Practitioner Trainings in Long Island, New Jersey and southern Connecticut. I've certified nine trainers so far and that's after they've spent four years with me. In Europe I have to structure the trainings a little differently because I do them in three 8-day segments, so I do a 24-day Master Practitioner Training in Paris and Belgium. I now have European Assistant Trainers and will be certifying my first three European Trainers in August. I've done two Practitioner Trainings in Europe and two Master Practitioner Trainings and now am finishing my first Trainers Training there. I brought certification training to Holland; I was the first one to do certification training in Europe about five years ago. I'm also an active therapist although I've had to limit the number of clients because I travel so much and train so much. And, part of the Institute is a clinic and I have six therapists on staff, all of whom I've trained in NLP and in therapy and I supervise them, meeting with them for two hours every week. I also do residential Ericksonian hypnosis training in the States in the summer and also in Belgium.

My Trainers don't have a book that they follow. I design the trainings with them and supervise their training in the sense that I ask them to report to me and tell me what they've done and I give them the outline—the areas that I want them to cover—I don't tell them how to do it. And each Training is different. I emphasize different things in each Training because at the end of each Practitioner Training I look at the people and

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I'm delighted because they've made changes and they've grown—and there's always something that can be improved, so the next time I change it. I emphasize something different or change the sequence. I'm constantly changing and I couldn't do it otherwise and I couldn't ask my Trainers to do otherwise. I believe that the technology of NLP is very important and I think the best training is when the personality of the individual doing the training comes through and communicates itself to the people. The technology is someway shaped, without losing its precision—and I know that's a challenge—by the person presenting it. And I think that's the way it should be, although there are some people who don't think that way.

Rapporter: Going back to an earlier comment you made about therapy being one of your loves, are you doing anything new in that area?



Anne: For the past two years I've been researching boundaries, which is strictly a therapeutic model. I use it as a theoretical frame from which to use NLP in therapy. For me, there's three basic kinds of boundaries: there's the internal-external, like skin—how I know it's inside me and outside me. Then there's the boundaries between me and you, how I tell the difference between me and you, how I know if I'm having my feelings or you're having your feelings. And then the more behavioral boundaries, the boundaries between context, so I know that this is a professional context or personal context—there's the context around different activities, such as working, playing, exercising, family. I may act differently with my grandmother than I do with my kid. I've done a lot of research with a colleague of mine and we've written three articles. This summer I'll be working on my fourth one and hopefully, some day, I'll turn them into a book. My work on boundaries came about as a result of doing therapies in the real world. When you're working as a therapist, getting people off the street, it's real different from doing NLP with trained participants. It keeps me honest!

You know what it's about—it's about change and change is a process. And sometimes I can ask you one question and I can get a change. Sometimes, change is an ongoing process that you must experience through time. Our society in general is about the quick fix. Everywhere I go I hear, "What's new? How can we do it faster?" And those are not my primary concerns. My primary concerns are how can we take what we have and deepen it and how do we teach it even better. The whole thing about a quick fix in therapy is just like the quick fix in medicine. Before NLP, traditional therapy lasted 20 years, five days a week and then NLP came along and made us aware that if we change our pictures or whatever, change could happen fast! Now there's the emphasis on, "I can cure anybody of anything in an instant." It's about choice. Some of my therapy clients I see once a week for a year and some people I may see twice. Isn't change a metaphor for living? So you make one change and the person discovers something else and then that uncovers something else. I commit a lot of heresy because I also question the idea of "bad feelings"—first of all, what's bad about them? Bad feelings are only bad when we have feelings *about* our feelings, when we judge our feelings. Again, it's the balance. I don't believe, okay, go to the bad feeling and we'll rehearse it. It's one of the things I objected to in T.A. and Gestalt. At the other extreme, some people take NLP and use it to "feel bad, change it." Wait—what's so wrong with so-called bad feelings? I'm not saying it's wonderful to feel pain, but I think sometimes in order for us to develop as a whole human being, to develop wisdom, we need to realize that in that "bad" feeling is some incredible resource. Again, it's the balance. The final piece is that NLP is an art.

* * *

Anne Linden, M.A., *is a Certified NLP Trainer and psychotherapist, is Director of the New York Training Institute for Neuro-Linguistic Programming and the NLP Center for Psychotherapy. She can be reached at NYTI, 155 Prince Street, New York, NY 10012, 212-473-2852.* ■

CONSTANTLY CHANGING

CORRECTION

We misprinted the phone number of **Eric Robbie,** Major Player in "L'Chaim Issue." His correct phone number is **011-441-416-0733.**

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NLP IN BUSINESS

VERBAL PACING AND LEADING

By Rick Cleveland

Is there a way to organize your language to make what you say far more credible? In fact, can we go so far as to ask if it's possible to organize your language to make what you say automatically accepted?

In this issue we will be dealing with the use of verbal pacing and leading as well as the covert "yes set" for use in conversational persuasion.

One of the main reasons to use verbal pacing and leading is that it automatically sets up an unconscious yes set.

What is an unconscious yes set? Let's define our terms before we go any further. (Note: These definitions are not necessarily complete. They do provide a useful way of understanding this information.)

Conscious

What you are aware of, that is, what you are paying attention to right now.

Unconscious

1) What you are not aware of or paying attention to right now. An example of this might be the feelings of your clothes on your body, the speed of your breathing or the amount of light that is available for you to read this by.

2) The second definition is, that which happens automatically. An example of this is, as you are driving down the street and a child runs out in front of you, how long do you have to consciously consider stopping? Not long, probably. So, the concise definition of unconscious is, that which you are not aware of and that which happens automatically.

Yes Set

A yes set traditionally is a set of questions designed to elicit a "yes" response from your prospect. The theory is that if you say enough yeses during the presentation, when you ask the prospect for the order they will say "yes."

Let's stay with the yes set for a bit. Here's an example of the traditional conscious yes set.

Salesman to prospect: Mr. Smith?
Prospect: Yes.
Salesman: Mr. John Smith?
Prospect: Yes.
Salesman: Thank you. Mr. Smith, my records indicate that you are the vice president of purchasing. Is that right?
Prospect: Yes.
Salesman: Great. May I ask you a question?
Prospect: Yes.
Salesman: If I can show you a way to save costs on your inventory, you would be interested in taking a look, wouldn't you?

Do you see the pattern? What else happens for you as you read this? If you are like a lot of intelligent consumers, you are also alerted to the upcoming assault, right?!! So, what is the answer? How can you get people saying yes without using outmoded tactics such as that? The answer is in verbal pacing and leading.

What is verbal pacing and leading? It is a sophisticated technique that links things that are true with things that you'd like people to believe are true. Let's again define our terms.

Pacing

Pacing is talking about things that can be immediately verified as true or things that are commonly accepted as true.

Here are some examples of things that qualify as pacing:

1. You are reading this.
2. You can feel the temperature around you.
3. On the news last night . . .
4. The last time the phone rang . . .
5. Bush is running for the Republican nomination.

What are some of your own?

6. .....
7. .....
8. .....

The reason that those qualified are that they are true and verifiable or qualify as truisms (things that are accepted as true).

Leading

Leading is talking about things you want the other person to believe that as yet have not been proven.

Leads are anything that you want people to believe. So here are some examples of things that could be considered leads:

1. You are excited about this information.
2. You are becoming committed to learning more about this.
3. Verbal pacing and leading makes persuasion easier.
4. Verbal pacing and leading creates a lullaby type of effect.
5. This column will consistently have useful information.

What are some of your own?

6. .....
7. .....
8. .....

Can you begin to see the difference between pacing and leading? Pacing statements are statements that are true! You can't take exception to them! That's what makes them so powerful for our purposes. Leading statements are what you want your prospect to believe. They are not proven necessarily but they *are* what you want your prospect to believe.

There is a format to follow that will assist you in using this technique. The format is as follows:

PACE, PACE, PACE—LEAD
PACE, PACE—LEAD
PACE—LEAD
LEAD—LEAD . . .

As you review what you've read so far, allowing the seconds to pass while you think about this in your own way, you can begin to understand the value of using this technique to get more of what you want, when you want it. And as you begin to understand the value of this, thinking back to a time when this might have made the difference, you can begin to anticipate the benefits that will be yours as you begin to use it. While that anticipation builds you might take just a second to tell yourself how thrilled you are to have found this at a time when you can really use it. NOW, as the realization begins to sink in perhaps even outside your awareness that the real key to persuasion is having skills like this that you can use, have you already started to wonder who you will first share this new skill of yours with?

Now let's go back over this paragraph and analyze it. First, before we do that, read it one more time. Can you understand how the pacing and leading creates a powerful influence that literally compels your experience? Here are the paces and leads:

Pace—review what you've read.
Pace—allowing seconds to pass.
Pace—while you think about this in your own way.
Lead—understand the value of using this

Pace—understand the value of using this.
Pace—thinking back to a time . . . could have made a difference.
Lead—anticipate the benefits . . . use it

Pace—anticipation builds
Lead—tell yourself how thrilled you are to have found this.

Lead—realization begins to sink in
Lead—the real key to persuasion is having skills like this.
Lead—wonder who you will share this new skill with first.

Try this. Read just the leads above. Preferably read them aloud. If those had been all that was written, they wouldn't have had near the power as when you have the pacing statements with them.

Each time you read a pace, your unconscious goes "yes." Only this is so subtle (albeit powerful) that nobody thinks of it as an assault. Instead, you have created an environment that is comfortable, one that supports the other person in moving with you.

Here's another example for you.

As you sit there, reading this information, letting your eyes follow each word, you can begin to discover how this information will allow you to increase your persuasion power. And as you think about how that might happen, and listen to what those ideas are inside your own thoughts, you may find yourself getting excited at how much easier this makes the process of convincing someone to do what you want. In fact, feeling that excitement beginning to build, now, causes you to want to begin to practice, to perfect this technique. The technique is strong enough to get people to go along with whatever you say, so much so that utilizing it will dramatically increase your sales. It also establishes your credibility and furthers the rapport you are building.

Now, let's see if you can list the paces and leads in this paragraph.

Pace— _____
Pace— _____
Pace— _____
Lead— _____

Pace— _____
Pace— _____
Lead— _____

Pace— _____
Lead— _____

Lead— _____
Lead— _____
Lead— _____

Advanced readers will also note that the paragraph begins with an external orientation and moves the reader to an internal orientation, thus further facilitating the persuasion process.

Using this format is also perfect for using the cause-effect information you learned in the last issue of this column.

Let me suggest a few methods of practicing this to get it down. On a sheet of paper draw a line vertically down the middle. On the left side list 10 or 15 paces and on the right side list 10 or 15 leads. Practice saying two or three paces and then a lead. Doing this will enable you to learn this rapidly.

In the next issue I will cover how to use embedded commands. You'll find this format of pacing and leading to be a perfect place to put your commands, so practice and have many successes.

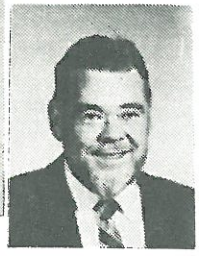
* * *

Rick Cleveland *is a Certified NLP Trainer. He is a partner in Cleveland, Carter and Associates, which is a division of Paradigms for Excellence. His training program called Precision Communication™ offers certification training in the business applications of NLP. Currently these trainings are being held in Southern California as well as San Francisco and Edmonton, Canada. He can be reached for further information at 714-472-3732.* ■

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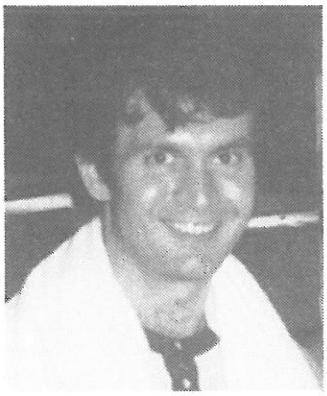
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ANTHONY J. MEDURI

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INJURIES AND PREDICTABILITY

> This DNA structure is so special for each of us that it will never be repeated and it has never existed in any human of the past or present, except if you have an identical twin. It is our evolutionary inheritance. It embodies in fact the entire creative endowment generated by the evolutionary process in the long line of contingency that led to each one of us. It contains the basic instructions for building our bodies and our brains.
>
> — John C. Eccles
> *The Human Mystery*
> New York, Springer International
> 1979, p. 124

There are several forms of perceiving or intuiting data from the outside world and transforming that data into useful information for the express purpose of movement or change. The nature of the human mind being one of information aggrandizement, it stands to reason that without proper and prudent orchestration of this "meta-ability" to learn, use, install and replicate, often predictable delays in movement or change (transformation) are bound to accumulate over time.

The exact usefulness of this logic to the area of sports medicine is a mystery that I hope to shed some light on now.

> My primary process of perceiving is muscular and visual.
> — Albert Einstein

OVERUSE SYNDROME

The bad news is that the upsurge of interest in both sports participation and in fitness has caused a tremendous increase in "participation related" injuries. The good news is that most of those injuries are caused by *overuse*, not accidents, and thus are potentially and—more importantly—predictably preventable with the proper type of neuro-kinetic intervention.

> And what do we teach our children in school? We teach them that two and two makes four and that Paris is the capitol of France. When will we teach them what they are? We should say to each of them: You are a marvel. You are unique . . . you have the capacity for anything . . . And when you grow up can you then harm another who is, like you, a marvel?
>
> — Pablo Casals

With the mounting proliferation of data on injuries and "accidents" occurring to the "weekend athletes" it is very useful

NEURO-KINETIC INTERVENTION



now to "reframe" some of the beliefs of those participating in the creation of new states of being and using sports training to obtain these states. The important factor here is proper use of training to shift states—not overuse of a good thing, creating a potentially harmful predicament.

A review of more than 1,000 patients seen at Lenox Hill Hospital Sports Medicine Clinic in New York revealed that 54 percent of the patients had soft-tissue injuries: muscle strains, muscle spasms and ligament strains. Forty-six percent had skeletal injuries, also with a high incidence of *overuse* injuries: chronic joint inflammation and stress fractures.

Running and jogging accounted for the largest group of injuries (nearly one-third), followed by basketball, tennis and dancing. Most common injury sites: knee, ankle and shoulder.

> A detailed investigation of the sources of our ideas has shown that there is only one type of model or picture which could be intelligible to our restricted minds, namely one in mechanical terms. Yet a review of recent physics has shown that all attempts at mechanical models or pictures have failed and must fail. For a mechanical model or picture must represent things as happening in space and time, while it has recently become clear that the ultimate processes of nature neither occur in, nor admit of representation in, space and time. Thus an understanding of the ultimate processes of nature is forever beyond our reach. We shall never be able—even in imagination—to open the case of our watch and see how the wheels go round. The true object of scientific study can never be the realities of nature, but only our own observations of nature.
>
> — Sir James Jeans
> "Some Problems of Philosophy"
> in Commins and Linscott (Eds)
> *Man and the Universe:*
> *The Philosophers of Science,*
> New York, Washington Square Press,
> 1954, pp. 364-65.

CONTRIBUTING FACTORS

Four factors are said to contribute in a meaningful way to the development of overuse syndromes:

Fatigue

Muscle becomes progressively more vulnerable to strain as fatigue sets in. Pulled hamstrings, for example, usually occur at the *end* of a training session when fatigue is high. (Fatigue, in submodality terms, may be the visual representation of a limited field, unfocused and semi-transparent depiction actually preventing concentration and thereby predisposing the athlete or leisure participant to incumbent injury.)

Biomechanical Variability

Differences in ankles, feet, bone length, joint size, varying degrees of pronation or supination, for example, may be very

OVERUSE IS ABUSE

strongly associated with excessive wear and tear on joints. Likewise, excess body weight can greatly increase intraarticular (inside-joint) pressure. Although it is not clear whether this accelerates joint damage, it definitely contributes to chronic joint pain.

Improper Training

Overuse injuries from improper training are usually the result of continuing to exercise without allowing sufficient recovery from injury or exerting beyond accustomed levels. A typical example of the latter in the athlete who normally runs between two and four miles on a given day and then goes out and runs seven to ten miles.

Improper Equipment

The greatest offender here is the shoe that the athlete uses in his or her activity. Old, worn, improperly balanced, ill-fitting or, quite simply, the wrong kind of shoes will contribute to many soft-tissue problems, such as Achilles tendonitis.

Mr. Duffy lived a short distance from his body.

— James Joyce

PREVENTATIVE MEASURES

Preventative measures associated with these factors are clear and readily discernible:

Fatigue

Exercise bearing in mind the fact that as you tire or "wear out," risk of injury increases geometrically. *Stop* exercising when you "run out of gas."

Biomechanical Variability

Be open to the idea that your body may not be built for some sports. If you develop persistent pain from a particular form of exercise that doesn't resolve with appropriate treatment, consider switching to another kind of exercise. Consider it strongly!

Improper Training

Warm up and warm down. Work on flexibility for those areas where this has been a problem or for those events or activities where special flexibility is required (such as shoulder movement for the tennis aficionado). Decrease exercise duration or severity when necessary to alleviate exercise-associated pain and discomfort. Increase workout intensity slowly. Do not overdo a "good" thing. Be prudent!

Improper Equipment

Make sure your shoes and other equipment are of strong and lasting quality. Trite but true—poor or old equipment is much more apt to directly contribute to injury than tested and strong equipment. Treat yourself right. Be curious and be smart.

These measures are not difficult and suggest that some commonsense procedures can and will markedly help prevent many, many diverse sports-related and activity-related problems. Injuries can be predictably prevented through prudence and attentiveness.

See yourself in others.
Then whom can you hurt?
What harm can you do?

— The Buddha

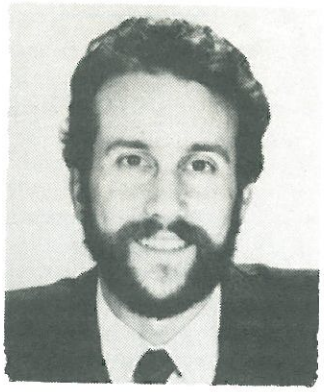
Be Prudent!
Be Curious!
Be Careful!
NOW!

***

Anthony J. Meduri, Ph.D., D.Sc. *is a Certified Athletic Trainer and Director of the Sports Training Institute, 239 East 49th Street, New York, NY 10017, 212-752-7111.* ■

TREAT YOUR BODY RIGHT

CONSCIOUS PARENTING



RICHARD GREENE

Founder of
MIND EXPANSION INSTITUTE

HOW *NOT* TO "SCREW UP" YOUR CHILD
(or, How not to make the mistakes our Parents made!)

In between being a perpetual motion machine, your precious little one stops and stares up at you, eyes wide open. Love and trust just tumble out. You melt. In this moment you get it—it hits you full force in the chest—YOU are responsible for this tiny human being. You are his/her primary teacher. You, the person who still hasn't worked out all the stuff in your own life, are the one that is making powerful and indelible imprints into this adorable little bio-computer, every second of every day.

It doesn't make it any better to know that EVERY single word, facial expression, intonation, gesture and the totality of your child's environment is fed directly into the brain, where it stays, forever! In the first seven years and especially the first two or three, you literally teach your child what life is "all about." What "reality" on planet Earth is. How and what you teach will largely determine how your child deals with his/her life, what kind of a life he/she is going to have. Your input will determine what tools, patterns and resources he/she has to work with and what patterns and potential traumas he/she has to compensate for and work through.

In this column we will share some of the secrets from modern scientific research on how to "Not Screw Up Your Child." It might seem like an impossible minefield at first, yet once you understand how associations are made and children's brains tend to organize the input from parents and the surroundings, it becomes easier and easier.

A new and exciting science has emerged to help us with this awesome responsibility. The name, Neuro-Linguistic Programming (NLP), is imposing, yet what it teaches is really very simple. NLP explains how all communication and life interactions literally Program our Nervous System.

Take a standard VHS or Beta videotape, for example. When it is "born" at the factory it is completely blank, nothing on it. Its parents take it home from the record store "hospital" and, over the next days, weeks, months and years program it by exposing it to various stimuli fed through its sensory organs (television and cable connections). When the parents turn the sensory organs "ON" the baby records everything fed into it, in full color and loud and clear, exactly what it is fed. This baby VHS or Beta videotape has truly become the product of its parental conditioning. Love stories, PBS nature specials or nothing but cops and robbers, 976 commercials and war films—this perfect child dutifully soaks it up.

The good news is that you can change your VHS or Beta baby even easier than you change a diaper. The bad news is that with real kids you *can't* change what you've allowed into their little bio-computer brains and bodies.

Every single bit (or byte) of data or stimulus that has entered your little one's eyes, ears, skin, nose and tongue has become a PERMANENT part of that human being—throughout this lifetime and beyond (if you believe in reincarnation). Children and adults *can* be re-programmed nowadays, but the tape can never be simply erased or taped over. Through sophisticated processes the child (or adult) and his/her brain can be almost magically re-programmed in therapy to interpret or perceive these past inputs in completely different ways, yet by the time a child reaches adolescence or adulthood there may have been thousands and thousands of such negative inputs. Ever wonder why it is so often so hard to change a habit or pattern?

So, you truly have this awesome responsibility. What are you going to allow into the wide-open senses of your little angel? And, more importantly, what damage are you doing right now by *not* being aware of how the littlest word, intonation or gesture may affect your child throughout his or her entire life?

We take you, now, on a guided tour of HOW TO NOT SCREW UP YOUR CHILD by not making the same mistakes your parents made. This month, a simple GROUND RULE that will revolutionize your entire attitude and conduct towards your little one (and give you some informational ammunition to use with grandparents . . . they might be a little more receptive now than when they were raising you!).

Conscious Parenting Ground Rule #1

NEVER CONFUSE THE CHILD WITH THE BEHAVIOR!

One of the biggest mistakes we parents make is to confuse our children's behavior with who they are. When we do this we program in a deep, deep confusion that permeates almost everything they do. This is where basic programs of insecurity, guilt and the feeling of never being good enough often originate.

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Examples:

"Joshua, **you are** *bad."*
vs.
"Joshua, I didn't like what you just **did**!"

"Bad boy!"
vs.
"I didn't like **that**!"

*"***You are** *such a lazy/sloppy/stupid boy."*
vs.
"You've been **acting** lazy/sloppy/stupid lately."

"I can't stand **you** *today."*
vs.
"I can't stand **your behavior** today."

Conversations with another parent or other third persons also go straight into and program the brain of the child listening. These, too, must be entered into consciously when the child is near.

"Joshua has **been** *so bad today."*
vs.
"I didn't enjoy Joshua's **behavior** today."

"Honey, I just couldn't stand Jessica today. **She** *was driving me crazy."*
vs.
"Honey, the way Jessica was **acting** today was driving me crazy."

This may be harder to do than it is to understand. We parents have been programmed, by our parents, to lump the behavior and the "who we are" together. In our jobs, for example, *we* feel lousy through and through if our last phone conversation, project, meeting or other actions or behaviors were lousy. We even ask each other after a big performance of some kind, "How were you?" And we usually answer, "I was horrible" or "I was great" or "I was o.k." Imagine the freedom—the awesome liberation—of having performed horribly and still feeling strong, secure and terrific inside as a human being!!

The only thing we really have when we come into this world is our Selves. This aspect of who we call ourselves is the permanent, eternal part referred to in all of the world's religions. The words Soul, Essence, Spirit, Consciousness are also used to describe this part. This little bit of "God" is, indeed, strong, secure and magnificent; our behaviors, as children or adults, in this world, however, oftentimes are not.

If we clothe our children in their behaviors or our reactions to their behaviors we truly pollute the very part of them that will be their strength and their beauty as they grow.

If we can maintain the separation between this pure, beautiful, magnificent Self or Essence of our children and their often imperfect behavior there will remain a core of strength that will save our precious little ones when and if we do happen to "screw up" in our jobs as parents. We, the responsible guardians to these national treasures, must carefully and consciously watch every word, every voice tone and every one of our own actions to avoid programming in the irreparable destruction of the independence of this Self. To properly nurture this separateness between Self and behavior is, in a very real sense, to create a powerful insurance policy against defective parenting.

* * *

Richard Greene *is Producer and Host of The Whole Life Radio Network heard in Los Angeles on KFOX-FM and in Europe, an attorney, former law professor, Master NLP Professional and Trainer, founder and Executive Director of The Mind Expansion Institute and author of* Mental Aerobics: A Challenge Book for the Expanding Mind, For Kids 8-80. *Most importantly, he is the proud father of a 2-year-old daughter, Chiara. He is available through the Mind Expansion Institute at 818-501-5559.*

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BOOK REVIEW



GREGORY GIBSON

President
NEURO CONCEPTS
INSTITUTE

The Structure of Magic

As far as the technology of Neuro Linguistic Programming goes, *The Structure of Magic* is a classic book. *The Structure of Magic* lays out the linguistic foundations for NLP.

In Chapter Three, the authors, Richard Bandler and John Grinder, present the "Meta Model," probably the most important key component of understanding our language (English). From the "Meta Model," one learns how to extract the specificity required to have a greater sense of understanding just what another person is attempting to communicate. It's interesting to note, that in my communications with Richard Bandler, the model called the "Meta Model," is presented in *The Structure of Magic* in the inverse order of how one should use it.

Chapter One presents the three major processes of human modeling—Generalization, Deletion and Distortion. These are three essential ingredients needed to understand the communication process and they are thoroughly explained throughout *The Structure of Magic.*

The appendices in *The Structure of Magic* are full of excellent, insightful information. Be sure to study thoroughly the appendices, especially Appendix A, "A Brief Outline of Transformational Grammar." Also, be sure to read the footnote sections at the end of each chapter for more insightful information.

All in all, *The Structure of Magic* is an excellent book. Many people argue that the "Meta Model" is cumbersome to use in comparison with "The Precision Model," and do not encourage others to read *The Structure of Magic,* which is actually an indication of specifically what they need to do. Write to Beverly at NLP Products and Promotions to be on their product mailing list. (13223 Black Mountain, Box I-429, San Diego, CA 92129) You may want to *resist in vain* going to see Richard Bandler in action and see the "Meta Model" modeled by its designer.

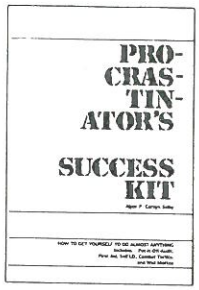
* * *

Greg C. Gibson *is a Certified Trainer of NLP and a Master Practitioner. He can be contacted at: 714-458-7676 or write to him at: 25822 Evergreen Road, Laguna Hills, CA 92653 for information on individual and group consultations.* ■

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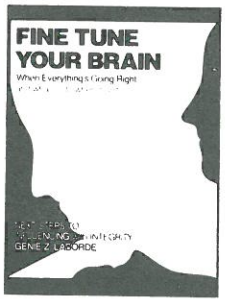


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Illusion
by Ella Wheeler Wilcox

God and I in space alone.
And nobody else in view:
"And where are the people, O Lord?" I said.
"The earth beneath and the sky o'erhead.
And the dead whom I once knew?"

"That was a dream." God smiled and said.
"A dream that seemed to be true.
There were no people, living or dead.
No earth beneath and no sky o'erhead.
There was only Myself, and you."

"And why do I feel no fear?" I said.
"Meeting you here this way?
For I have sinned. I know full well:
And there is heaven and there is hell.
And is this the judgment day?"

"Nay, those were but dreams." the Great God said.
"Dreams that have ceased to be.
"There are no such things as fear and sin.
There is no you—you have never been.
There is nothing at all but Me."

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The following forecast concerns remarkable changes which the world can expect to see in the immediate months ahead. They come from Maitreya, a spiritual teacher in London's Asian community, who many believe to be the new Buddha, the Messiah, the Imam Mahdi...and, to Westerners, the returned Christ. This information was given during an April 10th interview with one of His close associates in London. The interviewer was Patricia Pitchon, an independent journalist who has been investigating British author Benjamin Creme's claims about the reappearance of the Christ since 1982.

MAITREYA LOOKS AHEAD

by Patricia Pitchon

Recently I had the good fortune to have an interview with a close associate of Maitreya, a member of the Asian community in London who has worked with Him for many years. He asked that I make known the following information and forecast of events and trends.

THE MIDDLE EAST: ISRAEL-ARAB PROBLEM

An Arab editor who lives in London recently made contact with Maitreya and will give out a message to all Arabs and Israelis. People in Israel have a deep desire to be near the Lord. The Israelis are disillusioned with the politicians. The people are telling them openly: "We want to live at peace with the Arabs."

Each country will have its own respective homeland. Lebanon will be restored to the Lebanese. The Palestinians will have their own country. The Israelis will be back in their own country. The Israeli army will put down their arms.

Maitreya's disciple explained that a Master can appear in any form. When a politician has a direct experience of Him, that politician changes. This is happening now. Maitreya has appeared before a number of politicians around the world. Great changes are taking place, and will continue to take place. He has also appeared before a number of religious leaders. Maitreya's message here is: "You are free from this moment. When you see me, no one will be able to force you to fight against each other." An interesting movement was recently founded by Israelis called The 21st Year, which advocates non-support of and non-violent resistance to military action in the Occupied Territories.

THE MIDDLE EAST: IRAN

In a few weeks' time there will be great changes in Iran. The implication is that these will be beneficial.

THE AFRICAN CONTINENT

Maitreya's words here are: "Purity is in darkness." Africa will generate a very positive force in life. This is because the African people as a whole are not confused mentally or spiritually. Mentally and spiritually they are not bankrupt, despite their poverty.

THE UNITED NATIONS AND THE FOOD ISSUE

The African continent must be looked after by those who are strong. It will become a global duty to provide the first thing in life: food. This will become the basic duty of the United Nations, which will play the most important role. According to Maitreya, "Food will pour out." Certain disciples at the United Nations have been trained by Maitreya and will have an unwavering dedication to this cause. There will be no shortage of food. This policy has already begun. This message will become so forceful from Maitreya's Day of Declaration onwards that governments will begin to take heed. Politicians are also looking for solutions. It will harness much basic goodwill in an appropriate direction.

JAPAN

The Japanese are capable of self-sacrifice. This is why they have been successful. But it would be destructive for them to forget their roots. This means they should not forget their Oriental (spiritually-based) way of life.

THE UK

In Britain, Maitreya has made Himself known in various ways to religious and political leaders. There are deep divisions in society, but these divisions cannot heal unless they come out openly. The social, economic and political ferment Britain is experiencing will eventually produce a mellowing of capitalism and there will be a balanced blend of socialism and capitalism.

Aspects of Maitreya's mission in Britain will include the opening of certain centres which will attract young people. The aim is, first of all, to treat these youngsters in a way that will generate self-respect and build trust. Thus equipped, they will be helped to find jobs. The banking sector will eventually offer help, and teachers, doctors, and politicians will visit these centres and study them for guidance.

SOUTH AFRICA

Confrontation will eventually give way to consensus. Although it may be difficult to believe now, the day will come when President Botha and Desmond Tutu will sit down together and work out a solution. According to Maitreya, politics is the art of bringing harmony into life.

THE USSR

Maitreya has appeared to leaders in the USSR. The Russians and the Americans will agree to destroy nuclear weapons. This process, as we know, has already begun, and will continue.

CRIME AND THE CITIES

Maitreya's view is that cities are the places where 'crime combustion' occurs. People are hooked on drugs, sexual violence, murder and other crimes. This process of combustion brings the dirt up to the surface.

The prison population is growing and will revolt. Neither the police nor the military will be able to control this situation adequately (i.e. the crime situation as a whole). In the

extremity of such a situation, both sides, in fact, cry out for help. Then Maitreya will act. This process has already started.

Eventually, certain judicial reforms will take place. Minor or petty crimes will not lead to prison sentences. When world tension begins to decrease, when the principle of sharing begins to be implemented through a variety of social, economic and political reforms, people will feel less threatened and crime will decrease.

As an interesting example of the growing awareness that *redistribution of resources* rather than *wealth creation* is the key issue here, *The Times* in London reported (12 April 1988) a recent speech by Mr. Michael Heseltine, a former Conservative cabinet minister. Addressing an audience in Blackpool, he said that: "Today's political challenge is not how to generate economic growth, but how best to contain and distribute the consequences of it."

THE PROBLEM OF AIDS

A Swami who works closely with Maitreya in London recently asked Him what he should do when people came to him suffering from AIDS. Maitreya answered: "In your mind, spirit and body, practise detachment. Harmony between mind, spirit and body will be restored. You will find you are healed. AIDS will vanish."

The Swami then asked: "With this statement, why can't we go out and preach this?" Maitreya replied: "First of all, if you go out and give this to someone when his hands are full, what will happen? It will slip from his grasp. But if there is a real hunger on the part of any individual" (i.e. the individual must first experience a sincere yearning) "and you give him this, you will heal him." This is a form of what is called 'automatic healing,' an ancient art.

Maitreya's message is: "I am giving you one of the easiest ways to know me: Be honest in your mind. Be sincere in your spirit. Feed your body with right food. Then your awareness will grow. In anything you do with a sense of detachment, if it is a natural course of action, I am with you. But attachment, possessiveness, is undivine. There I cannot be with you."

The Swami then used this approach with a man who had AIDS, a West African intellectual who desperately wanted to overcome his situation. This man is now putting on weight, enjoying life, and has stopped using any medication for his symptoms.

Those close to Maitreya also work with people who have undergone a profound transformation as a result of a direct experience of Maitreya. It should not be thought that He presents Himself only to important people. On an individual level, many miracles have occurred. He has made Himself known to prostitutes and murderers as well as ordinary people in all walks of life and is continuing to do so. One murderer experienced such a profound change that he approached the above-mentioned Swami and said, "Swami, I want to become a saint." The Swami answered, "The door is open." An interesting psychological principle is operating here: when a violently energized person (i.e. a murderer) experiences a spiritual transformation, that same energy is transformed into ardent aspiration. The transformation of such a person, because of his very nature, cannot be lukewarm. Another example would be Mary Magdalene.

MAITREYA'S GENERAL MESSAGE AT THIS TIME

In three to four weeks' time, His mission will begin openly. Maitreya is working now in every part of the world irrespective of creed, nationality, race, etc., at all levels of existence. The Lord Maitreya inspires everyone through mind, spirit and body to generate, first, self-respect, out of which the blessings of salvation will emerge which will make life meaningful for one and all.

The present political system is fast undergoing changes inspired by Maitreya. In short, each and every country will generate self-respect and let each and every nation enjoy the fruits of life. Whatever you see in the world of suffering, crime and violence will begin to disappear in a short space of time. The message to one and all is to generate self-respect

The most important temples in life are: the spirit, which must be fed with sincerity; the mind, which must be fed with honesty; and the body, which must be fed with right food. This will create harmony in mind, spirit and body.

FURTHER SPIRITUAL INSTRUCTION FROM MAITREYA

"Free will is the most important thing given to you. Each and every soul is one with me. You do not disappear in this oneness; you create harmony.

Sweeping the road is as divine as sitting on the throne. No matter what the degree of your crime, you can train yourself in self-respect by practising sincerity of spirit, honesty of mind, and feeding your body with natural food. It is your natural heritage. Use it. Start from the beginning: practise detachment.

What is the Ego? It is an Energy- Governing Organ. Your mind, spirit and body can become wrapped in that energy. If you are freed from that energy, you can come and go at will. You can use it.

Self-respect is the seed of awareness. If you want to know me you have to give up everything. Whatever you experience in life, always have detachment and you will remain with me, because you are not attached to anything. A real disciple is one who will respect the traditions. Light itself is a Master.

Respect your own religions, your own ideologies, in brief, your own thoughtform, and you will experience the Master."

MAITREYA'S PRESS CONFERENCE AND HIS DAY OF DECLARATION

Maitreya has trained and will continue to train a number of journalists. The plan to have a press conference which will lead to His Day of Declaration still holds. Certain events must take place in the world first, but once they have taken place both the press conference and the Day of Declaration could follow in weeks or months.

On the Day of Declaration, Maitreya is going to embrace every individual. They will feel His touch, even physically. Then the "Food will pour out."

An American who owns a satellite television station will be coming to London for the second time to meet with those close to Maitreya, and perhaps with Maitreya Himself. It is thought that this man may make a breakthrough.

Many people have had a direct experience of Maitreya by now, and people are beginning to talk to each other, realizing they are not alone or unique in the experiences they have had. This also is a 'breakthrough.'

UPDATE FROM LONDON

As this month's *Network News* was being readied for publication, some fascinating new information came to light. We have revised the newsletter to include this information and wish to thank the editors of *Share International* magazine for allowing us to print it before they do. And our special thank you goes to journalist, Patricia Pitchon, whose unswerving efforts have brought it to us.

The complete article, based on Pat Pitchon's interview has been reproduced in a free-standing format as pages 1 and 2 of this newsletter. We encourage you to make additional copies and share them with friends, family and co-workers, as well as *local* media (radio, tv, newspapers, newsletters, etc.). Tara Center will be handling its distribution at the *national* level.

BACKGROUND

Patricia Pitchon, as some readers will remember, is the South American, free-lance journalist living in London, who helped gather 22 representatives of the world's media at a designated meeting place in London on July 31, 1985. Their purpose was to contact Maitreya the Christ. Although He did not meet with them on that date, He accepted their efforts as the needed invitation from humanity, allowing Him to come forward on His own without infringing human free will.

How she happened to arrange the meeting dated back to January 1982 when, as a skeptical journalist attending one of Benjamin Creme's lectures on the reappearance of the Christ, Patricia Pitchon saw BC's face disappear during the overshadowing of him by Maitreya and, as she described it: "...in its place, surrounded by a brilliant blaze of white light, there appeared a magnificent, unforgettable visage: smooth, golden-brown skin, large dark almond-Shaped eyes set widely apart, a classic medium-sized nose and mouth and an unusual feature: high cheekbones. I had the additional impression that this was a tall, slim man in his mid-forties."

(Note: others attending BC's lectures have reported identical or similar experiences.)

Then in 1984, while dining with a friend in a Brick Lane restaurant (in east London), she turned to see the SAME FACE, but now a tall, broad-shouldered man in white Pakistani clothing, gazing at her through the window. As before at the lecture, she experienced "...a stream of energy from his eyes pouring towards me... This energy had a quality: it was the purest love... Once encountered, who can forget it?"

The effect was a galvanizing of her efforts to induce hard and careful media people to seek Maitreya and symbolically invite Him to come forward. And, as mentioned before, that invitation was given in July 1985.

Recently, April 1988, Patricia Pitchon was invited to an interview by a man who is a key worker in Maitreya's group in the London Asian community. As such, he provided her with information from Maitreya and asked that she distribute it.

'UNEXPECTED BREAKTHROUGHS' REVISITED

The real meaning of the New Age for people now is not psychic phenomena, channeling and such, but the establishment of right human relations. This involves infusing true spirituality into our political, social and economic life. *Share International* magazine is one of the few publications in the world to delineate this process *as it occurs* and to point the way to the future.

One of *SI*'s two general editors is Peter Liefhebber. As a political journalist, for many years at The Hague, with Holland's largest daily newspaper, Peter has learned first hand the ways of politics in the Dutch parliament. This experience has made him a very astute and skeptical observer. His position has also taken him to many countries and into many types of political, social and economic environments. His knowledge of seven languages enables him to converse directly with people almost everywhere he goes. In addition, his keen intelligence, deep insights and wonderful sense of humor make his writings very valuable to his readers, giving them a perspective they might otherwise not have. It is from this background that we judge his comments on world events to be so worthy of consideration.

In an 'Open Letter To My Fellow Journalists,' published in the May 1988 issue of *Share International*, Peter Liefhebber points to a number of significant, but improbable, world developments which have occurred over the past decade and since Maitreya's return to the physical world:

"Did you seriously think, say, four years ago, that the United States and the Soviet Union were on their way to the missile agreement of December 1987?

"Personally, I know of no political analyst who was not considerably surprised by those sudden developments. On the contrary, the experts more or less agreed that a serious accord between the two countries was extremely unlikely, if not impossible.

"...I would remind you that this weapons agreement is not the first pleasant surprise that the world has had recently. Permit me to list a number of occurrences that all seemed to have materialized completely out of thin air. Each was viewed as 'an unexpected breakthrough,' or 'an historic turning-point,' and considered a positive step by everyone for whom co-operation, peace and freedom rate more highly than confrontation, war and oppression.

"In November 1977, the late President Sadat of Egypt made his historic visit to the Knesset which led to a substantial detente in the Middle East. No commentators anticipated this sudden rapprochement.

"In Rhodesia, now Zimbabwe, the then leader of the Government, Ian Smith, had declared that there would never be a black majority government in the country as long as he lived. On the very day that the first truly democratic elections did, after all, take place, also in 1977, almost every commentator predicted there would be a civil war if black leader Robert Mugabe were to win. Mugabe did win and promptly invited a number of ministers from Smith's own party into his cabinet. There was no civil war.

"In South and Central America, over a relatively short period of time, one military regime after another has collapsed. Not long ago, that continent boasted only a few democracies. Today, of military dictators there remain only three — and one of them is on the way out.

"China has changed its course fundamentally, normalized its relationship with the rest of the world, and is now gradually granting more freedom to its citizens.

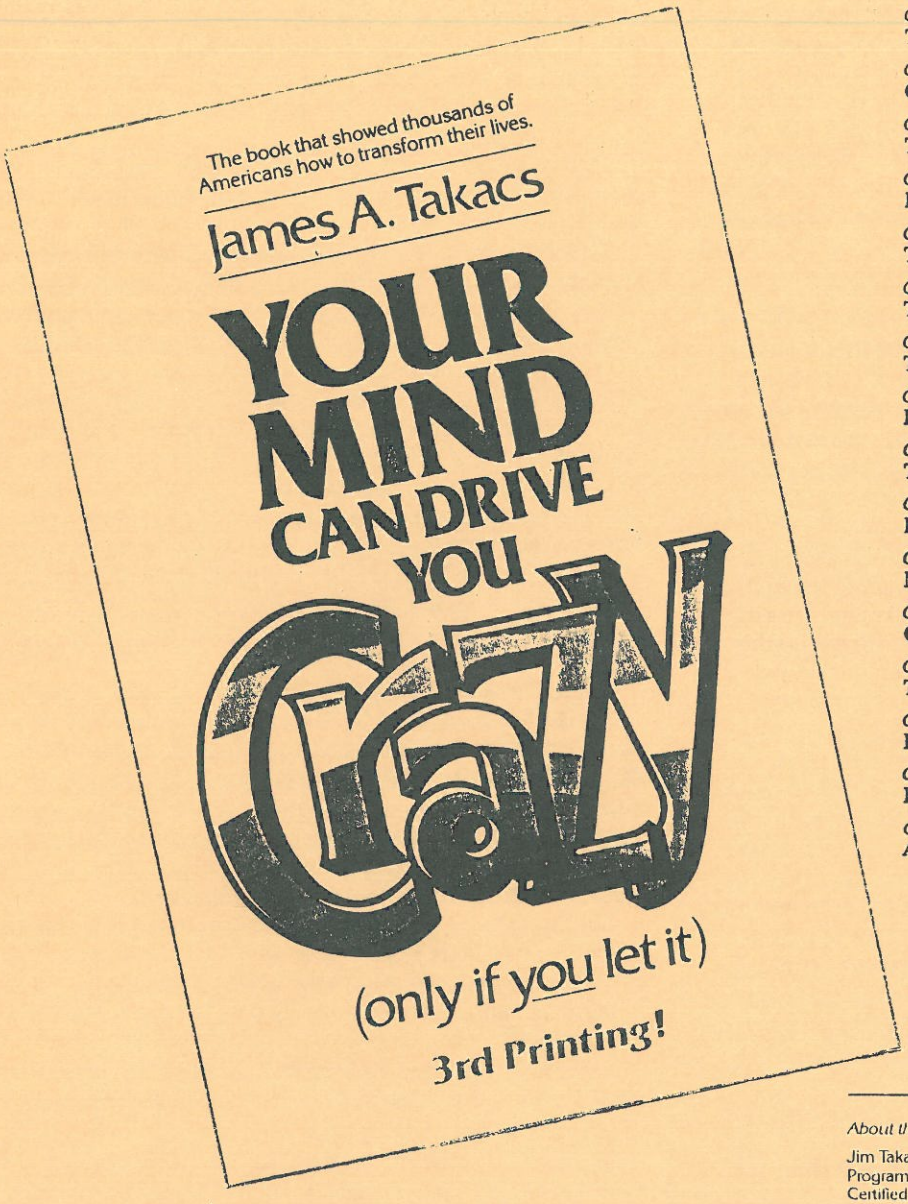
"In the Soviet Union, Party leader Mikhail Gorbachev is trying to sound a new note on all fronts. He is prepared to withdraw Russian troops from Afghanistan without having achieved the original objective of the invasion. He is making considerable concessions to reach agreement with the West over armaments, has put forward far-reaching proposals to improve relationships within the United Nations, and shows a readiness to allow other Soviet- bloc countries greater independence.

"The Philippines' dictator, Ferdinand Marcos, lost the support of his foreign associates and was chased out by the country's population to make room for a democratically elected government.

"At the beginning of this year all the Balkan countries met around the negotiating table for the first time in history. To everyone's surprise the talks did not founder on the centuries-old disagreements. New meetings are being prepared.

"...I have selected only a few highpoints in a series of recent and remarkable turn-abouts, though I could easily provide many more examples. At first sight these events may appear to be unrelated. But actually they are all aspects of a world-wide change, only just beginning. I believe we are concerned here not with a series of coincidental happenings, but with a structured process of renewal and transformation, of growing peace and mutual understanding."

EDITOR: TONY TOWNSEND



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About the author...

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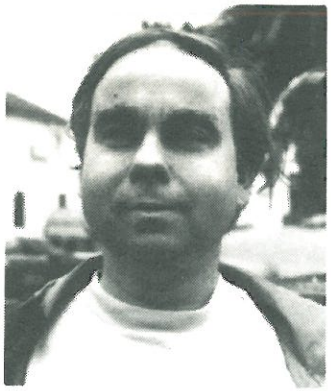
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WYATT WOODSMALL

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OBJECTIVE KNOWLEDGE

Mysticism speaks of an objective knowledge. This is one of the goals of the state of realization. Different schools call it various names. Enlightenment is one of the names for it. It is a transcendent state. In this state, one of the characteristics is the ability to see things objectively. How do we normally see them? We normally see them subjectively. And from our knowledge of NLP we are ahead of the game, because we know a lot of the forms of subjectivity. Some of the major forms of subjectivity are captured and characterized in the Meta Model which says that we systematically delete, distort and generalize reality.

We don't see reality the way it is. We have to delete a certain amount of information from our conscious mind because our conscious mind can only hold 7 plus-or-minus 2 chunks of attention. There are mystic exercises that indicate that that's a pretty good estimate. With certain mystic training you can increase that number, but even with mystic training the top is probably somewhere between 12 and 15. That's pretty difficult. My experiences indicate that most people function somewhere around five plus-or-minus 2 chunks, and if they are under stress, tired or lacking sleep that may go down to 1 plus-or-minus 2. Attention and awareness are important. In any case, we delete massive amounts of stuff.

The second thing we do is distort. We have certain filters through which we pass information, so the way we see things is not the way they are.

The third thing we do is generalize. In order to operate in the world, we can't assume the world is totally random—if we did that, it would be difficult to function. So, we notice that there are patterns. At a certain point we assume that because things have operated a certain way in the past, they are going to continue to operate that way in the future. Sometimes it turns out that that is not the case. This is the case both when we are dealing with human beings and when we are dealing with machines. Things break down and cease to work. Nevertheless, we generalize that things are going to continue the way they are.

We delete, distort and generalize and it is the NLP Meta Model which allows us to restore deleted, distorted and generalized information. The Meta Model is really important and is really what NLP evolved out of initially; the basis from which everything else came. Go back to *The Structure of Magic, Volume 1*, the original work that Richard Bandler and John Grinder did that got things going. By modeling people like Perls, Satir and Erickson Bandler and Grinder discovered that what these people did was simply ask questions and somehow, in the process of asking questions, the person's therapeutic problem suddenly went away. That was all it took! That was really a curious discovery. It was a real revelation. Because up until then the belief in therapy was that you needed to go back and spend a lot of time trying to find out where people's problems came from. Traditional psychoanalysis would sometimes take years asking people about the history of their problems.

It fairly quickly became evident to Grinder and Bandler that knowing the history of your problem and doing something about your problem were two totally different things. Knowing about the origin and evolution of your problem doesn't necessarily allow you to do anything about it. It just makes you very educated about the nature of your problem. Furthermore, it frequently makes change more difficult because of one of the interesting consequences of both psychoanalysis and self-analysis. How many people reading this have done self-analysis? How many of you understand or have some model of yourself? If you understand yourself, then you know how you are going to behave in a given situation, because, obviously, that's the way you will behave. Knowing who you are, how can you behave any other way? Well, some of you have been there. The danger in self-analysis is that the better you are at it, the bigger the trap it becomes. Because when you do self-analysis, you come up with an incredible model that explains your behavior, so that you know in every situation exactly what you're going to do. It's exactly predictable because given who you are, obviously you will behave in a certain way. But a curious thing happens here: First we have an explanation of behavior and the explanation at some point, somehow, turns over and becomes a justification. So what started off as a description of how you behave becomes a theory and then becomes a justification for how you will behave so that in any given situation you can't do anything differently.

This is called identification. Identification is the fundamental problem of mankind. Identification is exactly the opposite of flexibility. A very bright Italian psychiatrist named Assagioli made an excellent statement, "We are controlled by that with which we identify. We can control anything with which we disidentify." In a lot of mystic training—particularly in the Hindu path—there is the great Neti Neti. The Neti Neti is "Not I," "Not I," "Not I." One goes around systematically disidentifying with everything. They say that's "not I," that's "not I," that's "not I," because you are controlled by the "I." Everytime you say "I" or everything you identify with you are controlled by. If you disidentify from it, then you can have control over it. As long as you identify, however, and as long as you construct explanations of who you are, it follows directly by scientific reasoning and absolute prediction that you cannot possibly behave in any other way. Psychoanalysis and self-analysis turn out to have a dangerous consequence. The dangerous consequence is that you create a model of who you are which becomes a trap from which you can't break out. We will come back to the issue of identification again in this column.

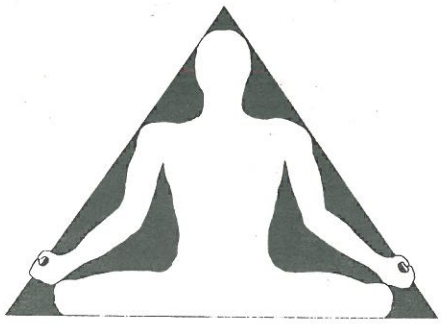
We were on the Meta Model. What the Meta Model does, you see, is to break identifications. When Grinder and Bandler started modeling, they paid attention to what Erickson, Perls and Satir actually did. They found that frequently all they did was to ask questions. Now, then, the fundamental question we need to all ask is "how is it possible that we all live in the same world and frequently encounter the same things yet each of us experiences those things differently?" How is it possible that people can go to the same seminar and at the end of the seminar

AHEAD OF THE GAME

KNOWING VS DOING

some people leave saying, "Man that was the most incredibly powerful thing I have ever been through in my life! That was totally impactful. I was totally transformed. I was totally changed by it."—and other people will come out of the same seminar saying, "Man, that had to be the most boring trip I have ever been on. I had no idea what the hell those people were talking about. There were people in that room that were jumping around in wild ecstatic states. They were as crazy as the teacher. I totally cannot perceive in any way how the hell those people could act that way. They must have been taking drugs or smoking something when they went in there, because I sure as hell don't know how they got to where they are." Well, how is it possible that two people can have a totally different experience of the same thing? How can they go to the same seminar, but have two totally different experiences? The reason is that each of the people deletes, distorts and generalizes the experience in a different fashion. So the seminar that they experienced was totally different based on the nature of their deletions, distortions and generalizations.

Now what the Meta Model postulates is that the reason that people frequently have so-called problems, i.e., the reason they come to you for therapy, is that they have deleted, distorted or generalized reality into something else. We also do this to ourselves and need ot use the Meta Model on our own internal dialogue. As with every NLP technique we learn, the first place we should learn to use it is on ourselves. With everything you learn in NLP you should figure out how to use it to help other people and also it would be to your benefit to figure out how to use it to help yourself. Obviously we can do two things with the Meta Model: 1) We can use it to Meta Model other people to help them in therapy and 2) we can begin to Meta Model our own internal dialogue. When you start Meta Modeling your own internal dialogue, you will find it will help you make some



radical changes in the way you think about reality. In fact, a very interesting exercise in meditation and mindfulness is to listen to what your internal dialogue is saying and to start Meta Modeling every aspect of your internal dialogue for a half-hour every day. That will definitely begin to bring about some interesting and serious changes in you. What does Meta Modeling your internal dialogue or Meta Modeling what other people are saying do? It gets rid of the deletions, distortions and generalizations. What happens when you get rid of the deletions, distortions and generalizations? You see the world the way it is—without the deletions, distortions and generalizations. Frequently when you see the world the way it is, it isn't that your problem is solved, but that it is dissolved and somehow merely goes away. I see this when I look back at my own life. I have found this to be true when I have looked back at the problems I wrestled with when I was younger and through my college days to graduate school and on into stages of my more extreme youth. I find that there were a lot of problems that I wrestled with that totally occupied me at the time. I was caught up in them and they became the real existential question of my existence. As I look back, I never really solved any of them. What happened is that they ceased to matter. Other problems arose that became more important to worry about. As I look back on them now, I wonder how I could have ever been bothered by them in the first place! I wonder what was there that was such a problem? Frequently, once we restore material that is deleted, distorted and generalized, and once we see the world the way it is, then the world is no longer a problem. It just is. When it comes to "just is" then we can get on with it. A lot of the sources of our emotional turmoil, a lot of the problems that people come to you with in therapy, a lot of the so-called problems in the world, are not really problems at all. They are simply distorted visions of reality. When you eliminate the distortedness and begin to see things the way they are, then you eliminate a lot of the emotional conflict and a lot of the problems that go along with it.

* * *

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* * *

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 conducting 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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NLP & SPIRITUAL GROWTH

A Rapp with Joseph Yeager & Linda Sommer

Eastern NLP Institute

Linda: Joe taught me that the two main models that people sort in are the social model and the information model. The social model is the best place to be when it's feeling good. As soon as you sort by information, you're dissociated by the essence; information is a dissociated state of being. Why be in a place that doesn't feel good?

Joe: My favorite example of that is the soap operas. If you watch a soap opera, they all have a very common pattern which is that something is wrong, somebody ought to be doing something different and the way that you change their mind is you raise your voice and make nasty meta-comments about them. The scriptwriters make one person win and one person lose, so life becomes a series of arguments, soap-opera style. A lot of people live that script. I, personally, think it's a waste of time. I'm more curious about how things work. So I take the angle of "how does this happen?" I'll boil human nature down to looking at us as primates and the easiest way for me to diagnose what is going on for someone is I imagine them in a fur suit, like a chimpanzee or an ape and behavior gets very simple! They're fussing about mating opportunities or resource-gathering opportunities or struggling for position in the hierarchy or protecting their children or fighting off the bad guys down the street in another tree. It makes life very, very simple to figure out what a person's motivation is all about. They're afraid they're going to lose their apples or they're afraid they're going to lose their children or position in the tree. It makes human nature very easy to get your hands around; it's not so complicated.

Linda: I look at everybody through the perspective of "being here now" and "being just like me." If someone pushes my button I always admire it because I'm always amazed to discover that it's some pattern that I didn't fix in myself yet. I also believe that what you notice in other people—especially if it's something that annoys you—is either something that you've worked on that you haven't finished yet and that you don't want to be reminded that you still have or something that you're currently working on and don't like it. In order to notice something that really bothers you in somebody you have to know it well enough to know it! Everyone is the same, the difference is in how we manifest things. In using Joe's models you get to notice all the different styles. And I believe that everybody's a reflection of who you are. The way you treat other people is the way you treat yourself. If you treat people real nice, they usually end up treating you real nice back.

Joe: One of Linda's great revelations to me, because she thinks in the social model, is that she's noticed that when a person is nasty to other people, that person is echoing what's going on inside themselves; in other words, the way they treat other people is exactly the way they treat themselves in their own head. So if they're scolding and critical, they're doing the identical thing inside their heads to themselves. She's found that all you have to do is watch what a person does to other people and you know what they're doing internally to themselves and it tells you exactly where to zero in, in order to help them make the kind of change they need so they're happier.

HOW TO MAKE LIFE SIMPLE

Linda: Somebody who you're yelling at is getting it from a dissociated standpoint—if you yell at someone in negatives, they get it once and walk away. It's been diluted by the time it gets to them, while you're doing it to your own system. You're doing it twice to yourself and you're left with the residue, and it vibrates through your system. It's a fact that whatever you do vibrates through your body. People are constantly sending shock waves through their bodies and then they wonder why they're not as far as they want in their personal evolution. The biggest thing I find with spirituality that is missing for folks is not understanding about speaking in positives, going for outcomes, keeping the direction clear. It's not usually the external world that stops them from being where they want to be, it's their own internal state—for example, if they're not stating things in the positive, instead, they're stating them in the negative. If you hear me say something negative and listen to my next two sentences, you'll hear that I always say two sentences in the positive — I cancel the negative and then go one more! So for people to grow spiritually instead of talking about where they're not or saying "I don't want" this, they're saying what they *do* want by being able to make images of what they do want, by being able to use all the NLP skills that people use externally, cleaning house—that's all we're really doing, cleaning house—they'll find that they'll grow much more rapidly spiritually.

People show you all the time what they need by the tone of their voice and their physiology—if they're asymmetrical or their tone of voice doesn't match their words—they're showing you exactly where there isn't balance and harmony. If they're sitting and talking about something that's not working and they're constantly in kino talking about negatives, do they have any images of where they want to be? Are things in positive internally? Are they thinking in terms of "what do I want?" Are they thinking in terms of ecology? Ecology is one of the things that people sometimes skip and it's one of the most important things, making sure that whatever you're thinking is ecological for where you live and what you do.

For example, when people go and observe a guru, they're not sorting for the patterns the guru is manifesting or what's the posture of the guru. What are the types of things that would be useful information instead of imitating because you'll never be better than who you are, so why not make the best of who you are? Find out what things are interfering with that.

I've been doing a lot of work which other people are just beginning to do now in terms of everybody is looking for rapport externally and I've found in the past couple of years that most people don't have rapport with their internal voice. It's usually a different rep system or a tone or something else. Sometimes if a person's desired state is different from their present state they're not comfortable so I teach people how to get rapport with themselves on every level and part of that is going for a win-win. It's the same structures that you use externally.

Joe: There's a combination of elements that seem to go together with an awful lot of people—one of the key rules that Mom taught me is that the way people holler at the mountain is the way their own echo comes back and that's consistent with some NLP assumptions—the response you elicit is independent of your intent and if you don't like the response, change what you're doing. Well, if you don't like your own echo coming back from a person, change what you're doing and what I find for the most part is that people don't know that rule and as a result they have a theory or belief about what's supposed to happen and they keep repeating the same behavior even though they don't

LISTEN TO YOUR ECHO

get the response they want. In the psychological literature they even have a fancy term for it, it's called "neurotic stupidity." It's the inability to learn from experience because you've got a theory that says it's supposed to happen some other way so obviously it's the fault of the environment rather than the fault of your motivation which is clearly positive, has a good intent behind it, you're trying to do what you think is right, and so on. So instead of working off of a theory, observe the results and if the results are a little different when you adjust your behavior a little bit then you're going to change the theory and the theory of your belief about what's going on will evolve a little bit and that simple notion right there of not mixing your motivation with your results makes a big difference. People somewhat block off their ability to observe their own effects because they fall into the associated experience. All you do is dissociate a little bit and chunk up a little bit and ask "What's going on here? Is this working?" If it's not working, it's like what Richard Bandler would say, try something else.

The way I look at it is that so much behavior is permeated by dominance behavior: one up, one down, put downs, all that sort of stuff. Essentially what I like to do is simply neutralize that characteristic in myself so that when people expect me to come in and play status games and be the big shot and all that sort of stuff and I'm not, it so confuses them that it makes them easy and accessible—they don't feel put down, they feel great, they feel like they're an equal and a lot of my frames and setups make sure that people feel just as good as I am or anybody else that they want to be and so they're comfortable, they know that they're not going to be put down. Just neutralizing that effect right away opens up all kinds of possibilities for them to grow because they're not afraid of being judged or mentally raped or anything like that. The defensive shields go down right away as soon as they know there's no need for them.

Linda: One thing that we both do that is fascinating in a lot of ways is that people will go through this whole long list thinking you're going to judge them and you go, "Yeah, and?" And they sit there going, "You mean I'm not a bad person? It's all right that I talk this way?" Joe is so non-judgmental that you catch it after a while. Just being around that kind of energy you fall into that pattern. It's the same thing for the folks who work with us at the office. Everybody is important and everybody is special and we don't want imitations of Linda Sommers or imitations of Joe Yeager. What we want is for people to be the very best of who they are. If people would realize instead of doing comparisons—how can anybody measure up to Joe? He's going to be the best Joe no matter what he does! How can anybody measure up to you? You're going to be the best you! Make the best of what you've got instead of noticing what you "don't got."

* * *

Joseph Yeager, Ph.D., *Certified Trainer of NLP, is Chairman of Eastern NLP Institute and The Bandler Group.*

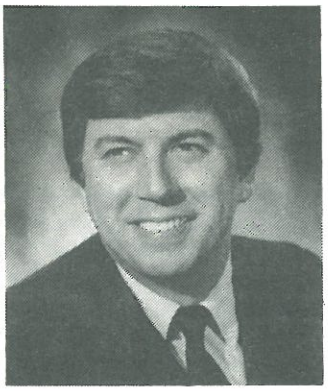
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(For more information on the Eastern NLP Institute and an in-depth interview with Joseph Yeager and Linda Sommer, see Featured Group, "Dolphin Issue," Late Winter 1988.) ■

BE THE BEST YOU!

POTPOURRI



JAMES A. TAKACS

JAMES A. TAKACS & ASSOCIATES

MAKING THE BEST CHOICE

When we talk about "culture," we are actually referring to a vast body of unconscious agreement that we follow with a conscious thought. No one that I know consciously decides to get dressed before going outside; sallying forth into the world naked is unthinkable—save for a few pranksters in their sophomore year of college. Thus we are bound together—operating at both levels of communication but with the unconscious leading the way. We tailor our conscious lives to those unconscious boundaries which limit our questions, answers and everything inbetween. Thus limited, we are deprived of choice.

In our American culture, we are inculcated with three behavioral choices when we encounter anything in our lives. Thus "programmed" we devote our entire existence to polishing these behavioral skills in an attempt to "gain control" of events so we can dominate them. Very few people ever seem to realize that THEY DO NOT WORK; and, clearly, polishing what doesn't work only exacerbates an already unhappy condition. Yet, we persist—delving ever deeper into reactive patterns that produce the very outcomes these patterns were originally adopted to prevent. It's like nailing your shoes to the floor before running a marathon. What you do to win causes you to lose.

Here are three unconscious patterns:

Combat

This means to fight, resist, push against, attack, repel, crush, dominate, destroy, retaliate, battle, overcome, etc. As we encounter anything, especially those things which we dislike, which dislikes us or in any way shape or form constitutes a threat, we gear up for combat. Should anything even remotely trigger a fear in us, we immediately gather up our resources to smash it. Our language is just full of these paranoid thrusts.

One of the silliest of these language patterns talks about "conquering outer space!" Now, just what has outer space ever done to us to deserve being "conquered." What possible harm or threat has outer space ever presented throughout history that merits domination by this species? For eons outer space has existed compatibly with this planet and every other heavenly body and will probably continue to do so regardless of what our fragile life forms concoct. Do we really think we need to "invade" and "conquer" space just because it exists? We would do well to remember that when we travel off this planet, we have to take part of this planet with us (air, water, food, etc.) so I should think that we need to cultivate a respectful demeanor rather than a hostile one. Space is not the enemy—it is just

EXIST COMPATIBLY

different from us and we need to respect that difference.

Some people have said to me, "Hey, aren't you carrying this a little too far. After all, it's only a matter of semantics!" *Only* semantics? What else is there? There are two things that make human beings special above all other species on this planet: the first is that human beings are the only life forms that live in language! No other life form does so. Without language, humans have no reality and they cannot function. This fact is one of the main difficulties in teaching/learning foreign languages. The moment you are cut off from specific words, you lose your sense of reality. You can't "explain" and make yourself "understood."

If you were visiting a native bazaar, say, in Cairo and you could speak no Arabic, you would immediately resort to some standard sign language (analog) to convey your meaning. You would be compelled to reduce your communications to the basics to accommodate your simple wants/desires. You'd have to wait for language lessons in order to form more complex meanings. Without language you seem cut off from reality—so semantics are everything, if you are human.

Let's return to COMBAT. Once you assemble this reality, you create an internal reference that unconsciously maintains hostile, threatening elements—even if they do not exist. This condition is called "survival." To survive, you have to behave in ways that maintain continuous external threats—otherwise you'd have no use for all those "defense mechanisms." (Remember, the Mind falls in love with its creations. Whenever you solve a problem, the solution is used to keep the problem alive.)

There is a law of physics involved here: Whatever (you) resist, persists, and then runs you. What you fight against, attack, or defend yourself against, grows stronger at your expense. Resist Evil and watch it grow. Several televangelists have demonstrated this with precision and accuracy for all to see.

So when you adopt this COMBAT mentality and maintain it by languaging it, you will find that it takes more and more force and power to merely stay even in the world. This, I think, is why people persist in having the same problems year after year. Very little variety here.

Placate

The second pattern we learn is called PLACATE. When you can't lick 'em, then buy 'em off. In its basic aspect you PLACATE an enemy you're afraid of and you treat him/her/it nicely so he/she/it will leave you alone. You use gifts, flattery, cajolery, compliments, praise, adulation, applause, etc., all in the hopes that what/whomever the enemy is, it won't annihilate you, harm you or cause you pain and suffering. PLACATing requires giving your opponent something you have that he/she/it wants. Perhaps you give something you only "think" is wanted but in either case you're the loser.

The United States in recent history has been a Placating Nation. As a result, we are despised by many nations as being "suckers," "ole Uncle Sugar," "Pitiful Giant." The recipient nations of all our placator gifts are never satisfied. If a small gift was initially easy to get, the receiver nation goes for a bigger gift the next time around. They up the ante—and why not? They will continue to increase their demands until our resources or our patience are exhausted. Once we stop giving, we now become the villain—not the benefactor.

Parents frequently appease or placate their children all in the vain hope that they will somehow achieve some degree of satisfaction from the giving. Sooner or later, this fails miserably because there are just so many toys, clothes, cars, presents that can be supplied. Whenever a youngster learns that all he/she has to do is act in a way that scares you, to get something he/she wants, he/she will continue to use this method because it succeeds so well. This is blackmail, pure and simple, but it is voluntarily accepted by the Appeaser.

Both these language patterns set up a contest of strength for survival. This ranges from a small, insincere compliment, on through grovelling, begging and making amends, on through delivering a hard, swift kick in the pants all the way on up to War. Unfortunately, there has to be a victor in any context—and thus, a vanquished as well, in order to have any conflict subside. The question in this survival condition becomes, "How to prevent becoming the vanquished?" Astonishingly enough, we come up with the silliest answer possible: Fight harder or think of better ways to appease.

Compromise

This leads to the third pattern: COMPROMISE. As a brief respite, we sell out. This seems to us a much better alternative than COMBAT or PLACATE as it leads to later conflicts which are smaller and less violent—and much more internal. Basically, COMPROMISE is a mutually agreed upon appeasement. Neither party can get exactly what is wanted in a specific situation so each gives up something and gets part of something else he will settle for in return. We make do. And we hate this!

These three ways do not work; they have never worked; and refined to the nth degree, they will never work—yet we persist. We vacillate between Persecutor and Victim over and over again, with small side trips to Rescuer until we burn out.

If we take a closer look at the language we use from day to day, it would seem as if the entire universe were conspiring to dominate us, as innocent victims, with a host of malevolent indignities. We seem to be attacked, ravaged and buffeted by a wide assortment of outside causes. Notice the words we use: somehow our defenses break down, we fall prey to the common cold, we are driven to drink, pressured by modern-day living, crippled by arthritis, plagued by ulcers, stricken with leukemia, invaded by germs and finally "attacked" by our own hearts. Our language implies that we are innocent victims, in a reality where the forces "out there" are doing things to us against our will specifically to destroy us. Nowhere do we discover any hint that we might be responsibly involved in our own lives. We are always on the receiving end and we have no choice.

So we labor under stress, we are paralyzed by our fears, burdened by our guilts, poisoned by hate, overcome by anxiety, or totally confused by our emotions. It's not as if we generate these emotions—NO—THEY do us in. It is as if our organs or even vague and complex emotional functions which don't even belong to us, are our enemies, endowed with separate wills, waiting with evil intent to pounce upon us the moment we let down our guard. In this essentially paranoid view, we say we are vulnerable to stress and pressures and prone to accidents, as if they were things acting against us, rather than something we create and do.

The attitude of being an innocent victim, irresponsible and uninvolved, permeates our language and hence also our thinking in connection with the whole condition of human suffering. In this, our greatest illusion, troubles happen TO us, against our will and without our desire or consent.

Integration

We now come to another way—another way of languaging our reality—that is largely unknown in our culture. It works—it is the only way that does work—and we seem to have to wait until we become desperate enough in our adulthood to recognize it, let alone learn it. It is called INTEGRATION. As old as recorded history, INTEGRATION has served humankind by resolving conflicts without any attendant stress or suffering. Unfortunately, the way we are trained, INTEGRATION has come to mean "using force to equalize conditions." It has nothing to do with forcing or combating or compromise.

WHATEVER WE RESIST, PERSISTS

AS CREATORS, WE'RE RESPONSIBLE

It has to do with "becoming one with" and utilizing available resources to advance while allowing inappropriate elements to drop away. This has been practiced for centuries in the Orient and I invite you to notice how the Japanese have succeeded through INTEGRATING goals which they failed to achieve through COMBAT and/or PLACATING. They did it our way and lost big—so now they are getting what they want their way. We need to learn this!

INTEGRATION takes a lot more knowledge, skill, ability, awareness, flexibility and sensory acuity than the other three, but it is the only workable and lasting method. In INTEGRATION, the question is: how to play a WIN/WIN game without a Victor and a Vanquished. By extension: how can I get what I want without costing you what you want? How can we combine our resources for both our benefits? This is not philosophical; it is technological.

You begin by accepting what is happening exactly as what is happening. You do not go beyond the moment by predicting disaster, calamity, destruction or the like. You simply stay with what is going on at the moment and watch to see where it does go. Too often, we automatically prepare the worst-case scenario long before there is any indication of it occurring—but the preparation practically insures it.

Next you ask yourself consciously for as many alternatives as you can think of leading out of the present-moment activity. You literally begin to think, sort, and process a varietiy of outcomes, thus drawing on a bigger bank of resources. "I wonder where they are going with this? What could they mean?" are only two of the thousand possible questions you can bring up for yourself. Your sensory acuity will supply you the requisite variety.

What you will see/hear/learn from this step is that individuals have different standards, ideas, concepts and internal frames of reference upon which they act. What you are witnessing is that data dramatized. When you model/match/mirror what you experience, the conflict disappears under the influence of your own personal enrichment.

The key to this last step is to do as little as possible while observing. Most people plunge into counterattacking when they should be processing incoming data. Their plunge causes a dramatic shift in the other person and then they gear up to either retaliate or knuckle under and cave in. Either way, you are both left impoverished and scarred.

The best example I can come up with right now is the issue of "criticism." This is the most common fight/flight/freeze-producing occurrence in our culture. When someone else finds severe fault with us, we gear up for a counterattack and as soon as humanly possible, we fire back with a broadside of our own. During the gearing up, we miss so much of what is communicated —so we have to add large chunks of our own internal dialogue to fill in the gaps. Doing this contaminates and changes the character of the fault finder and makes him/her like us.

Now our critic gets locked in and before you know it we have jointly dragged in half the world to back up our argument. Whoever piles up the most agreement for our point of view is declared the winner and the loser either slinks away wounded but proud or plays the good sport and apologizes. Please notice, you have to lose in order to be a good sport.

When you INTEGRATE, the critic is allowed to have his/her full say in the matter. No interrupting or countering at all. When they seem to run down and are waiting for your response, you encourage them to "go on, tell me more." Trust me, they will go on. After you do this several times, your critic will soften noticeably and like an exhausted volcano, will huff and puff much more gently.

CONFLICTS DISAPPEAR

All this time, you have been noticing the other person's perspective, allowing for their own past personal history, acknowledging to yourself that if you had the same personal history, you'd probably have the same perspective. You'll notice, too, that by encouraging more criticism, you are not an obstacle to their point of view—and during the emotional drama being played out right before you, the critic's point of view is at that moment more important to them than their own life. This is called Being Right.

The storm will abate and your critic will soften. Then you process all the CHANGES you've heard during their recitation. You need do nothing about those issues that changed. You need to listen to what is left.

Now, if the critic is an acknowledged expert in some field, and the criticism pertains to their expertise, well, take it as instruction, make a few corrections and see if you can add to your own storehouse of useful data and information. If the critic knows little or nothing about the issue at hand, you are free to disregard it and go on your merry way.

Say you are making spaghetti. Your friend begins to harp and criticize what you are doing. She is a spaghetti chef in one of the finest Italian restaurants in town. Then listen to what she has to say and apply her suggestions. You'll improve your spaghetti or at least, you'll have another way to make it. You're richer for her input. But—let's say she's a lousy cook and she can't boil water without sickening the neighborhood—then register what she says as useless input and again go on your merry way.

And while all this is going on, RELAX, and enjoy the observations you're making. Since you are neither a Victim or a Victimizer and since you are not compelled to live up to someone else's standards, you can listen attentively and then move on to something else.

Finally—if you think your critic is being rough on you, remember—what you're getting is nothing compared to what they dish out to themselves internally. You can get away from them, but they can never avoid their own internal carping. What they give out to others is only the meagerest of slopovers of the judgments they reserve for themselves. Now, why would you want to attack someone who is in that much pain already? Leave them be—because they can't.

Robert Dilts teaches a wonderful INTEGRATION piece in his health and beliefs training. It is the image of a flock of white sheep grazing over verdant, rolling hills, eating not only the grass but the colorful wild flowers growing there. The white sheep ingest both the grass and the wildflowers leaving behind fresh new fertilizer to enrich the earth. You can translate this piece into your own particular behaviors as you experience new levels of satisfaction and enjoyment.

* * *

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 linguistic 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. You can contact him at P.O. Box 394, Tarzana, CA 91356, 818-881-1450.* ■

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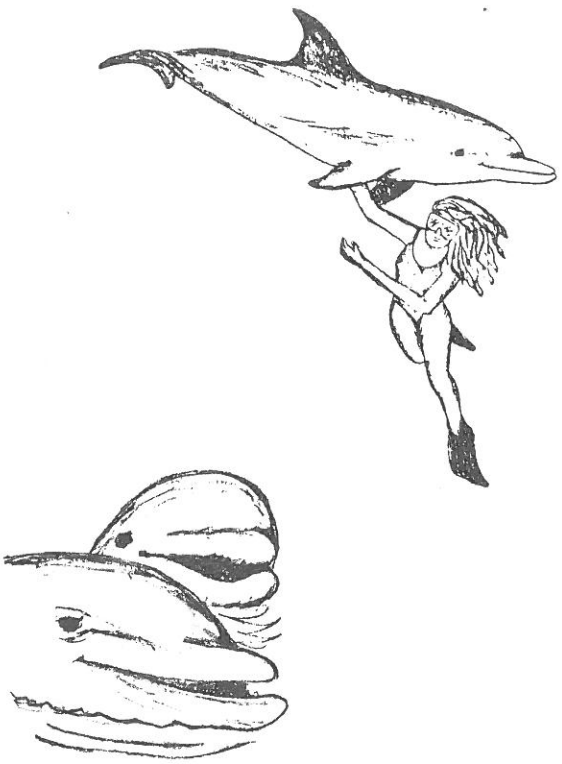
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BEHAVIORAL MODELING

This column will be about modeling. Richard Bandler has said that NLP is an attitude and a methodology that leaves behind a trail of techniques. The methodology is called modeling. It is the process by which NLP was created in the first place. The trail of techniques is what is marketed commercially today as NLP. Modeling is the process by which excellence or expertise is captured and transferred. It is based on the principle that possible in the world and possible for anyone is only a question of how.

There has been a lot of talk in the NLP community in the last several years about modeling, but there have not been very many models generated. Frequently, modeling has been applied to human capabilities with limited results. In NLP classes where modeling has been taught, the subjects modeled have usually been too broad to produce substantive results or students have modeled fellow classmates. When you model mediocrity what you get is mediocrity.

In contrast to most of the rest of the NLP community, about five years ago a small group in the Army began to apply modeling to concrete tasks in a serious way. This original group consisted of Wyatt Woodsmall, Richard Graves, Robert Klaus, Paul Tyler and John Alexander. Over the years, this group worked with John Grinder, Tony Robbins and Richard Bandler. This group dissolved several years ago. Woodsmall, Graves and Klaus have continued to do modeling in and out of the government.

This column, which will be written by Wyatt Woodsmall, Ph.D., Richard Graves and Ronald Cruickshank, Ph.D., will present the lessons they have learned over the last five years and are continuing to learn doing modeling in the government and private sectors. Woodsmall and Cruickshank are currently involved in a major modeling project with Polaroid and Graves is currently involved in a major modeling project with the Army. These two projects are the culmination of five years of hard work and are the first two six-figure contracts in the modeling arena.

Woodsmall and Cruickshank, who are partners in Optimax, Inc., call what they do Advanced Behavioral Modeling℠ and Graves, who is employed by a major corporation in the Washington, D.C. area, calls what he does Behavioral Systems Modeling.℠.

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This month's column will focus on non-therapeutic modeling projects in the private sector. These are some of the projects of which the author is aware. If the reader knows of other modeling projects please send me pertinent information on them so that I may include them in a future article.

Computer-Aided Design for Polaroid Cooperation

Modelers: Dr. Wyatt Woodsmall and Dr. Ronald Cruickshank

Polaroid has decided that in order to compete successfully in world markets in the next decade they need to go to total CAD-CAM (computer-aided design—computer-aided manufacturing) capability in the next several years. It normally takes nine months to train a designer to use a CAD system and two to three years for that designer to reach the same level of efficiency they previously experienced on a drawing board. Top CAD operators were modeled and a training design created to train CAD operators in three months and to enable them to achieve comparable efficiency in nine months. Polaroid is very excited about this project. For information contact Optimax at 301 W. Main St., Suite 501, Durham, NC 27701 or call 919-688-5712.

Photography for Polaroid Corporation

Modelers: Dr. Wyatt Woodsmall and Dr. Ronald Cruickshank

Polaroid has decided to model top instant photographers to determine what they actually do in taking excellent photographs. This information will be incorporated into future camera design and into a course on instant photography. For information contact Optimax at 919-688-5712.

Power Writing

Modelers: Dr. Sid Jacobson and Dixie Hickman

Jacobson and Hickman have modeled the process of writing quickly, easily and with enthusiasm. If you follow their model it is impossible for writing blocks to occur. They have developed a one-day Power Writing Workshop, a video tape and are completing a book on this subject. Contact Dr. Sid Jacobson at the South Central Institute of NLP, P.O. Box 15757, New Orleans, LA 70175 or call 504-895-3665.

Humor

Modeler: Dr. Sid Jacobson

Dr. Jacobson is modeling top comedians including Richard Bandler. He is focusing on both script and delivery. He plans to develop a book on how to do humorous writing. Call 504-895-3665.

Dental Practice

Modelers: Dr. Sid Jacobson, Dr. Sheard Berdds, and Dr. James Robert

Doctors Jacobson, Berdds and Robert are modeling what it takes to have a successful dental practice. They are focusing on patient-interaction strategies and on decision-making strategies. The principle subject of their study is L.D. Pankey, D.D.S., who is considered to be the "Milton Erickson of modern dentistry." They may write a book on the subject. Call 504-895-3665.

Language Learning Strategies

Modelers: Charles Faulkner

Faulkner has modeled the strategies, internal states and beliefs of excellent language learners as well as the processes of leading "new" language-learning methods. This has resulted in a two-day course called "Learning How To Learn Languages" which was first offered in 1985. Faulkner will have video and audio tapes available in the fall of 1988 and is tentatively scheduling a one-week Japanese Immersion Training in August 1988. For further information contact Learning How To Learn, 1340 W. Irving Park Road, Suite 200, Chicago, IL 60613 or call 312-784-2248.

Physician Decision Strategies

Modeler: Charles Faulkner

Faulkner did a qualitative study of three groups of physicians to determine the decision strategies they used to purchase and use prescription medications. He elicited information on meta programs, strategies, time frames and criteria. He analyzed the results and used this information to design a 3M campaign to neurologists. Contact him at 312-784-2248.

Operating Metaphors

Modeler: Charles Faulkner

In the last two years Faulkner has been modeling the metaphorical structure of ordinary language and how it reveals the presuppositions that determine what we can experience and believe. He has been making applications to therapy and business with particular emphasis on corporate cultures and groups. Contact him at 312-784-2248.

DECREASED TRAINING TIME

INCREASED PERFORMANCE

Commodity Traders

Modelers: Charles Faulkner and James Weston

Faulkner and Weston covertly modeled the internal state control, perceptual filters and strategies of major players in the Treasure Bond market both on and off the trading floor. They are working to extend the model to commodity traders. They offered training for three months, but it is presently not available. They also coach traders and/or trade independently. Contact them at 312-784-2248.

Flow States

Modeler: Charles Faulkner

Faulkner is currently devoting his efforts to modeling flow states and, as he puts it, "discovering the structure of totally consuming states of excellence." Call him at 312-784-2248.

Information Mapping

Modeler: Robert Horn

Horn is one of the pioneers in modeling. Horn was struck by the incomprehensibility of much written material. He modeled how to best express ideas, concepts and data in both written and graphic form. The result is "Information Mapping." A part of the Information Mapping technology with which the reader may be familiar is the way of formatting written material with summary phrases in the left margin. Horn's company offers courses on Information Mapping and creates reports, training and instructional manuals for large corporations. Contact Information Mapping, Inc. 275 Wyman Street, Waltham, MA 02154 or call 617-890-7003.

Law Partnerships

Modeler: Larry Richards, J.D., Ph.D. Cand.

Richards is using meta programs, values and strategies of senior partners in law firms to predict the probability that new lawyers will be retained or promoted by the firm. Contact him at Lawgistics, 419 S. Perth St., Philadelphia, PA 19147 or call 215-923-3737.

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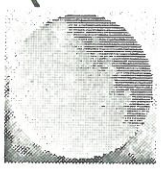
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Artificial Intelligence

Modelers: Ed and Maryann Reese

The Reeses have been modeling knowledge engineers to determine how they create artificial intelligence expert systems. They have published several articles on this subject. Contact them at Southern Institute of NLP, Box 529, Indian Rocks Beach, FL 34635 or call 813-596-4891.

Learning Disabilities: Neurological and Perceptual Impairments, Attention Deficit Disorder (with or without hyperactivity) and Dyslexia

Modeler: Roger Lees

Lees has successfully modeled new approaches to treating many of the causes of school failure. His strategies reduce or eliminate these classified disorders within six to nine hours of work. Integrating this original work in the field, his center currently treats children as well as formulates and conducts trainings for classroom and specialist teachers. He may be contacted at the Ocean NLP Center, 1845 Old Freehold Road, Toms River, NJ 08753 or at 201-244-6116.

Firewalking

Modeler: Anthony Robbins

Robbins attended a Tully Burkin firewalk and walked successfully. Robbins modeled his own experience to determine his own successful strategy and enabling beliefs. He presents a workshop called "Fear Into Power: The Firewalk Experience" in numerous cities around the country. Contact Robbins Research International, Inc., 3366 N. Torrey Pines Ct., Suite 100, La Jolla, CA 92037 or call 619-535-9900.

Advanced Calibration—Reading Internal Submodalities and Meta Programs from External Physiology

Modeler: Eric Robbie

Robbie, who is an NLP Trainer in London, England, found that he was able to read seven to nine visual submodalities from watching a person's face. He also has discovered how to read at least five meta programs from external physiology. Robbie has modeled his own ability and designed a workshop to transfer these skills. For information contact Eric Robbie at the NLP Training Program, 22 Upper Tooting Park, London SW 17 7SR, England or call 011-441-682-0733.

Hockey

Modeler: Dave Watts

Watts, who is the premiere athletic modeler in the country, is the only modeler to work with a professional athletic team. He is also working with several college athletic programs. Using modeling, Watts has been able to increase the performance of individual athletes dramatically. Contact him at 1326 Madison Ave., Suite 61A, New York, NY 10128 or call 212-410-0720.

Meditation

Modeler: Dr. Wyatt Woodsmall

Woodsmall has been modeling mystic experience for many years. He has modeled the submodalities and supporting beliefs of deep meditation states. Woodsmall has a tape available on meditation enhancement and a workshop called "Beyond Self Awareness" which is designed to rapidly raise one's level of consciousness. He is also writing a book on this subject. Contact Woodsmall at 919-688-5712.

Negotiations

Modelers: Dr. Ed Morler and Dr. Wyatt Woodsmall

Woodsmall is working with Morler who is one of the top negotiators and negotiation trainers in the country. They are modeling negotiation procedures, tactics and strategies. They will be incorporating this into further workshops on negotiations and are coauthoring a book on the subject. Contact Dr. Morler at Morler International, 1207 W. Magnolia Blvd., Suite D, Burbank, CA 91056 or call 818-843-2388 and contact Dr. Woodsmall at 919-688-5712.

EXCELLENCE TEACHERS

Corporate Conversion

Modelers: Paul Donner, Dr. Wyatt Woodsmall, Dr. Ronald Cruickshank

Donner and Woodsmall/Cruickshank have been independently modeling how to change a company from a selling culture to a buying culture and how to create a customer-service orientation. Both have developed trainings in this conversion process. Contact Woodsmall/Cruickshank at Optimax at 919-688-5712 and Donner at MMPAI Inc., 255 N. El Cielo, Suite 480, Palm Springs, CA 92262 or call 619-325-2940.

Chief Executive Officers

Modeler: Dr. Ronald Cruickshank

Dr. Cruickshank is interviewing one hundred top CEO's for a book called *Driven*. He is modeling the values, meta programs and key strategies of top CEO's around the country. Cruickshank was himself the CEO of a Fortune 500 Company and also draws on his own experience in the book. Contact him at Optimax at 919-688-5712.

Sales

Modeler: Dr. Wyatt Woodsmall

Woodsmall modeled top salesmen and the top sales trainers in the country, including Zigler and Hopkins, to determine what they actually do as opposed to what they say they do or think they do. He has synthesized this information into a powerful and practical sales training. Contact him at Optimax at 919-688-5712.

This is a representative sample of modeling projects completed or in progress around the country. In next month's column we will discuss a specific model in detail so that the reader will have a blueprint of how an actual modeling project is done.

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* * *

Wyatt Woodsmall, Ph.D., *certified NLP Master Trainer and Master Modeler, and a partner in Optimax, Inc., has pioneered in applications of modeling in the governmental and private sectors. Richard Bandler, co-creator of NLP, has described him as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." Doctor Woodsmall is currently involved in a major modeling project with Polaroid, working on a book on modeling called* The Science of Advanced Behavioral Modeling *and will be conducting the Third Annual Trainers Certification training in Orange County, California June 11 to 26, 1988. He can be reached care of Optimax at 801 South 20th Street, Arlington, VA 22202 or at 703-979-3835.*

Dick Graves *is a certified NLP Trainer. He pioneered in applications of modeling in government and in the commercial sector. He is the creator of Behavioral Systems Modeling (BSM).*SM *He is currently the program manager for a major modeling project for the government community. Dick is the first person employed full time by a major corporation to market and conduct modeling projects and related trainings. Dick has conducted numerous model-based training programs that focus on negotiations, interrogation, basic and advanced communication skills for government and commercial clients. He can be reached at 5705 Crownleigh Ct., Burke, VA 22015 or at 703-250-4836.*

Ronald Cruickshank, Ph.D. *is a leading NLP business consultant, trainer and modeler. He is a partner in Optimax Inc. and is currently involved in a major modeling project with Polaroid. Ron is currently interviewing 100 top chief executive officers and presidents around the country for a book on their business and personal strategies and beliefs. Ron himself is a former C.E.O. of Record Bar, which under his dynamic leadership grew to be the second largest record and tape distributor in the country. Having successfully met this challenge, Ron moved on several years ago to business consulting, training and modeling and conducts quarterly NLP business trainings in Durham, North Carolina, Las Vegas, Nevada and Detroit, Michigan. You can reach him care of Optimax at First Union National Bank, Suite 501, 301 West Main Street, Durham, NC 27701 or at 919-688-5712.* ■

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EVENT CALENDAR

AUGUST

August, Omaha, Nebraska
Supervision month—Special residential programs with *Bill O'Hanlon;* contact TLC 415-330-1144

August 1-14, Sugarloaf Mountain, Maine
NLP Programmer Certification Residential Training, *Rodger Bailey, Michael Keane, Sarah Wehle and David Lee;* contact David Lee, 207-773-1671

August 1-24, San Francisco Bay Area
EMPRINT Training, *Michael Lebeau, Leslie Cameron-Bandler and David Gordon;* contact FuturePace, 415-485-1200

August 3-21, San Francisco Bay Area
Imperitive Self Training, *Leslie Cameron-Bandler, Michael Lebeau and David Gordon;* contact FuturePace, 415-485-1200

August 4-5, Racine, Wisconsin
Introduction to NLP, *Geoffrey Cheek;* contact Midwest Institute of NLP, 219-232-9636

August 5-7, New York City
Reframing: Introductory Program, *David Fitelson;* contact NYTI, 212-473-2852

August 6 & 7, Brisbane, Australia
Magic in Action, *Richard Bandler;* contact AINLP, (07) 369-2821

August 8-11, Sugarloaf Mountain, Maine
Meta Programs, *Rodger Bailey;* contact David Lee, 207-773-1671

August 8-September 4, Cape Cod, Massachusetts
East Coast Residential Practitioner Certification Programs, *Anne Linden, Kathryn Williams, David Fitelson;* contact NYTI, 212-473-2852

August 9-21, Belgium
Master Practitioner, Trainer Certification Training, *Anne Linden;* contact NYTI, 212-473-2852

August 12-13, Cleveland/Hudson, Ohio
Introduction to NLP, *Geoffry Cheek;* contact Midwest Institute of NLP, 219-232-9636

August 13 & 14, Sydney, Australia
Magic in Action, *Richard Bandler;* contact AINLP (02) 360-2729

August 13-14
Relationships with Significant Others Utilizing Sorting Styles, *Maryann Reese,* Southern Institute of NLP, 813-596-4891

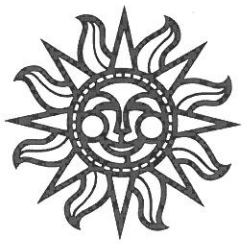
August 14-26, San Diego, California
Master Practitioner Intensive Modeling Certification Program, *Richard Bandler;* contact NLP Products & Promotions, 619-538-6216

August 17-22, Key Largo, Florida
The Dolphin Experience—An Advanced Human Communication Metaphor, *Wyatt Woodsmall, Ph.D. & Ronald Cruickshank, Ph.D.;* contact Optimax, Inc., 919-688-5712

August 20 (Program Begins), Princeton, New Jersey
Trainer's Training, *Joseph Yeager & Linda Sommer;* contact Eastern NLP Institute, 215-860-0911

August 20 & 21, Melbourne, Australia
Magic in Action, *Richard Bandler;* contact AINLP, (03)-690-4577

August 31, Worldwide
World Healing Meditation



SEPTEMBER

September 3, Buenos Aires, Argentina
The Relationship Class, *Bill O'Hanlon and Patricia Hudson;* contact TLC, 415-330-1144

September 3-11, Brisbane, Australia
NLP Master Practitioner Program, *Terrence McClendon;* contact AINLP, (07)-369-2821

September 5, Buenos Aires, Argentina
Therapeutic Metaphor, *Bill O'Hanlon;* contact TLC, 415-330-1144

September 6, Buenos Aires, Argentina
Ericksonian Hypnosis for Psychosomatic Problems, *Bill O'Hanlon;* contact TLC, 415-330-1144

September 9-11, (Program Begins), Long Island, New York
Practitioner Certification Training; contact NYTI, 212-473-2852

September 10-11, Cincinnati, Ohio
Third NANLP Central Region Conference; contact Jerry Konecki, 400 E. Randolph, #3429, Chicago, IL 60601, 312-856-1185

September 16-18, New York City
Eating Disorders; contact NYTI, 212-473-2852

September 17-18, Toronto, Ontario, Canada
Introduction to NLP, *Derek Balmer, Janice Gray;* contact NLP Centres, 416-283-3461

September 17-24, Arlington, Virginia
NLP & Ericksonian Hypnosis, *John Grinder & Judith DeLozier;* contact GDA, 408-475-8540

September 22 (Program Begins), New York City
Trainer Certification Training; contact NYTI, 212-473-2852

September 23 (Program Begins), New Orleans
NLP Master Practitioner Certification Training, *Chris Hall;* contact The Gestalt Institute of New Orleans, 504-891-1212

September 23 (Program Begins), New York City
Master Practitioner Certification; contact NYTI, 212-473-2852

September 23-26 (Program Begins), Albuquerque, New Mexico
Practitioner Certification; contact NLP Comprehensive, 303-442-1102

September 26, New York City
Trainer Certification Training; contact NYTI, 212-473-2852

September 28, (Program Begins), New York City
Therapist Supervision; contact NYTI, 212-473-2852

September 29, New York City
Open House; contact New York Training Institute for NLP, 212-473-2852

September 30-October 2 (Program Begins)
Long Island, New York
Practitioner Certification Training; contact NYTI, 212-473-2852

September 30, Worldwide
Worldwide Healing Meditation



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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