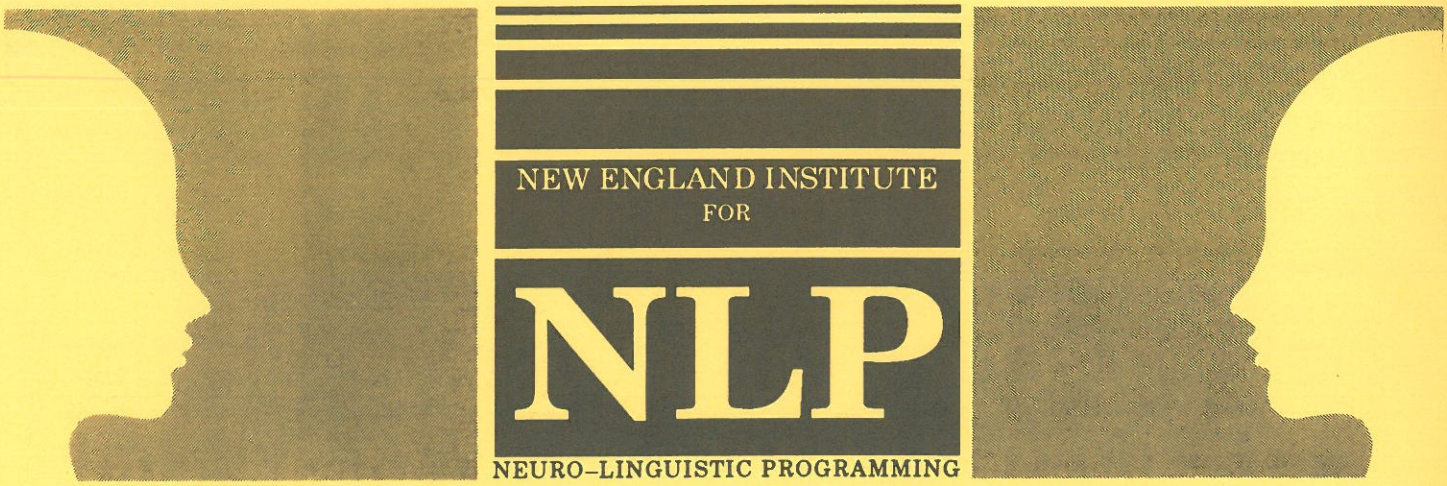
RAPPORTER

Journal of Human Performance Technologies



TILLER ISSUE | APRIL 1989 | #21



Towards Greater Excellence

Neurolinguistic Programming (NLP)

Practitioner (24 days) and Master Practitioner (27 days). Programs put you in charge of your own life. Run your own brain instead of letting your brain run you! Become competent and confident in the use of the powerful skills that have brought NLP acclaim as the leading edge of communication and change.

Imperative Self

Stop striving and start thriving!

The Imperative Self model shows how the unique elements in an individual's deep personality interact to generate the emotions and behavior that characterize the individual and provides the basis for holistic personal transformation at the deepest level. The 24-day Imperative Self training teaches the necessary skills to elicit the Imperative Self from a person and to utilize this in powerful and respectful new ways to guide an individual efficiently towards thriving life fulfillment.

Ericksonian Hypnosis

Our 10-day training provides a firm foundation in language patterns, change techniques and versatility of communication at both the conscious and unconscious levels. These methods have been extended and made accessible to anyone. They may be used both with and without formal trance induction.

Trainings and free introductions are now being scheduled for summer and fall sessions. Contact the Institute for more information.

Register Now for These Exciting Workshops:

NLP and Sales
June 16-18
Learn some of the powerful revolutionary techniques that the best Fortune 500 companies are making central in their top sales training.

Self-Concept Workshop
June 17 - 19
Three days to loving confidence and a secure self image.

Empowerment Workshop
June 23 - 25
Learn how to access and manifest personal power.

New England Institute for Neuro-Linguistic Programming
RFD #3, Pratt Corner Road
Amherst, Massachusetts USA 01002-9805
413/259-1248

PROVIDING HIGHEST QUALITY TRAINING AND CONSULTATION TO THOSE WHO WANT THE BEST.

To submit, subscribe or just communicate: write

RAPPORTER

740 E. MINGUS AVE, #2013 / COTTONWOOD, AZ 86326
or TELEPHONE 602-634-7646

OUR PURPOSE AND PHILOSOPHY IS:

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

by offering information from various fields of human behavior —including NLP, hypnosis, channeling, interspecies communication and healing therapies—in order to provide many different models and strategies for interacting with clients, students, friends and relatives

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

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

- *To stimulate and expand minds*

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

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

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

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

Peace, RAPPORTER

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

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

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

SUBSCRIPTIONS

10 Issues Anually

USA & POSSESSIONS $25
Sent Bulk Rate, surface mail
First Class: Add $15
(Recommended East of the Mississippi)

FOREIGN $35
Canada/Mexico sent Air Mail
All Others sent surface mail; allow 4+ weeks
All Others Air Mail: Add $25
(Air recommended to All Others)

TILLER ISSUE #21

Special Feature 2
INTERNATIONAL NLP
By Ed Reese

Behavioral Modeling 6
STRATEGIES — Part II
By Wyatt Woodsmall, PhD

NLP in Sales 10
THE COMPLAINER — WHO NEEDS THEM?
By W. Scott Phillips

NLP in Sports 11
THE CREATION OF HUMAN ABILITY
By Anthony J. Meduri, PhD, Dsc

Metaphor Galore 12
THE NEW MAGIC & THE THREE APPRENTICES
By John A. Marszalek

Special Feature 13
THE IMPERATIVE SELF MODEL — A Case History
By Metha Singleton

Special Feature 15
MEETING THE CHALLENGE:
CHILDHOOD SEXUAL TRAUMA
By Marilyn J. Blank

Beyond Self Awareness 17
LIFELINE THERAPY™ — Part II
By Wyatt Woodsmall, PhD

Book Review 18
THE MIND OF A MNEMONIST
by A.R. Luria
Reviewed by Nancy Beplat

Basic NLP 20
RAPPORT
By Wyatt Woodsmall, PhD

Potpourri 22
METAPARTS and EVOLUTIONARY CHANGES
PART II
By James A. Takacs

Orgainisms 24
KINESIOLOGY IN NLP
By Peter Orgain

Instant Replay 27
INTRODUCTION TO SUBMODALITIES
WITH RICHARD BANDLER
Reviewed by Gregory Gibson

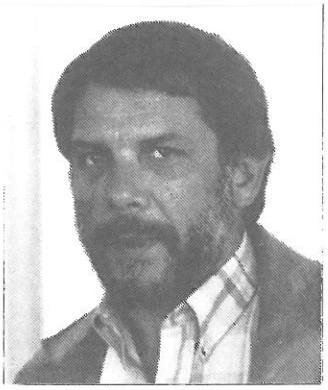
Events Calendar 28

World Healing Meditation . . . . **Inside Back Cover**

PUBLISHERS
Thomas Bjorkquist **Pamela Lieberman**

CONTRIBUTORS
Nancy Beplat **Anthony J. Meduri**
Kenrick E. Cleveland **Peter Orgain**
Gregory Gibson **Rene Pfalzgraf**
Tad James **W. Scott Phillips**
Wyatt Woodsmall

SPECIAL FEATURE



ED REESE
International V NLP

INTERNATIONAL NLP

I have been training NLP in Europe since 1983 and everytime I tell a story in a training about the experiences I've had, I get the same response; "Why don't you write your anecdotes — especially since most businesses are becoming international."

Here it is, and I hope some of the lessons we have learned will be passed on to you, the NLP world, particularly: living the presuppositions, meeting people at their model of the world, the person with most requisite variety, and the intention behind all the behavior is positive.

1983: Frankfurt, Germany

I received a letter from the US Army 5th Corp in Frankfurt, Germany requesting that I present a one-week training on communication skills.

Thinking back...It is the first time I'm going to Europe. My primary expectation was that I would be working with Americans who happen to be in Europe. This impression is wrong. My first work in a foreign country, Germany, was spent having US Army officers take me to Greek, Spanish and Chinese restaurants. They were all familiar with German food. On the final evening of my stay, I was taken to a "real" German castle for dinner and wine. As I remember the experience, my impression is of the coldness. Although the fireplace was burning and we were at the table nearest to the fire, the room was large and the cold chilled my bones. It was old, old, old. My contact with the German people was limited to a few lunches during which I learned that a waitress did not write down what you ordered but rather asked you what you had and took the money that you said you owed. Quite a difference from the USA. The trip was too short for me to adjust to the culture, the sights, the people and the customs.

1984: Frankfurt, Germany

Maryann, my wife, and I are requested to provide a 21-day certification program for the US Army in Frankfurt. I guess I did something right. We cashed in our frequent flier miles and flew First Class on TWA. (The only way if you can afford it.) Since it was my second European trip, I thought I knew about Germany. Flying European First Class proved me totally wrong. We had the finest steak that I have had anywhere in the world. We were given an eight-course dinner, slippers, movies, toiletries, special attention — and the entire crew spoke English.

When we landed in Frankfurt, we were greeted by an Army representative in a General's car. We arrived at the hotel on base and were put in a General's room complete with red phone. The instructions were NOT to touch the phone unless a terrorist burst into our room. The officer who met us explained that it would take two days to overcome our jet lag and suggested that we stay up as much as possible and perhaps catch a small nap in the afternoon. (The trick, of course, is to get on the time schedule of the country you are in as quickly as possible.) We, of course, being good NLPers, modeled this important piece of imformation immediately. The officer told us, "Everyone in Frankfurt speaks English and don't go out without your passport glued to you." Of course we believed this and we went into Frankfurt for dinner. The subway picked us up directly at the gate. We bought our own tickets at the station, on the honor system. We sat on a train with clean seats and there was no graffiti! We walked down the streets of Frankfurt, looking for a restaurant that had a menu written in both German and English. We were surprised to find there was not a one. But, we knew once we went into a restaurant, the menu would be in English and we would be able to order. Unfortunately, with the expectation in mind that "everyone speaks English," we were quite taken aback when the menu was in German and the people only spoke German. We learned very quickly the language of pointing and the language of kinesthetically representing what you want with your hands.

When we finally got to our room at 11 PM, we turned on the TV and found that we were allowed to watch British marching bands or US Army films on the dangers of VD. We quickly realized sleep was more important and now knew why the conference was scheduled two days after our arrival.

1985: London, England

We were now world travelers and knew we wanted to sponsor NLP trainings on our own, as well as combine them with a vacation. Our travel agent happened to be very British and we proceeded to make our first mistake — which was to negotiate for rooms. We calculated that we had two beds in a room and the Europeans calculate each person individually, which produced a doubling of what we had to pay. We were then talked into having dorms in several different parts of London, with the training being held at the University — which was "in the center of it all." Ha! Well, walking distance meant up to six miles. The University had millions of classrooms and our classrooms were scheduled to change location every day. Can you imagine the most flexible people in the world not being able to schedule 21 days of training and getting in touch with 100 people living in three different locations each day? Lesson learned: One always does a site inspection and gets everything in writing. I mean *everything*. We arrived and were told that we did not have towels, only sheets, supplied at one of the locations. Everything in writing.

On top of the problems of our conference being split up into three different locations, we also faced the problem of cultural differences. At this conference we had six different value systems, beliefs, understandings of NLP and the underlying translation problems. I remember in the opening session telling people that we would all make mistakes and we would all learn from each other. This was perhaps the biggest understatement that we could have made. The difference in values became apparent quickly and easily. National conflicts about who was right and wrong in the world and what systems of government worked and didn't work became the substance of conversation. But the everyday-life patterns were the things that caused us the problems. Did you ever stop to ask yourself, when people eat dinner and what they eat? For example, the typical dinner in Italy is served after 9 PM. In the US, I would imagine the average time is 7:30 PM. The Americans were offended by the fact that they had to use group showers. The Germans expected single rooms. The English spoke English and we spoke American. The towels escalated into a major dispute with the Italians wanting to have two showers a day.

One of the most profound experiences we had, was that normally, in our trainings, we modify content for the audience, even though we announce what is to be taught in our schedule. It was immediately brought to our attention that when something is listed in the brochure it has to be covered and, covered explicitly. And if, by chance, you change, you'd better announce it ahead of time! It was also apparent that the Europeans make separate

plans for holidays and learning, therefore, they wanted a very packed schedule with little time off. The Americans combine holidays and learning — particularly in a foreign country — and therefore want a flexible schedule with time off for sight seeing. Can you imagine some of the problems this produces?

Throughout the conference, we asked the participants for their feedback, and knew we had a lot of planning to do for the next year, especially the location, the negotiations, the traveling and the number of trainers we needed to cover these vast differences. At this point, the Dutch representative began negotiating with us for a conference the following year and we were fortunate to have Henk Hoenderdos as our primary site selector for the following year. Before leaving England, Henk was able to secure a site for the following year at a reasonable price.

We had our farewell party on a boat sailing down the Thames. The success of the party and the entire training event for me was when the captain of the boat came down to say he had never seen a group of people having such a good time. What was accomplished in this first conference was the beginning of an international community that has now grown to 15 countries.

1986: Amersfoort, Holland

Do yourself a favor and work with an airline like KLM that has service quality as a highly valued criteria. We arrived in Holland three days early and were greeted by the Hoenderdos family. We were taken by car to the training site to become familiar with the classrooms. We sampled the food and began to prepare for the arrival of students from 15 different cultures. I knew now to surround myself with a support staff from many of these countries to help adjust to the cultural differences. I also knew that I would schedule at least three evenings to brainstorm about all of our cultural differences. Before I would make decisions this time, I would check with the natives of the countries involved for their input. I also knew that teaching NLP patterns during the day was the easiest part of the training. The most difficult part was to get the staff and participants to develop the requisite variety to be able to develop an attitude to compensate for each other's differences — and to learn from each other.

Our farewell party was a traditional Dutch smorgasbord. The Hoenderdos family presented traditional roses to all and the party continued into the night. Looking back on the Amersfoort conference, that year we had added an Associate Trainer Training and expanded to 15 countries. Perhaps the funniest story to come out of the Dutch training was when one of our trainers had the students in a deep relaxing trance, during which she offered to give them a gift. This immediately brought many of the Germans and Dutch into a state of awakeness! Later on we found out that the word, "gift," translated literally into German is "poison." As I said, we were learning!

We now had 30 Americans who wanted to go each year to the International Conference and lots of people in our trainings who felt swept up on the same bandwagon. The next question was, where could we go the next year and have the same intercultural experience, and yet be in a country that was pro-American and easy to get to for the Europeans? We negotiated with several countries and decided on Luxembourg for International III. We once again asked the participants to give us feedback about what to keep the same and what to change.

1987: Luxembourg City, Luxembourg

In Holland, one of the points that people had made was they wanted a swimming pool, a fitness center and easier access to a major city. We found a travel agent in the US who told us that they could accommodate all of these points. We ended up at a Five Star European hotel. Unfortunately, another lesson learned was that some travel agents don't tell the truth. Our travel agent went bankrupt, thus canceling our contracts both with the airline and the hotel. The dollar took a disastrous drop. We negotiated again with the hotel but they did not reinstate all of the fine food that we were supposed to get. As a consequence, it took us nearly a week of negotiating to get the vegetarians real vegetarian meals. For example, the summer chef thought that vegetarian meals meant pasta, potatoes and rice. Maryann taught him to color-code the vegetables so that each meal was balanced. The food problems provided some interesting experiences. Because of the problems, each of the groups began to pull together and, at one point, we threatened to stage a sit-down strike in front of the hotel. This produced an immediate change in the hotel with the food quality going up immensely!

As this was our third year, the staff was beginning to work more easily together with the division of labor beginning to occur. We began to find a balance between Europeans and American presenters. Many of the Europeans were beginning to present their own unique material. Gradually during the third year we began to find the interface between cultures. Slowly but surely, our international culture was building a stronger and stronger network.

After the site struggles in Luxembourg, it was a real easy decision to want to return to Holland — to a familiar place where everyone knew our needs. And having Henk Hoenderdos as a contact person would make our lives easy. After checking with most of our community, they all agreed.

1988: Amersfoort, Holland

I had been approached by Marilyn Spechler MSW, one of our Associates, to use the International training for her doctoral research to test if NLP intensive training makes a change in individuals. I was somewhat concerned when I thought of the risk I was taking if the study showed negative results — particularly when it would be published in a leading journal. In discussing the risk with Maryann and Janet Konefal, our partner in International, we decided to go ahead with the research which was a smart move. Ms. Spechler tested over 50 people on the POI Inventory, giving both a pre- and post-test. On many of the areas we went

ProfitAbility Group

Presents...

BOOKS *by Tad James*

____	The Secret of Creating Your Future **NEW!**	
	To be delivered in May. Special Advanced Copy,	$9.95
____	Time Line Therapy Hardcover,	$25.00

AUDIO TAPES *by Tad James*

____	A Journey on the Time Line	(1 tape),	$15.95
____	Tad James on Modeling	(1),	$24.95
____	Sleight of Mouth Patterns & Negotiation Skills	(1),	$24.95
____	Five Step Sales Process, *with booklet*	(2),	$40.00
____	Pathways to Learning	(2),	$44.95
____	Advanced Meta Programs	(2),	$44.95
____	Advanced Presentation & Training Skills	(2),	$44.95
____	Time Line Set	(3),	$45.00
____	NLP & Ericksonian Hypnosis	(5),	$125.00
____	Advanced Language Patterns	(6),	$150.00
____	Values Update	(6),	$150.00

RAPPORTER SPECIAL:

10% OFF any order over $200 -or- 15% OFF any order over $400!

FREE descriptive catalog on request.

TO ORDER: Send this ad or a copy with U.S. funds by check, M.O., VISA/ MC number and expiration date. Total your order, than subtract any discount. Then, add $1.50 handling to all orders. Canada orders also add 2%. All other countries add 5%. Send to: **ProfitAbility Group, 1001 Bishop St. #702, Honolulu, HI 96813**
Questions? Credit card order? Call Richard Roop at (808) 521-0057

off the scales. The results of the training compared to others — Gestalt, Transactional Analysis, etc. — showed that NLP training was extremely effective. Ms. Spechler will be presenting her research at the NANLP conference in 1989.

What a good choice it was to go back to Holland! The Dutch were pro-American, it was easy to travel to Germany, Belgium, Switzerland and France. It was like going home. We even had the staff of the conference center attending the workshops on rapport and sales.

We had a planned program for Practitioner, Master, Trainer Training and Hypnosis. Every trainer knew his/her responsibility and now we knew we had it. The groups became very tightly knit. We had sub-groups now that were bonding. Our population now had expanded to South American with participants from Argentina and Brazil. We had 20 people return who had been with us before. We developed a Masters program on modeling that proved very successful (one that we are using for our program in the States). On the last day in the Master program, each of the participants spent the day expressing what they had learned throughout the month and how they had changed. This exercise was supposed to last one hour and instead went on for nearly six hours. It was the most emotional NLP experience I have ever had. As people began to share with each other how they had changed and what they had gained, their feelings spilled over along with their tears. Before we were done there was not a dry eye in the group, including myself. This was particularly true when a participant shared with the group that during the training he had made a decision to live rather than die.

We are now experiencing support from the participants. They want to know how they can be part of this teaching and also what they could be teaching next year. After polling the group, Switzerland was selected for the site for 1989. Believe it or not, although we wanted to return to the States and have the conference in our home territory, Florida, it was cheaper to go to Switzerland!

A party, again the sad farewell, and again visitors and phone calls — now from London, Holland, Luxembourg.

Zermatt, Switzerland

We now had requests from the participants that we should have a Practitioner and Master Practitioner that could be split off into business and therapy. So done. We now had requests from the Europeans that lots of the trainings in Europe only go to the Master level and now they were ready to become Trainers. Some were interested in becoming NLP Trainers and others interested in the skills that we have as trainers so that they could use these skills in their own environment. So done. Requests to have another hypnosis ten days. So done. And finally, a business track much shorter for "those of us who cannot take off the entire time." So done. The Swiss Institute people supported Zermatt and Dr. Perren, an associate, made the arrangements and we are now ready. We had a site inspection by Mr. Hoenderdos. We are traveling on KLM. We have all of our arrangements in writing. Our handouts are in print and bound. Our training staff covers seven different countries. Our schedules are set for morning, noon and night.

In this article, I have not mentioned the problems that presented themselves which are far out of our control. The falling dollar, the USA shooting down a Libyan airliner and many other incidents that truly allow us to know that we are part of an international community.

We are looking forward to Zermatt this July and hope this article has stimulated some of you to think about joining us in the mountains of Switzerland and the learning of intercultural patterns. Have a happy summer. ❐

Ed Reese *is on the Board of International V NLP, Box 529 Indian Rocks Beach, Florida 34635, 813-596-4891.*

Mastertrack Modules

Assembled is a unique group of trainers; each brings into focus a core pattern in the newest areas of NLP.

Up-coming Modules:

Trainers:	Core patterns:	Location:
Marilyn Atkinson April 14/15/16	Methods of Milton Erickson	Central Toronto
Marilyn Atkinson May 26/27/28	Advanced Metaphors	**Fee Structure:** ❑ Single week-ends $385.00 (cdn.)
Tad James June 24/25	The Time Line Training	**Times:** Friday eve. to Sunday 5:00 pm.

Most of the patterns taught are not yet in print.

Toronto Certification Program

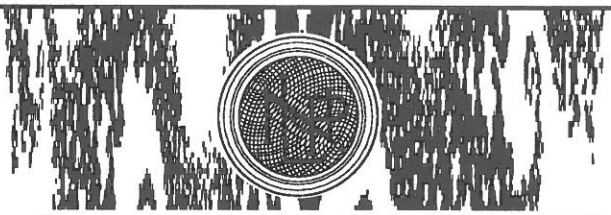
Discover how you can integrate your personal and professional lives with the powerful change techniques for which NLP is famous. Conducted by Marilyn Atkinson M.A., Jeffrey Hatch-Miller E.Ed. and Max Steinbach M.D. Certification is through the Society of Neuro-Linguistic Programming.

Spring: April 7/8/9, May 12/13/14, June 9/10/11, July 15-23
Summer Intensive: July 7-23

Patterns of Persuasion

Engineering influence and effective communication, June 24/25, with NLP co-founder

Richard Bandler



In Canada Call 1-800-668-8235

NLP
INSTITUTE of ONTARIO
#2223, 633 Bay St., Toronto, Ontario, M5G 2G4

(416) 977-7810

Certification is through the Society of Neuro-Linguistic Programming.

ZERMATT SWITZERLAND

SUMMER PLAYGROUND OF EUROPE

LEAVE JULY 1, 1989,
RETURN JULY 24, 1989

If environment enhances learning, this years
INTERNATIONAL V NLP CONFERENCE
is the PLACE TO BE!

Can you imagine yourself awaking each morning to the sight of skiers on the *Matterhorn* or walking in a valley of *Switzerland* breathing in the *clean, fresh mountain air?*

The cuisine is — ***French Gourmet.*** The lodging — ***at the base of the Matterhorn.***

Companionship will be international with over *fifteen countries* represented. You will have the opportunity for *tennis, squash, swimming, hiking, skiing and fitness rooms.*

$3395.00 Includes:
21 day training and certification *on Practitioner or Master or Trainer Level*
Lodging and 2 gourmet meals
Air transportation *from New York, Atlanta, Orlando, Houston or Chicago*

Additional Courses:

10 Day Hypnosis Certification	*July 3-14*
8 Day Business Certification	*July 16-23*

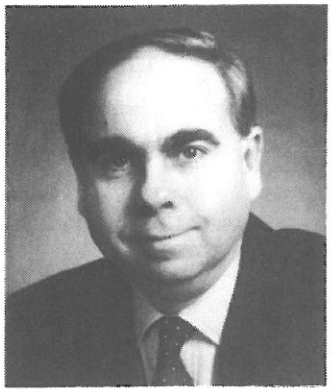
$2495.00
Air - Lodging - 2 meals and Course

Ceu's and Graduate College credit available

For Details:
International V NLP
Box 529
Indian Rocks Beach, Florida 34635
(813) 596-4891

Early registration is suggested because of space limitations. All training is approved by the Society of Neuro Linguistic Programming.

BEHAVIORAL MODELING



WYATT WOODSMALL
Founder
National Training Institute for NLP

STRATEGIES — Part II
Auditory Representational Systems

One of the greatest confusions in NLP is the difference between auditory tonal and auditory digital. People frequently say that auditory digital is a person's internal dialogue. This is only partially correct since a person's internal dialogue has both tonal and digital aspects. There is one simple way to make the distinction between auditory tonal and auditory digital when doing strategy elicitation. One should translate "auditory tonal" as "sounds right" and "auditory digital" as "makes sense." Auditory tonal has to do with what things sound like and auditory digital has to do with whether they are meaningful or make sense. (There is also visual digital which is writing or any other symbolic notation and kinesthetic digital which is Braille.)

NLP eye-accessing patterns indicate that a person accesses auditory tonal by moving their eyes to either side on the level and accesses auditory digital by looking down to their left (or right) if they are normally (or reverse) wired. Once again, it must be emphasized that auditory tonal, if it involves remembering or constructing speech, will have a digital component. Likewise, auditory digital will have a tonal component depending on how one talks to oneself.

Auditory Tonal

Auditory tonal has to do with sounds. Auditory tonal external has to do with the ability to hear and distinguish different sounds. Auditory tonal internal consists of auditory remembered and auditory construct. These have to do with the abilities to remember and construct sounds. People do this in both a detailed and a contextual way. The most important sound is the human voice. Other sounds fall into a spectrum from music to noise.

All sounds may be measured by scientific instruments and decomposed into a series of sounds of different frequencies. When any object vibrates, it transmits pressure changes through the surrounding medium (usually air). These pressure changes are perceived as sound. Sounds whose pressure changes have a random or irregular quality are perceived as noise-like. Sounds which repeat regularly as a function of time are called periodic sounds. They generally have a well-defined tone or pitch.

The size of the pressure change relates to the perceived loudness of a sound. Sound magnitudes are measured in a logarithmic measure called the decibel (dB). The quietest sound which can be heard by a healthy young adult corresponds roughly to 0 dB. Normal conversation has a range of 60 to 70 dB. Sounds over 100 dB are perceived as loud, and sounds over 120 dB can damage the ears. Subjective loudness doubles every 10 dB's. The smallest detectable change in level is about 1 dB.

Periodic sounds are described in terms of their repetition rate and the complexity of the pressure wave. The repetition rate is related to the subjective pitch. The complexity is related to the subjective timbre or tone quality. Differences in timbre are what enable a person to distinguish between different voices or between the same note played on different musical instruments. For a pure tone the repetition rate (number of cycles per second) is called the frequency. The range of human hearing ranges from about 20 Hz to 20,000 Hz where a hertz (Hz) is one cycle per second. Pressure changes below 20 Hz are felt as a vibration rather than heard as sound. Human beings are most sensitive to frequencies around 1,800 Hz.

Music is a combination of harmonious periodic sounds arranged in a particular sequence. The timing of the elements of the sequence is critical. Human voice communication consists of non-periodic sounds arranged in an appropriate sequence.

Auditory Tonal External

Auditory tonal external is the ability to listen to and discriminate between various aspects of sounds. People are able to distinguish between different volumes, tones, rhythms, pitches, tempos, cadences, resonances, timbres and locations. People can listen to music and separate out the various instruments.

Most people have a fairly good ability to make auditory discriminations without being aware of it. They do this whenever they pick up the telephone and recognize the voice on the other end. This is because of the particular quality of a person's voice called timbre. This is the auditory equivalent of a photograph of a person. Most people are able to distinguish between a large number of different voices and to know who is speaking almost immediately.

People differ in their abilities to hear and make auditory distinctions. Some people have poor hearing and need hearing aids to amplify the volume. Other people can hear slight sounds that others can't. Also, people's ability to hear may vary with different frequencies. Some animals, like dogs, can hear sounds outside of the range of human hearing.

People also differ in their abilities to quantify sounds. There are a number of classic experiments in psychology performed by Gustav Fechner and his followers relating to measuring people's abilities to distinguish and quantify changes in volume and pitch. As with all representational faculties, people can be trained to make more refined auditory discriminations than they are normally capable of.

Space and Time

In moving from the visual to the auditory representational system, one moves from the realm of space to the realm of time. All primary visual distinctions have to do with the realm of space. They have to do with the relationships between things in space. (Movement is a combination of space and time.) Auditory distinctions have to do with differences in the realm of time. Auditory distinctions have to do with the differences between one instant of time and another instant of time. There are people that are able to make temporal discriminations on the order of thousandths of a second. A major aspect of music is timing. This ability can be incredibly precise.

Detailed and Contextual Hearing

There are similarities between the ability to make auditory discriminations and the ability to make visual discriminations. As with visual, there are two ways in which people hear sounds. These are detailed and contextual.

Detailed people are "batch processors." They like to stick to one ordered sequence from beginning to end. They have an excellent sense of clock time. They derive security from thoroughness and paying meticulous attention to details. They like to proceed systematically in a step by step, sequential and

rational fashion. They only want to know what they are focused on at any given moment.

Contextual people, on the other hand, are "time sharers." They do a lot of little things at once and hop back and fourth between them. They have a good sense of the rate of time. They derive security from understanding the total context. Every signal has meaning, but it is the whole sense derived from the convergence of all of the signals that matters. They want to know everything that is going on all at once and at the same time it is happening.

The detailed person normally wants to listen to one sound at a time, and they do not like distractions. They process things linearly. They can carry on a conversation with only one person at a time. They can listen to the radio or talk but not both at once. They want to listen to one thing at a time. They protect themselves behind closed doors or by having their secretary hold all calls.

Detailed people are particularly adept at selectively focusing on sound patterns and at recognizing consonants and pitch. They are good at picking a sound out of the background noise. They think before they speak. They only talk after they figure out what to say. For them talk is "what" is said. Content and not context is most important. Conversation needs to be focused and directed. The process of composing or understanding an utterance is sequential and ordered rather than rate dependent.

The other way of listening is auditory contextual. These are the people who absolutely thrive on chaos. This is the type of person who can be watching TV, listening to the stereo, carrying on a phone conversation and yelling at someone in the other room all at the same time. It seemingly doesn't bother them at all. They simply extract from the auditory the basic context which is all that is important to them, and they don't care about the details. They leave their doors open, like phone calls, want people to drop in and, if they don't, they visit other people in their offices.

Contextual people are particularly adept at recognizing vowels and tone and mood. They are good at assessing the totality of a sound pattern. They speak before they think. They don't know what they think until they hear what they say. For them talk is not "what" is said, but "how" it is said. Context and not content is most important. The rate of speech is an important factor in determining the tone or mood. Talk does not have to be focused or directed. Conversation helps in determining the context or mood.

The detailed person wants to get the details out of the auditory, so they are always focusing on the details and trying to cut out the context, which they feel would distract them from getting the details. The contextual person focuses on the context and ignores the details.

Is the preference for detailed verses contextual hearing hereditary or acquired? There is evidence that it is acquired, as are most other abilities. They develop initially as arbitrary coping strategies at an early age. Based on the principle of reinforcement, one continues doing what works; after a while it becomes a habit. It is possible to learn to hear both contextual and detailed, but this requires a lot of work. One must first break their ingrained pattern of hearing. Next, they must train themselves to hear the other way. In short, they have to break a habit that is already established and to develop another habit.

In modeling, certain tasks are more easily performed by a person with detailed hearing and others by a person who hears contextually. Sorting this out is part of the artistry of modeling elicitation and analysis.

Auditory Tonal Remembered

Auditory tonal internal consists of auditory remembered and auditory construct. A person can only remember something that they heard in the first place. To remember a person must be in "up time." People often wonder why they can't remember names. One reason is that they were not mentally present at the time. The most common reason that people don't remember names is that they never got the name in the first place. To remember a name one must pay attention to it when the person is introduced. The best time to remember a name is when one is introduced to a person. To do this one must hear the name and make an effort to remember it. People often fail to listen to names, because they don't think that they will be interested in the person. Often they discover later that the person is interesting, and then they wonder what the name was. At that point it is too late to try to go back and remember the name, because it never got stored in the first place.

Auditory tonal remembered means remembering what something sounds like. One may remember the sound of someone's voice or the sound of a musical instrument. The sound of a musical instrument is a good example of auditory tonal, because it has no content to confuse with auditory digital. One simply remembers a sound the way it sounded originally. Musicians are quite adept at remembering sounds. They remember the sound of a note to tune their instruments and then remember the sequence of notes to play a composition. In reading music they must remember what each note sounds like. They must also remember the timing between notes. Often their memories of tempo are accurate to thousandths of a second and they can detect pitch changes of several hertz.

How is it possible that someone can speak several languages without getting the languages confused? What prevents such a person from starting a sentence with one language and ending it with another? In learning a foreign language it is necessary to remember what a word means, what it sounds like, and how it is pronounced. People that speak several languages usually store and speak each language in a different tone and tempo. In speaking each language they remember the tone and tempo.

Second Annual Training in

Advanced Behavioral Modeling

Taught by

Dr. Wyatt Woodsmall

Premier Modeler in NLP Today

"One of the few people in NLP today who are actually doing modeling and extending the limits of its application."
—Richard Bandler, Co-Developer of NLP

June 24-July 9, 1989

Washington, DC Metropolitan Area

Investment $2500

($2250 if paid in full by June 1, 1989)

703-979-3835

National Training Institute for NLP

801 SOUTH 20TH ST., ARLINGTON, VA 22202

This is what keeps them from confusing the different languages. When they switch from one language to another, they shift into a different physiology and speak in a different tone and at a different rate.

One of the reasons why most Americans have such difficulty with learning foreign languages is because they are not taught to make the necessary auditory discriminations. People who grow up in Europe and who are taught several different languages from birth learn to easily make discriminations in sounds. Most people who grow up speaking only one language do not develop as much auditory acuity. Acuity is developed largely through contrast, and if there is a limited range of sounds, acuity will be limited. Without auditory acuity, learning to verbally understand or speak a foreign language is difficult.

There are two ways to remember sounds. A detailed person will be able to remember the details of what someone says. They may be able to recount a conversation almost verbatim, because they focused on the details of the conversation. Someone who is auditory contextual will only be able to give a broad overview of the conversation, because they were focusing on the context and not on the details. They will be able to describe the general mood, however, and even remember the tone of the speakers voice.

In listening to music, a detailed person may be able to remember the musical score while a contextual person may just remember the melody or what kind of mood the music produced.

Auditory Tonal Construct

Expertise in auditory construction is even less common in our society than expertise in visual construction. It is most common among musicians and polyglots. Composers are able to create entire symphonies in their imagination and construct what they would sound like. Poets construct combinations of words that not only make sense but sound right. Orators construct speeches that move people with sounds as well as logic. Anyone who matches their voice to a situation is doing auditory construct.

People also do detailed and contextual construct. A detailed person will construct the exact sequence of sounds but may not be aware of the total impact. A contextual person will construct a sequence of sounds to produce a certain impact but may not be aware of the individual sounds in the composition.

Auditory Digital Representational System

One of the biggest confusions in NLP is between auditory tonal and auditory digital. Auditory digital does not mean simply talking to oneself or having an internal dialogue. The distinction between the two is that auditory tonal has to do with sounds and auditory digital has to do with meaning and sense.

People do things for only one of four reasons. They do something because it either looks right, sounds right, feels right or makes sense. Someone who is auditory tonal will do something because it sounds right, and someone who is auditory digital will do something because it makes sense.

If — in talking to themselves or in listening to their internal dialogue — the primary thing that is causing someone to do something is the sound of their voice, then they are focusing on the auditory tonal component. If the primary thing that is causing them to do something is the actual sense of the words that they are uttering, then they are focusing on the auditory digital component. It is important to make sure of this distinction.

Auditory digital can simply be conversations. If one is primarily focusing on the information that they are receiving and on the activity of making sense out of it, then they are involved in auditory digital. If, instead, they are just listening to the tone of voice, then they are involved in the auditory tonal. If, when a person talks to themselves, they are primarily focused on reasoning or on figuring something out and they are trying to reach that mysterious thing we call understanding or sense, then they are engaged in auditory digital. If, on the other hand, they are talking to themselves because they like to hear the sound of their own voice, then they are engaged in auditory tonal. If they are singing or speaking to themselves something that makes no sense whatsoever, then they are engaged in auditory tonal. In that case, they are focusing on the sounds and on the combinations of sounds.

Auditory digital is a form of kinesthetic remembered. And it is the most important form of kinesthetic remembered that one can possibly have, because it involves remembering the one fundamental feeling that distinguishes human beings from all other animals. That is the feeling that is associated with meaningfulness or making sense. Meaningfulness or sense is a feeling. When a person talks to themselves and tries to understand something, they are literally trying to make sense out of it. They are trying to put it in a form in which they can access the most important feeling which they ever have which is the feeling of making sense. Sense is a remembered feeling, and it occurs when the words fit together in a certain way. Digital has to do with making sense.

There are other types of digital besides auditory. Visual digital is something most people engage in everyday. It is called reading. Any written material is a visual representation of something that makes sense. Any diagram, musical notation, symbol or picture may be a form of visual digital. Kinesthetic digital is Braille. When a blind person or anyone who reads Braille is running their fingers over the dots on a page, they are accessing digital material kinesthetically. It is not the dots that are important but what they symbolize. Written symbols are simply arbitrary tokens of meaning. They are conventions agreed upon by a society to convey information. Certain teachers have taken very kinesthetic people who were having trouble learning to read and helped them to learn to read by teaching them Braille.

Science of Advanced Behavioral Modeling

Preliminary Notes on Modeling

Metaprograms

Edited Transcripts of
Metaprograms Weekend (Master Track)
Taught By Wyatt Woodsmall, PhD

Language Patterns and Time Line Therapy

Edited Transcripts of
Master Track Weekend
Taught by Wyatt Woodsmall, PhD
and Tad James, PhD

Available for the FIRST Time!

$35.00 + $2.50 S & H each or
Save and Order All Three for Only
$100 + $7.50 S + H
Make Checks Payable to:
Wyatt Woodsmall
National Training Institute for NLP
801 SOUTH 20TH ST., ARLINGTON, VA 22202

People often view themselves as their internal dialogue. They identify with this dialogue and think that it is what is most uniquely them. They think that it is their internal dialogue that enables them to think and to function. It is true that the internal dialogue is a major asset in planning.

People often want to know how to stop their internal dialogues. They perceive their mind as chattering out of control, and they want to know how to control it. Control over the internal dialogue is a challenge. There are only four things that one can do with their internal dialogue. One is to stop it. This usually takes about 20 years of mystic training. There are ways to stop the internal dialogue. Some of these are proprietary and will not be discussed here. The second is to jam it. This involves repeating some nonsense noise to drown out the words that have sense. The third is to substitute a positive internal dialogue or repeat a litany or set of procedures. This involves substitution of one meaningful string of utterances for another. The fourth thing that one can do with their internal dialogue is to observe and witness it. This is an excellent way to gain a lot of valuable information about the formatory apparatus.

One key aspect of the internal dialogue is whether one associates with it or not. When a person is associated they have no awareness that they are having an internal dialogue. They are lost in down time and largely at the mercy of the internal dialogue. They can't direct it, because they have no awareness of it. Another way to put this is that the internal dialogue itself is their awareness, and they are not aware of themselves apart from it. If a person dissociates from their internal dialogue, then they can monitor it and redirect it as appropriate. This requires the ability to maintain and focus awareness and attention. This is probably the most important ability that any human being can ever develop. There are several aspects of thinking. Much thinking is formatory or purely mechanical. Such thinking is purely associative. The mind jumps from one association to another. Everyone has had the experience of setting out to think about something and a short time later finding themselves thinking about something totally different and wondering how they got there. Sometimes it is possible to trace the wild chain of associations that lead the mind from one place to another. Such thinking is mindless and usually out of conscious control. Many people have no other ability to think. True thinking is the ability to focus the mind on a set area and keep it there or to follow a trail of reasons to a conclusion.

Auditory Digital Remembered

Auditory digital remembered is being able to recite back some previous digital construction. Reciting a poem from memory or repeating back a conversation are examples of auditory digital remembered. Another form of auditory digital remembered is the playing back of tape loops in the brain.

Many teachers believe that the most accurate description of a typical high school student's brain is that of a tape recorder. Students often learn the way a tape recorder does. They simply memorize the material. They operate on the tape-recorder-method of learning. The evidence that students' brains are operating like a tape recorder is that, when asked a question, the student, in order to answer it, will have to go back to the beginning of their tape loop and run it through to the point where the critical information is stored.

Many teachers are dissatisfied with mere mechanical recitation. Instead, they want the student to "understand." This is a form of auditory digital construct.

Auditory Digital Construct

Auditory digital construct occurs when a person constructs a sequence of meaningful symbols. This occurs when someone is creating what they want to say. Most fiction and prose is auditory digital construct that has been output on paper.

People differ in their abilities to create auditory digital constructions. To a large extent the entire growth of knowledge and understanding in society is based on this ability. The educational system is geared to training people to do auditory digital construct, and one's progress in it is usually measured on one's ability to do so. Understanding is often measured on the basis of one's ability to evaluate a situation and make appropriate responses.

Auditory digital construct also has both detailed and contextual components. The detailed component involves the ability to reason or to draw intellectual conclusions, and the contextual component involves the ability to plan. ❐

© 1989 WYATT WOODSMALL, PhD

Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler and Founder and President of Advanced Behavioral Modeling, Inc. and The National Training Institute for NLP, has pioneered in applications of modeling in the governmental and private sectors. Richard Bandler, co-creator of NLP, has described him as "a walking encyclopedia of NLP," and as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." Doctor Woodsmall is co-author of* Timeline Therapy *and* The Basis of Personality *and is currently working on books on language patterns, human typological analysis, advanced behavioral modeling, negotiations, training, and NLP and personal growth. He will be conducting the fourth annual NLP Trainers Training August 23-September 3 in San Diego and an Advanced Behavioral Modeling Training June 24-July 9 in the Washington, DC area. Further, he will be conducting trainings over the next six months in Detroit, Phoenix, Toronto, Calgary, Vancouver, New York, Los Angeles, London, Sydney, Italy and Puerto Rico. He can be reached care of Advanced Behavioral Modeling, Inc., at 801 South 20th Street, Arlington, VA 22202 or at 703-979-3835.*

Reach Your Potential!

5TH ANNUAL ERICKSONIAN HYPNOSIS CERTIFICATION TRAINING

... a 10-day summer residential program in historic Provincetown, Cape Cod, Massachusetts

July 21-30, 1989

with Paul Carter, Anné Linden, Steven Goldstone

"This Hypnosis Training is the best gift I have ever given myself".
Eileen O'Connor, R.N., Nurse Practitioner

Get away from your usual routine and explore your unconscious potential, learn to communicate more effectively and discover the beauty of Provincetown's ocean, dunes and sky.

For more information, call or write to:

NY Training Institute for NLP
155 Prince St., N.Y., N.Y. 10012
212-473-2852

NLP IN SALES



W. SCOTT PHILLIPS
Partner
The Harbinger Group

The Complainer — Who Needs Them? *(You Do!)*

The customer may not always be right, but they are always the customer. If you're like most salespeople, dealing with angry customers is not high on your list of favorite activities. But no matter how unpleasent the job can be, it is something that all sales professionals must be able to do well. Our success depends on it.

Don't believe angry customers are a problem? The statistics are shocking. According to a poll conducted by Opinion Research Corporation, fully one-third of all customers are not satisfied with their current vendors. Furthermore, every dissatisfied customer tells an average of 11 others about the poor service you provide, but you will only hear from 1 in 25. That means for every complaint you receive, there are potentially 275 other people who have heard about your bad service. Too many of those and you can kiss your commissions and sales career goodbye.

Clearly, as a salesperson, you must learn to effectively handle angry customers. The good news is that it's a skill you can develop. Additionally, by effectively dealing with angry customers you can recapture as many as 90% of the people who would otherwise stop doing business with you.

As part of The Harbinger Group corporate training programs, we offer the following six-step procedure for satisfying and calming angry customers:

1. Use mirroring and matching techniques to establish rapport. When facing an irate person, the first reaction of many people is to become defensive. That's a mistake. Let the customer be angry. It is part of doing business. Resist the temptation to apologize or deny that a problem exists.

Don't try to calm the customer by speaking more calmly. Your natural tendency to behave as you want the customer to behave only invites a prolonged argument. Instead, acknowledge your customer's right to be angry by matching their rate of speech and volume. If they're speaking a little louder and faster then you should, too. But don't match their tone. Keep yours level and don't get caught up in their anger.

When you match the customer's voice, they will feel they're being heard. Once you have established this connection with them, you can start lowering your voice and speaking more slowly. You'll find the customer will follow your lead. If they don't, you need to continue to match until they do follow.

2. Let the customer tell their story. Let the customer speak. They want to get the problem off their chest. Let them, and don't interrupt. The more interruptions they have, the longer it takes to explain the problem and the madder they become. You may find that many of your angriest customers actually have a list of the things they want to tell you. Each time you interrupt them they will start over from the beginning. If you don't understand something, make a note to ask them about it when they are done.

3. Determine the real problem. This is perhaps the most important step in satisfing your customer, but it's one most salespeople skip completely. My father used to tell me, "Having too much of what you don't want is never enough to make you happy." Your customers will never be happy unless you can give them what they want, and the first step is to clearly identify the problem.

For example, a customer calls and threatens to report you to the Better Business Bureau because you sell defective products. Rather than immediately offering to replace the product, you must first identify why the customer feels it is defective. You may find that your product is just fine, but the customer wants it to do something it is not designed to do. Replacing the product won't solve the problem. However, if you identify what the customer wants, you can offer other solutions that will satisfy them.

4. Tell the customer a "happy story." Angry people are too emotional for facts and procedures. You need to recognize that and appeal to their emotional state. The best way to do that is to tell a story about how a similar situation was successfully resolved. I encourage salespeople to meet with each other and discuss the types of problems they handle and the solutions with which they've had success. Then, when a similar problem comes up, use the story that best fits the situation.

5. Tell the customer what you will do to solve their problem. Never leave a customer hanging. Identify specifically what you will do and when you will do it. This gives the customer the feeling that you care and are going to help. Even if the problem can't be resolved the way they want, just feeling that you listened and will look into it, can give the customer the sense of personal attention they want.

6. Follow through. This step seems obvious, but poor follow-through is what leads to angry customers in the first place. If the problem has not been resolved by the time you promised, call the customer and tell them the status. Let them know that you have not forgotten them. They are not likely to explode again. You'll find that as long as they are kept informed, customers can be extremely forgiving.

The entire process shouldn't take long, perhaps only four or five minutes, but spending that time with a customer can often turn a bad situation into future sales. So, the next time you hear, "I want to complain about something!" — relax. Now you have an effective tool for keeping your customer happy and coming back for more sales!

Good luck and good selling! ❐

© 1989 THE HARBINGER GROUP

W. Scott Phillips *is a partner of The Harbinger Group, a sales training organization. Prior to joining the firm, he worked in the optical scanner industry and was consistently in the top five in a field of over 1200 sales professionals. He is co-author of the new self-study program* CONNECTING: Sales Rapport Thru NLP *and is co-authoring the upcoming book* FIREPOWER: The Ultimate Arsenal for the Sales Professional.

THE NLP CONNECTION
3500 ST. CHARLES AVENUE, NEW ORLEANS, LA 70115

Trainer Certification
Featuring Richard Bandler
June 3-14, 1989 Led by Chris Hall
$2250 PREPAID BY MAY 22

Richard Bandler Workshop
June 10 and 11, 1989 New Orleans
$250 ($50 DEPOSIT BY JUNE 1)

For more information: Call Anne Teachworth
504-891-1212 or 504-889-8524

NLP IN SPORTS



ANTHONY J. MEDURI
Director
Sports Training Institute

THE CREATION OF HUMAN ABILITY

Much more than a mere methodology of learning and skill acquisition, the demonstrable creation of congruent human ability is an attitude, an attitude and a belief . . . a belief in the future . . . now!

All these have never yet been seen — but scientists who ought to know, assure us that they must be so . . . Oh! let us never, never doubt what nobody is sure about!

Hilaire Belloc

The creation of human ability is a subject that continues to elicit a great deal of concern and inquiry, especially in the highly specialized and supersensitive "techno-world." Human knowledge at present appears to double every four to five years. Interestingly enough, as we approach the 500th anniversary of Columbus' discovery of America (1992) we are in a unique position indeed. Five hundred years ago, knowledge seemed to remain almost constant for long, long periods of time. (The doubling rate was once every 400 to 500 years.) The flux, stress and exhilaration of dynamic, positive movement towards was, by and large, absent. With the advent of modern technology and methodology we live in a constant state of change and re-information such that, for methodologies to gain efficacy and transcendence, what is needed and most prudently called for is an attitude to adequately match and keep pace with the continuing neurologic landslide of environmental data rushing toward us daily at unheralded speed and with voluminous volume.

The most direct, and in a sense the most important, problem which our conscious knowledge of nature should enable us to solve is the anticipation of future events.

Heinrich Hertz

An attitude of openness and encouragement is indeed a valuable tool for the onrushing proliferation of the future . . . now. Scientists have learned so much about how vital the role of neurotransmitters are for the brain and body that now it seems we could use a concise and inclusive user's manual to select foodstuffs and nutritional supplements to further enhance human ability. Consider the following terse statement:

Given a written language, how large in terms of the total number of words must a book printed in that language be in order to contain complete information to manufacture the book?

N. Rashevsky

Some nutrients are raw materials that your brain needs to make natural brain chemicals mentioned above; your nerve cells (neurons) utilize these chemico-enzymatic messengers in a myriad number of diverse ways and fashions, sometimes singly (one-on-one), sometimes in a double-like fashion (two-on-one), the one referring to a specific site within the neurologic addressing bank network) and sometimes in a multifold manner several neurotransmitters joining up at a pre-determined site. There patterns are used to congruently transmit signals between and among neurons and these nerve signals, in turn, provide the basis for excitement, serenity, passiveness, boredom, exhilaration and fascination.

If the purpose of scientific methodology is to prescribe or expound a system of enquiry or even a code of practice for scientific behavior, then scientists seem able to get on very well without it.

Noradrenaline, your brain's version of adrenaline, is a natural stimulant neurotransmitter. It is central to excitatory drives and motivations and even to emotions, such as sexual behavior. Athletes often produce copious stores of noradrenaline or brain adrenaline when they enter a critical or determining phase of their race or competition. It is precisely at that peak moment when noradrenaline is highest (or should be) to facilitate excellence and a furtherance of the creation of human ability above and beyond previous levels of achievement. (As an aside, let me point out that more than a mere repetitive method of eliciting this chemico-enzymatic process is indeed tied inexorably to attitude — attitude and a healthy belief in one's own ability to expand, grow, master and achieve whatever one deems appropriate and reachable at the moment of insinuation.)

The reason a stimulant such as coffee gives you a lift is that the caffeine in it makes you much more sensitive to noradrenaline. Yet caffeine doesn't help your brain make more noradrenaline, and when the time comes that you run out of your supply on hand you can begin to feel run-down, no longer receiving the lift, and even experience an unpleasant, almost "incoherent" feeling.

Your brain makes noradrenaline from the amino acid phenylalanine found in a wide variety of basic foodstuffs such as dairy products and high protein foods. With the help of certain nutrient co-factors such as Vitamin B-6 and Vitamin C, your brain's output of noradrenaline is potentiated even more. Although simply eating a supplement or a food rich in phenylalanine increases the level of phenylalanine in your blood, it does not necessarily increase the level in your brain. In order to successfully pass from the brain to the blood stream and thereby be utilized most efficaciously by the individual, a substance must pass through the "blood-brain barrier," a tangle of minute blood vessels. Simply, you need to ingest a carbohydrate (fruit or simple sugar may not be adequate, although fruit juice will normally do the job) to help the phenylalanine get past the barrier.

And even when phenylalanine does reach your brain, nutrient co-helpers are needed to aid in its conversion to usable noradrenaline. These co-helpers as noted previously are Vitamin C, Vitamin B-6, Folic Acid and the mineral Copper. Due to the availability of fast-foods and given the general proclivities of the American dietary habituation, most Americans do not consume even the minimum FDA recommended allowance of these nutrients.

Given the levels of noradrenaline are adequate and usable, what next? In order to create even greater human ability, one very salient feature must be operant — the complete and congruent orchestration of those internal depictions or representations so necessary and vital to performance and creativity. Human ability and its creation in subsequent time-frames of intensely data-laden, environmental oversubscription depends vitally and virtually upon the congruent and compelling inner orchestration of internal mechanisms in order to successfully utilize the marvels of your own neurotransmitter in ways that will both support, serve and benefit you most appropriately now and, of course in your future . . . now!

. . . and your next success is only as close away as your next smile . . . now! ❐

Anthony J. Meduri, PhD, Dsc, *is a certified Athletic Trainer and Director of the Sports Training Institute, 239 East 49th Street, New York, NY 10017, 212-752-7111.*

METAPHOR GALORE

THE NEW MAGIC AND THE THREE APPRENTICES

By John A. Marszalek

In the beginning, there was light, and the people said it was good. And great centers were built where the Sayers and Magicians could come and study the light and argue about "How the light" and "Why the light" and "Where the light." And it was at one of these centers that our story begins.

Once upon a time in the Land of the Never Ending Sun, the Land of Fruits and Nuts, there rose a great Center for the study of the light. There came to one of these great centers a young magician apprentice named Richard who came from Bandaler (which was a difficult place for any, even the baddest and most clever of people to be from). He had come to study the light and do Transformations.

As Richard settled into the daily life of improving his skills and abilities so as to develop into a Master Wizard, he struck up a friendship with a journeyman Wizard named John who was the Grinder's son. John had been studying at the Center for a while and was looked upon as a very promising Wizard indeed. Why, it was even said that John had the ability to turn himself into his surroundings. He could become whatever he wanted to be . . . a tree, or a cloud, or even a frog. Never before in the history of the great Center had there been two students who showed such promise and ability for mastering the fine arts of Wizardry. The story was well told of how by combining their efforts they even could turn a Frog into a Prince.

One night as Richard and John talked long towards the bewitching hour, they became overwhelmed by a great thirst and found themselves winding their way towards the local inn. Once inside, the warmth and friendliness of the inn, and their discussions fueled by good food and spirits, there came over them the spell of a beautiful young maiden. This was the Sayer Leslie of Camerun who had come to the Center disguised as a serving maid so she could study and learn without being discovered.

This meeting was no means happenstance. No, this meeting had been planned by the gods, to bring together three separate pieces of a puzzle. Each piece by itself jagged and rough around the edges but, when joined together, made a beautiful picture of the light which had never before been seen.

The three became inseparable, living and working together, as they developed their understanding of the Structure of Magic and wrote the great volumes One and Two. "Who are these upstarts?" and "Who do they think they are?" rose the cry from the older Wizards at the Center. "Their ideas of the Structure of Magic are evil," said the old masters of the craft. "But they work," said another. There arose such unrest at the great Center that our trio decided to take their message directly to the people. They packed what belongings they had and began to travel through the Land of the Sun speaking and teaching to whatever groups would listen.

It was during this time of travel that they came into the town of Frames. Here is where the great framers of the day worked and lived. There were house framers and picture framers and framers of every size and description. Each framer had studied h/er craft for years and sweated and suffered to prove their frames were right and just. Each was so proud of h/er frames that frames were worn publicly like nuns' habits so the world would know by looking just how each person framed in the world.

It was here in the town of Frames that the legend of John and Richard and Leslie really began to grow. It was here that the miracle happened. One day as they walked through the town, the trio came upon a very unhappy young lad. The lad had developed a style of frame that greatly improved his vision and movement yet he had worked hard and long on the design and couldn't just give it up. He was a very unhappy lad indeed. He couldn't go forward and he couldn't go back. He couldn't move to the sides because the frame blocked his view. So he just sat where he was. He had sat so long the spiders had woven their webs from his nose to the ground and back again. Here, indeed, was a true test for the new magic, so our heroes set to work.

Richard dazzled the young lad with slights of mouth and hand, while John remolded his body and Leslie soothed his feelings. Before anyone knew what had happened, our heroes had Reframed the lad — making some small, but major shifts in his old frame. These minute adjustments at the base of the frame created major new choices because the outer edges of the frame were widened and flattened. As a result of the magic, the lad could see things that were hidden before, and he had a different sense of balance so he could move more flexibly than before. He ran through the town telling all who would hear about the miracle of the Reframe.

Once word of the miracle of the New Magic had been spread, other young apprentice magicians came to study at the feet of the trio. There came Robert, John, Stephen and Lynn, just to mention a few. These young apprentices learned what they could of the New Magic and even added to and expanded upon what they saw and heard. Great books were written and each in turn would take what they knew of the magic back to their own part of the land and teach to other student magicians. Soon centers for the study of the magic were set up in far off places. Each center telling its own version of the story of the development of the magic and each stressing differently the roles and importance of John and Richard and Leslie.

While the word of the new magic began to spread, more and more people wanted to learn personally from the discoverers of the magic. One day while traveling through the Land of the Sun, our trio came to a fork in the road. "Let's take the trail to the left," said Richard. "It will get us to our destination quickly and effectively." "No," said Leslie, "the road straight ahead is smoother and wider. It may take longer but will be a safer, easier trip." "The road to the right is the one to take," said John. "On that road, we will meet many people we can pretend to be."

Each felt that the map that they carried was the best map of the new territory. As they argued for the rightness of the maps, their tempers flared; and just as it was deemed by the gods for these three to meet, it was also deemed by the gods that they should part. Each, in time, going their own way along the path they chose.

If you stand at the fork in the road and look out over the wooded hills and valleys below, every once in a while you can see Richard or John or Leslie as their path rises above the trees and they again beome visible. Each time they are seen and heard, they add to the New Magic and each one moves closer to the Emerald City which everyone knows is at the end of all three trails. ❐

John A. Marszalek *is Co-founder and Director of NLP Learning Systems Corporation, 4050 West Park Blvd., Suite 102, Plano, Texas 75093. Telephone 214-596-7841 or 214-980-6887. He has been involved in NLP business and public training since 1982.*

SPECIAL FEATURE



METHA SINGLETON
Director
FuturePace, Inc.

THE IMPERATIVE SELF MODEL
A Case History

I have been using NLP with clients for the last eight years and found it to be the most powerful and effective tool available until now. Its gold mine of procedures and perceptual distinctions have offered us routes to many destinations, yet it never provided a comprehensive map of an individual's complete personality. What NLP lacks is a way to represent concurrently all of the core patterns that constitute an individual, and the way in which these patterns interact in conjunction to create and form the experience and behaviors of an individual.

The Imperative Self Analysis Model recently developed by Leslie Cameron-Bandler illuminates the pathway to reach these fundamental elements. Imperative Self Analysis uses all of the NLP techniques for intervention, as well as others, to effect profound and global changes. These changes, as they reach the irreducible essence of personality, are comprehensive and enduring. This innovative and highly potent model also exposes the junctures where appropriate interventions are needed to formulate a new, more useful "map" of the world — one that is a wellspring of fulfillment.

I would like to share the experience of a recent client to demonstrate the scope and power of the Imperative Self Model. When Frances came to me, she was an attractive 41-year-old woman. She was married to a man who loved and adored her and they had a beautiful 4-year-old daughter. Although minor financial problems had recently caused some stress in her life, all in all, viewed from the outside, Frances led a productive, fulfilling life. However, Frances' inner world consisted primarily of the following emotions:

Grief *"For the feeling of security, love and specialness I lost when I was 10 years old and my Grandmother died...for my lost youth"*
Defeated *"...it could have been better....if I would just find the right way..."*
Overwhelmed *"I have to do it all...have to be productive every minute...have to earn..."*
Terrified *"I will stay like this...have lived for nothing...of being abandoned...of being unable to take care of myself..."*
Fear *"that I am unlikeable, unlovable...that I can't protect myself...stop others from hurting me."*
Undeserving *"...have to be perfect to earn what I need."*
Responsible *"All the time for everything. If I could save the world, maybe then I would be able to earn everyone's love and respect. Then I would know I was worthwhile."*

EFFECT PROFOUND CHANGE

Longing "For freedom from my chains...to be accepted."
Determined *"Not to be a failure...not to be judged badly."*
Connected *"When I'm with others who affirm who I am...not alone...don't have to be perfect...they will be there."*
Powerful *"...in control...coming up with creative things..."*
Agitation, harrassed, insecure, lonely, failure, stuck, furious, worry, thrilled, delighted, passionate.

This model actively utilizes emotions as the guide inward to the underlying framework of core patterns. Hence, I used the information contained in the structure of Frances' habitually experienced emotions to aid me in constructing a concise, linguistic representation of the internal "map" out of which Frances operated.

Imperative Self Analysis Model

PERCEPTUAL BIAS
(What is being detected and responded to)

VIRTUAL QUESTION/STATEMENT
(How what is detected through the Bias is responded to)

PRIMARY OBSESSIONS
(The criteria that determine the Bias and provide the fundamental driving force of each individual's life)

Frances' "Old" Imperative Self

BIAS
Opportunities To Be Recognized As Special

VIRTUAL STATEMENT
I Have To Do It All
(by myself)

OBSESSIONS (in order to:)
know I exist
↓
be special
↓
get others' attention
↓
show them I can do it the right way all the time
↓
not be judged badly
↓
deserve their full attention and *earn their respect and love*
↓
be worthwhile/lovable enough
↓
not be abandoned
↓
taken care of and protected
↓
secure and save
↓
be free to enjoy life

Although many of us have contingencies in our Obsessions, Frances had an unusual amount of difficult and often impossible "hoops to jump through" before she could be free to enjoy life. The Virtual Statement was relentless, and the Bias restrictive, preventing her from detecting and responding to opportunities to provide for herself the security and safety she needed. However, her Old Imperative Self had served her well in developing several important skills. She had developed many capabilities and interests and was able to sort for and calibrate to others' responses.

With the "Old Imperative Self" as a guide and using Leslie's

Empowerment, Self-Concept and Relationship Models, along with NLP techniques, I began the interventions necessary to build a new, more fulfilling Imperative Self. I started with the Obsession "Free to enjoy life" and worked backwards up the Obsessions, making adjustments and specifying appropriate achievable evidence. Simultaneously, we developed a "New Imperative Self" that contained many of the same Obsessions, but provided the opportunity for fulfillment.

Frances' New Imperative Self

BIAS

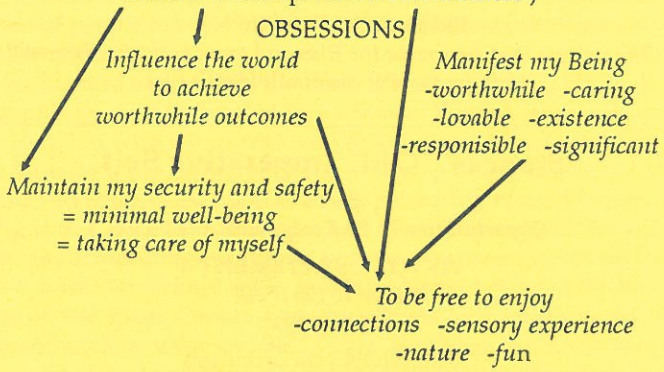
Worthwhile Opportunities to Experience My Wonderfulness

(This Bias is in support of the self-concept work. When that is secure it might be more appropriate to adjust it to "Worthwhile Opportunities to Experience Life.")

QUESTION

What's Worth Doing to Maintain the Balance?

(Balance was Frances' word to represent the value of each Obsession independent of the others.)



I worked with Frances for 16 hours over four days in September 1988. We followed up with two phone sessions in October and November. I received the following letter from her in January of 1989:

Eliciting and adjusting my imperative self has changed my life. Because I view myself differently, I view everything in my life differently. Before eliciting my imperative self, I continually felt despair, self-doubt and a sense of failure and defeat. I had never experienced a sense of worth before or knew what loving myself felt like. I now know what that means. I love loving myself. Now I feel love and compassion for myself and others rather than resentment and anger because I am not taking care of myself or others are not meeting my expectations.

All the other therapy in the world could not help me get to the place I am at now. After my experience, I have changed my core, my deepest self. I love what has happened to me. My father and I were enemies and even raged at each other. We are now friends and even hug each other and express our love and concern for each other. I am now who I have always longed to be. I am caring, centered, focused and directed. I am free. I am content with myself. I am open and allow all kinds of good things into my life.

It doesn't mean I don't have conflicts and problems. But I know how to handle them and what to do about it. I trust myself.

Frances
January 20, 1989

I encourage each of you to explore this new model for your own personal development and for the benefit of your clients. ❐

Metha Singleton, MED, *Licensed Professional Counselor, Founder of NLP Institute of Houston, can be reached at FuturePace, Inc., P.O. Box 1173, San Rafael, CA 94915, 415-485-1200.*

Developed by

Leslie Cameron-Bandler

IMPERATIVE SELF TRAINING

Led by

Metha Singleton

Learn how to reveal, analyze and, when necessary, alter the most essential elements of personality.

- Virtual Questions
- Primary Obsession
- Core Beliefs
- Perceptual Bias

This 24 day training will prepare you for Imperative Self Analyst Certification — Begins July 27

FOR INFORMATION CONTACT:

FuturePace, Inc.
P.O. Box 1173
San Rafael, CA 94910
415-485-1200

NLP Institute of Houston
4900 Woodway, Suite 700
Houston, Texas 77056
713-622-6574

SPECIAL FEATURE

MEETING THE CHALLENGE: CHILDHOOD SEXUAL TRAUMA — THE UNMAPPED TERRITORY —

By Marilyn J. Blank

There comes a time in the evolutionary process of any technology to acknowledge its contributions, delineate its omissions and add to its effectiveness. For me, such a time has come. Those of us in the NLP community have been heralding its interventions, its multifaceted applications and its growing understanding of the human mind for over a decade. For many psychotherapists, NLP has been the difference that made the difference for our clients. We, indeed, do possess the ability to alter and interrupt deep-seated patterns which have contributed or have threatened to contribute to a lifetime of psychic and emotional pain.

Some of you by now might be a bit curious, if not suspicious, about my somewhat weighty commentary concerning the efficacy of NLP technology. Perhaps, since many of you will have agreed with the above statements, you are wondering what this author is wanting. This author is wanting to help the technology to evolve to an even higher level of sophistication in the realm of psychotherapy. There are significant patterns and experiences controlling the lives of millions of women which have been either ignored, trivialized or misunderstood by the technology, by NLP practitioners and by trainings within the NLP community. The models utilized for personal change work (i.e., therapy) often negate the effects of early traumatic events occurring in women's lives. As a result, we often fail to go behind the scenes to address and change these debilitating patterns.

Throughout this past decade, the National Institute of Mental Health and the National Coalition Against Sexual Assault continue to remind us that one in four women is sexually molested/assaulted by the time she is eighteen years of age. For me, such a statistic from a conservative governmental agency is staggering. Also of significant importance is the national statistic for men. Recent research demonstrates that one in eight is sexually molested by the age of eighteen.

The reasons for overlooking and underaddressing this reality among the world of NLP practitioners and NLP trainings, I trust, are multifaceted — and no longer very tolerable for me. Clients and trainees deserve more. We are being challenged to develop a willingness to acknowledge these painful events, to identify the patterns which have resulted and to make a concerted effort to utilize models/interventions that assist clients to recover from these childhood experiences.

I recognize that such a mandate for change within the NLP community will not happen overnight. I further recognize and understand that I am suggesting we need to develop a more sophisticated, comprehensive model for change in order to truly enhance our clients' subjective experiences. It requires more than fast-change techniques, indiscriminately selected within indiscriminate time frames. It will require the development of new criteria on the part of an NLP practitioner. It will require challenging our own comfort zones as change agents — and, beyond that, it will require a renewed commitment on our part to address these realities in our chidhoods, in the childhoods of those we love and care for, and in the childhoods of our clients.

Whether we like iet or not, one V-K dissociation, change history, or hypnotic regression will not unravel these deeply held patterns. For the most part, they are unable to permeate the many levels of secret pain, shame and humiliation felt by millions throughout their lifetimes.

Over the years as I worked with clients, I have become ferocious in my pursuit of these patterns. I have learned to identify and understand how such childhood traumatic events (sexual assault/molest) impact the formation of one's core personality. A client's Imperative Self, core beliefs (about herself/himself and the world), metaprograms and self-concept have been arranged and re-arranged by these earlier events. Success *is* possible: these patterns can be and have been interrupted, these secrets locked inside for many for years can be and have been unlocked, and older strategies for survival can be and have been replaced by others which create true fulfillment. Often, these secrets possess a diabolical life of their own. A client, for example, may not know that s/he is a survivor of a childhood sexual assault. The client may possess only a vague representation or have a faint feeling of discomfort in certain contexts or hear remote haunting voices inside. Therefore, we become the external factor that becomes the difference that makes the difference.

My commitment to this research and its ongoing development continues. We possess greater tools for change than we had even five years ago, one of which is access to the Imperative Self Analysis. We are at a point where, by making a concerted effort to become even better learners, we can and will relieve suffering and access recovery for many.

It seems to this author that the challenge is upon us — it will require National Symposiums (based upon cooperation rather than competition) designed to better address the limitations of models of the present and designed to continue to promote the development of more applicable models for change. We now know that childhood sexual assault acts as an influence on the formation of one's core patterns. Many contexts of an individual's life are influenced by the experience of childhood sexual assaualt, whether or not the individual is conscious about the event(s). That childhood survivor deserves more than we in the NLP community have made available to her or him and the millions of others who are similarly afflicted. I am committed to increasing our awareness of this need and to increasing our effectiveness as change agents in meeting this need.

And last, but certainly not least, I want to thank the editors for providing me with this opportunity to begin to address this often unseen and unheard need *among us*. The model which I developed and currently use could have happened only with the assistance of NLP. I trust I will be invited back to share components of this model in future articles. More importantly, I trust that we will join together in a cooperative effort, including a National Symposium to better address the need, to develop new learnings and to pass them on to others. ❐

Marilyn Blank LCSW, *Co-founder of The NLP Institute of San Diego, is one of the first to be certified as an Imperative Self Therapist by Leslie Cameron-Bandler, co-developer of NLP and developer of Imperative Self Therapy. Marilyn is also a seasoned Gestalt therapist with over 15 years of experience, whose work is reported extensively in Dr. Erv Polster's new book,* Every Person's Life Is Worth a Novel. *She is well known for her expertise in the treatment of sexual assault and domestic violence. She may be contacted at The NLP Institute of San Diego, 2264 Fifth Avenue, San Diego, CA 92101, 619-696-7666.*

Are You Winning ?

Find out how to win against being:

•alone and frustrated •stuck in the same old routine •blamed and put down •pressured, angry and upset •held back from your dreams •depressed and anxious •manipulated, used and burned out •in no-win relationships

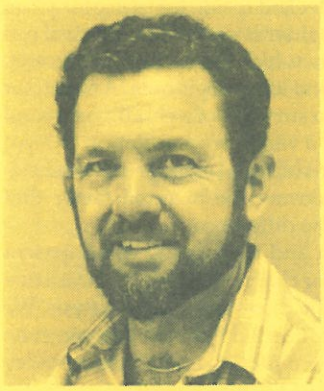
Free Consultation

Call my assistant, Lisa to arrange a free phone appointment with me and learn how I can help.

(215) 860-8152

Dr. Joseph Yeager •Consultant to Medical Organizations •Speaker and Author •Qualified for Insurance Plans

SPECIAL FEATURE





MORE PARANORMAL RESEARCH
By Dan Ward and Karen Mohler

It's here again. The Second International Conference on Paranormal Research is being held at Colorado State University, the first four days of June, 1989. Seven hundred participants from around the world are expected to gather for the four days of intense reporting and discussions. Virtually every area of paranormal phenomena theory and research will be included. More than fifty researchers will present topics as diverse as auras, future forecasting, near-death experiences, parapsychology and altered states, dolphins and autism, alternative healing modalities, dowsing, channeling, psychokineses, and philosophical issues.

Internationally known researchers, authors and lecturers have been selected for keynote speakers, including: Oliver Costa de Beauregard, PhD ("A Physicist's Perspective"), Dan S. Ward, PhD ("Theory of the Paranormal"), Erlendur Haraldsson, PhD ("Encounters with the Dead"), Trisha Caetano ("Past Life Regression Therapy"), William J. Baldwin, DDS, PhD ("The Spirit Possession Syndrome"), and Whitley Strieber, author, ("UFO Experiential Research"). Doctor Leo Sprinkle will discuss "Alien Encounters" at the Saturday evening banquet.

According to Maurice Albertson, Executive Director of the Conference, the principal objective is to provide an open forum on paranormal and metaphysical research, including presentations, analyses, critical reviews and responses. Emphasis is placed on expansion and definition of the scope of proven knowledge, determining credibility of paranormal and metaphysical research, stimulation of paranormal research, and bridging the gap between lay experience and scientific research.

The Second International Conference on Paranormal Research follows closely on the heels of the first ICPR held in June 1988, and will use the same proven format. Each morning and afternoon session will open with a Keynote Plenary Session, followed with three to four concurrent sessions and discussion groups. During lunch hours, research design roundtables, guided by experts, will be formed to deepen the discussion on specific issues. Creative ideas for future research design and implementation will be discussed and formulated into proposed programs, projects and recommendations for future research.

In addition to a full daily conference program, a schedule of evening workshops will be available on Wednesday, Thursday and Friday evenings (May 31 through June 2). The workshops will be offered by numerous distinguished presenters and have proven to be one of the highlights of the ICPR.

A second highlight of the 1989 conference will be the first presentation of the Franklin Loehr Memorial Lectureship Award. This Award was initiated after the 1988 ICPR to commemorate the contributions of Franklin Loehr, one of the major pioneers in paranormal and metaphysical research.

Pre-conference proceedings will be published containing the complete papers of presenting authors, and will contain the most up-to-date and exciting research information currently available on paranormal topics.

The annual ICPR is organized by the Rocky Mountain Research Institute. Held on the campus of Colorado State University in Fort Collins, Colorado (located approximately 65 miles north of Denver), the conference is within an hour's drive of several major recreation areas, including Rocky Mountain National Park, Estes Park, Red Feather Lakes, Cache La Poudre River and Roosevelt National Forest. Colorado fishing, boating and camping are only a ten-minute drive from the campus at scenic Horsetooth Lake. The ICPR offers a unique opportunity to expand one's knowledge of paranormal and metaphysical phenomena while enjoying the crisp air and bright sunshine of Colorado. ❐

Dan S. Ward, PhD, *Nuclear Physics and Philosophy, is a Certified Financial Planner, Consultant and Researcher. He is currently acting as Finance Chairman for the 1989 ICPR and is the author of several books and articles including* Reincarnation Is Making a Comeback. *He can be reached at 601 East Stuart Street, Fort Collins, CO 80524, 303-221-3248.*

Karen Mohler, *owner of Focus Inward, a Business, Personal and Transitional Consulting Firm, is Publicity Chairman for the 1989 ICPR. She is also on the Education Committee for the Society for Psi Research and Education, a non-profit organization for the purpose of scientific investigation and public education of paranormal phenomena. She can be reached at 1312 South Lemay, Fort Collins, CO 80524, 303-221-2633.*

Second
International Conference on Paranormal Research

June 1-4, 1989

Colorado State University
Fort Collins, Colorado, USA

Take this opportunity to expand your knowledge of paranormal and metaphysical phenomena. The ICPR's goal is to provide a forum, in a scholarly atmosphere, for presentation and critical review of recent research on paranormal phenomena; and to stimulate and promote further, even more penetrating research on various paranormal topics. General public welcome.

• *Speakers and Topics Include* •

Whitley Strieber, author, *UFO Experiential Research*
William J. Baldwin, DDS, PHD, *The Spirit Possession Syndrome*
Oliver Costa de Beauregard, PhD, *A Physicist's Perspective*
Trisha Caetano, *Past-Life Regression Therapy*
Erlendur Haraldsson, PhD, *Encounters with the Dead*
Leo Sprinkle, PhD, *Alien Encounters*
Dan S. Ward, PhD, *Theory of the Paranormal*
Robert A. Crovelli, PhD, *A Course in Miracles and Vedanta*
Hugh Harmon, PhD, **Dave Godwin**, MD, *Brain Mapping Demonstrations*
Jon Klimo, PhD, *Creating Your Own Reality*
Hans Naegeli-Osjord, MD, *Possession and Exorcism*
Patricia St. John, *Development of the "Psychic" Individual*
Walter H. Uphoff, *A Panoramic View of Evidence for Psi*

More than 50 researchers, practitioners, and noted authorities presenting papers, experiential workshops and exhibits on topics which will include:

• Dolphins and Autism •
• Alternative Healing Modalities •
• Parapsychology and Altered States •
• Future Forecasting •
• NDEs/OBEs •
• Dowsing •
• Auras and Guides •
• Psychokinesis •
• Channeling •
• Non-Standard Science •
• Philosophical Issues •

Can Science Explain Psi?

For more information and to register:

CALL (303)491-0633
or WRITE:
Dr. Maurice L. Albertson, ICPR Chairman
International Conference on Paranormal Research
Room 203 Weber Building, Colorado State University
Fort Collins, CO 80523

Registration Fees:

$195 in advance, if registration and payment are received no later than April 30th.
$210 on arrival for full 4 day conference.
$60 daily registration fee is also available.

MASTERCARD and VISA welcome

BEYOND SELF AWARENESS



WYATT WOODSMALL
Founder
National Training Institute for NLP

LIFELINE THERAPY™ — Part II

Submodalities One of the goals of NLP is to decompose human activity into the process level of events. Korzybski was one of the first to emphasize the distinction between the map and the territory. NLP has a process for moving from the map to the territory. It is called "denominalizing." Legend has it that Richard Bandler was staring at a diagram of a strategy on a board and asked the question "What is inside of the arrow?" The result of this question was Richard's formulation of submodalities.

Submodalities, as presented by Richard Bandler, are an effort to reach the process level of events. The power of submodalities stems from the following hypothesis: If the mind/body is capable of making any distinction, then it must have some way of making that distinction; and the way it does so is by differences in the submodalities by which the alternatives of the distinction are internally represented. In other words, if a person can make a distinction then he has to have some way of distinguishing between the parameters of that distinction.

As a practical example, if I ask someone whether they believe something or not, and they are able to tell me; then they have to have some way internally of distinguishing between what they believe and what they don't believe in order to answer the question. The hypothesis behind submodalities maintains that a person is able to tell the difference between the things that they believe and the things that they don't believe because they represent them differently. They are not consciously aware of doing this, but, nevertheless, it is the case.

Using submodality elicitation techniques it is possible to determine how they make their representations of the differences. With this information it is possible to determine if they believe something or not without asking them directly. To do this, all that would be necessary would be to have them describe how they represented the belief to themself. Based on their description in terms of submodalities of their representation, one could then tell whether they believed it or not. One could also get them to change their belief by changing the submodalities of the way that they represented it to themself. (For a further explication of submodalities see *Using Your Brain for a Change* by Richard Bandler and *Change Your Brain and Keep the Change* by Steve and Connirae Andreas.)

Submodalities are the modalities of the primary representational systems. These are visual, auditory tonal, auditory digital, kinesthetic, olfactory and gustatory. The primary visual submodalities are brightness, focus, distance, size, and whether the image is in color or black and white, is panoramic or bordered, is moving or still, is two or three dimensional, and is associated or dissociated.

Analogue Versus Digital Submodalities

There is a major difference between the first four and the last five of the above mentioned visual submodalities. The first four (brightness, size, distance, and focus) are analogue or continuous parameters. This means that they may vary infinitely over a fixed range; i.e., there are degrees of them, these degrees can be measured.

There are light meters that measure the intensity or brightness of light. There are rulers to measure size and distance. There are devices used in the motion picture industry to measure degrees of focus. None of these physical devices exist inside of a person's head. Nevertheless, people are able to make accurate estimates of size, distance, brightness and focus. People can make these estimates even better with appropriate training.

People can make the same discriminations they make about external pictures for internal images. Thus, internal images, either remembered or constructed, may differ continuously in degrees of brightness, sharpness, size and distance within certain boundaries.

The last five of the above mentioned visual submodalities (color or black and white, panoramic or bordered, moving or still, two-dimensional or three-dimensional, and associated or dissociated) are digital or discrete. This means that they are one or the other but not both. They either "are" or "are not." It is not a matter of degree. There are no degrees to measure. Instead, one simply evaluates whether something "is" or "is not." Because it only involves a yes/no decision, it is easier to compare digital submodalities than it is to compare analogue submodalities.

Some aspects of human experience are analogue or continuous and other aspects of experience are discrete or digital. It is easiest to represent the analogue aspects of experience in terms of analogue submodalities and the discrete aspects of experience in terms of digital submodalities. In other words, it is easiest to represent if something is "true or false" or "real or unreal" in terms of digital submodalities and to represent if something is near or far in terms of analogue submodalities. "It is easiest," but this doesn't mean that that is how people actually represent them. In fact people often represent analogue and digital experiences "inappropriately." This leads to problems in their lives and often brings them to therapy.

© 1989 WYATT WOODSMALL, PhD
BEYOND SELF AWARENESS IS A PROTECTED MARK OWNED BY
THE NATIONAL TRAINING INSTITUTE OF NLP

BEYOND SELF AWARENESS
AUDIO TAPES

Experience personal growth and spiritual evolution while being guided by Wyatt Woodsmall, one of the leading experts in Neuro-Linguistic Programming.

Learn How To:

- Get into your deepest meditative state more quickly than you ever thought possible — and move on from there
- Control internal dialogue
- Explore the principal Visual, Auditory and Kinesthetic submodalities
- Increase relaxation and expand awareness
- Much, much more

To Receive Your Copy:
Send $15 (US) Check or Money Order to:

RAPPORTER
740 East Mingus Avenue, #2013
Cottonwood, AZ 86326 USA

BOOK REVIEW



NANCY BEPLAT
Partner
Key Concepts

The Mind of a Mnemonist
By A.R. Luria

Several years ago, while reading a book by Ernest Rossi, I came across a reference to the following quotation which he used as an example of a synesthesia pattern.

> *When I ride in a trolley I can feel the clanging it makes in my teeth. So one time I went to buy some ice cream, thinking I'd sit there and eat it and not have this clanging. I walked over to the vender and asked her what kind of ice cream she had. "Fruit ice cream," she said. But she answered in such a tone that a whole pile of coals, black cinders, came bursting out of her mouth, and I couldn't bring myself to buy any ice cream after she'd answered that way. . . .* Luria, p. 82

I was curious enough about the source to track down an old copy from the city library. I was entranced and immediately read through the entire book. I knew about the concept of synesthesia from NLP training; however, I had only a vague idea of what the term meant. Since this book contained numerous examples of synesthesia patterns, reading it helped me understand clearly what the term synesthesia meant. A few months ago I discovered this book was available in paperback. It is with pleasure that I bring this gem of psychological research to your attention.

The author, A.R. Luria (1902-1977), was a world-renowned Russian psychologist. His book is based on the study of the assets and liabilities of the mind of a man who couldn't forget. Luria treated this presenting behavior as a "syndrome" (i.e., the study and treatment of the whole person). In a foreword to the book, Jerome Brunner notes that Luria was especially adept at using this technique and goes on to say:

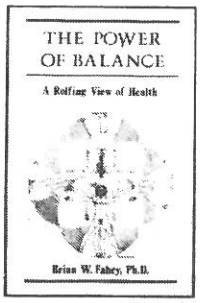
> *What emerges is a perceptive study not only of memory organization but also of the manner in which memory is imbedded in a pattern of life.* (p. vii)

Luria's study of the memory of one man, whom he referred to as "S," began in the 1920s and spanned a period of 30 years. During this time, Luria made many observations of "S." He devised certain tasks to aid in testing and analyzing his subject's memory. He also elicited information from "S" to find out about which internal processes occurred during the performance of the tasks.

How did the subject's amazing ability to remember details work? If "S" had a list of words to recall, he would imagine what each one looked like (egg, red, two, scissors, bicycle, etc.) Then

METAMORPHOUS PRESS

NEW RELEASES



The Power of Balance
A Rolfing View of Health

Brian W. Fahey, Ph.D.

This is a book about the importance of balance in all aspects of life. It expands upon the original ideas about improving health by balancing body structure first developed by Ida P. Rolf, Ph.D. Dr. Rolf developed a system of direct body manipulation and education known as Structural Integration, or "Rolfing." The Rolfing process educates, reorganizes, and balances the body into an integrated system. The balance achieved from Rolfing works its way through the whole system to improve our level of health. Rolfing ideas can be applied to all aspects of daily life, including how we sit, stand, walk, do our jobs, play, and ultimately, how we feel about ourselves. Reading this book can be a step toward achieving a high level of structural balance, energy, and well-being for yourself.

0-943920-52-3. . . . . Hardcover $19.95
PREPUBLICATION PRICE $17.95



Not Pulling Strings

Joseph O'Connor

What are effective strategies for learning music? How can teachers gain rapport with their students? How can teaching and performance be improved effortlessly? What situations and attitudes hinder learning and teaching a musical instrument?

This book deals in a very practical way with music and instrumental teaching and learning in general. As this book is about the process of learning, it is relevant to all who are involved in education.

1-55552-000-6. . . . . Softcover $9.95
PREPUBLICATION PRICE $7.95

PREPUBLICATION SPECIALS
Until APRIL 30, 1989

"Providing Resources For The Positive Changes One Desires"

CALL TOLL FREE OR SEND FOR FREE CATALOG

1-800-937-7771

METAMORPHOUS PRESS, INC.
P.O. Box 10616
Portland, OR 97210-0616

Please include $2.75 shipping and handling per first item and $.75 for each additional item.

he would place each of these images in another memory of some familiar locale (a street, for instance, placing "egg" at the first gate post, "red" on the next doorstep, "two" at the next yard, etc.) When asked to recall the items, he merely "took a walk down that street" and mentally picked up and named the items as he went along.

However, this ability to remember details was detrimental to his understanding of abstract ideas. When "S" read a paragraph, each word evoked its own particular image. Imagine what it would be like to have 40 or 50 individual images in one's mind, not necessarily related to the meaning of the paragraph. In these cases, the subject's ability created chaos rather than understanding.

Over time, "S" practiced forgetting some of the details and concentrating on what was essential. At first, he had to screen off with a thick canvas those images he wished to forget so they wouldn't get in the way. Eventually, he learned to recognize what was essential and could make shortcuts within his memory system.

In his work as a stage mnemonist he was often given lists of numbers or words which were written on a blackboard. These were erased before the next performance and the same blackboard was used for a new set of data. He was afraid he might confuse the present data with what used to be on the board and used the following strategy to "forget":

> *So in my mind I erase the blackboard and cover it, as it were, with a film that's completely opaque and impenetrable. I take this off the board and listen to it crunch as I gather it into a ball.* (p. 69)

As I read such passages, I could think of immediate applications for NLP change work, for learning strategies, and for enriching my own experience of the world. I also gained a new comprehension and appreciation for my ability to forget.

For other tasks, Luria had "S" experiment with physiological control. "S" describes the following technique for raising the temperature of one hand and lowering the temperature of the other.

> *I saw myself put my right hand on a hot stove . . . Oi, was it hot! So naturally, the temperature of my hand increased. But I was holding a piece of ice in my left hand. I could see it there and began to squeeze it. And, of course, my hand got colder . . .* (p. 141)

What "S" is describing as being quite natural to him are exactly those behaviors we've been experimenting with in NLP, that we presuppose to be possible. I appreciate having other data to add to my own experience.

Unlike other studies of mnemonists at that time, Luria went beyond the phenomena of the synesthesia patterns and how they worked to examine how this way of interpreting the world affected the development of the person. He concluded that "S" spent life as a dreamer, living in a mental haze and had difficulty determining what was "real." His particular genius as a mnemonist affected his ability to move through the world in a purposeful way. "S" spent his life aimlessly waiting for something to happen.

My awareness of my environment has been enriched by having the opportunity to explore some possibilities that this case study of "S" has suggested to me. I recommend this book as an exploration of one man's perception of the world. ❐

Nancy L. Beplat *is a certified trainer of NLP. She is a partner of Key Conceptes, a musician, visual artist, and teacher. She is a PhD student in The Fielding Institute's Human and Organization Development program. She can be reached at 1990 Greiner St., Eugene, OR 97405 or telephone 503-343-9329.*

Contextual Selves ◆ *Jene Radcliffe-Birch,* MA, LCSW

The Language & Behavior Profile ◆ An Interfacing of NLP & Psychodynamic Therapies

The **"whole' self"** is more than the sum of its parts . . .
. . . Parts that may or may not be congruent to the 'whole' by context or part

- **Mindset by Context:** How to distinguish the 'parts' from the 'whole.'
- **Locus of Power:** Who or what makes the decision about how one experiences by context and part.
- **Externalized Trance:** Discover the 'ground' in which the Locus of Power resides . . . . . the submodalities of experience.

"Jene is an excellent teacher, clinician, innovator, and NLP Master Practitioner. She has an extensive background in traditional and non-traditional therapies as well as a complete adaptation of the Language And Behavior Profile as a therapeutic instrument." **Rodger C. Bailey, Member at Large NANLP Board, Creator of the Language And Behavior Profile.**

"Excellent—chunked so it is useful. I can use it now. This is the cleanest, most exciting therapy stuff I've come upon in a long time!" **Karen V. Bading, M.A., Psychotherapist, N.Y.T.I., N.E. Rep. NANLP.**

Trainer: Jene Radcliffe-Birch, MA, LCSW, Teacher, Healer, Innovator, has been practicing both traditional and expressive therapies for over 20 years. Founder of Inannian Therapy, based on dissapative structures. She is a Master Practitioner of NLP.

When: May 1 & 2, 1989, 9:00 AM to 5:00 PM **(Following the Annual NANLP Conference).**

Where: *Travelodge Fisherman's Wharf,* $86 single/double. Call Diane Wilde (800) 221-2786 (Zenith Travel) to reserve your room. *Shared rooms available.* Free guest parking.

Fees: This two-day, hands-on workshop is $245.

Registration: Enrollment is open to 18 practicing psychotherapists, having completed NLP Practitioner level. To register for this workshop, *Call* (617) 628-2346 or *Send* the completed Registration Form with your payment to Jene Radcliffe-Birch, 19 Linden Avenue, Somerville, MA 02143.

BASIC NLP



WYATT WOODSMALL
Founder
National Training Institute for NLP

RAPPORT

NLP operates out of four fundamental principles that separate it from other disciplines. These are:

1) **Know your outcome.**
2) **Have sufficient sensory acuity to tell whether you are moving toward or away from your outcome.**
3) **Have sufficient flexibility of behavior to vary your behavior until you get the response that you want.**
4) **Take action now.**

NLP works because it is purposive. An NLP Master always has an aim in any interaction. This is one of the keys to success. The NLP Master is also in up time with his attention directed toward the other person. This Master also has the ability to do whatever it takes to accomplish his outcome. He is a master of the art of being systematically outrageous. Finally he is prepared to take action. He does not just sit and wait.

There are four keys to success in any human interaction. These are to:

1) **Put oneself in a state of optimal resourcefulness.**
This means being physically and mentally alert and optimally congruent. It is amazing the number of people that go into interactions in less than resourceful states. This is unexcusable given the power of resource anchors and NLP change techniques.
2) **Have a purpose, aim, direction or outcome for the interaction.**
3) **Establish rapport.**
4) **Have a plan as to how to proceed.**
This article will focus on the subject of rapport.

Rapport is the ability to reduce the perceived difference between you and someone else at the unconscious level to a minimum. The person does not have to like you to be in rapport with you. What is important is that they feel comfortable with you at the unconscious level. Two aspects of rapport are pacing and leading. Pacing comes from matching certain aspects of their behavior until they begin to feel comfortable with you. Once this happens, the next step is to begin to lead them in the direction in which you want them to move. The test is whether they follow your lead. Following your lead is the true test of rapport. If the person does not follow, then you have not paced adequately. At this point, go back to pacing and do so with more precision.

You can get rapport with the person's conscious mind. The way that one normally does that is by sharing interests with the person. NLP focuses on getting rapport at the unconscious level. If you have a choice as to whether you would like to be in rapport with someone's conscious or unconscious mind, which are you going to go for? It would be nice to have both, but if you are going to have only one, then go for rapport at the unconscious level. Pacing and leading are techniques designed to get establish rapport at the unconscious level.

The secret behind rapport and the reason it works is contained in one sentence. This is that we are most comfortable with those we perceive to be most like us. All rapport is is a series of techniques that make other people feel that we are most like them. The most basic way to establish rapport is through matching and mirroring. Matching is replicating a person's physiology exactly. This means that your right and left sides correspond to their right and left sides. Mirroring is matching the mirror image of the person's physiology. In this case right and left are reversed. Both matching and mirroring seem to work equally well. Most people find it easier to mirror than to match.

Matching and mirroring is often done sloppily and with limited effect. The following pointers should add more precision to this vital process:

Suppose that you are meeting someone and want to establish rapport with them. Put yourself in an optimally resourceful state before you meet them and have an outcome in mind. Shake their hand using the same amount of firmness as they do. Be sure to listen for and remember their name.

After you greet them, let them sit down first. Once they sit down, it is easier then to simply sit down and mirror their posture. If you are already sitting and they sit down after you, then you will have to make a shift to get into the posture which they are in.

The key to matching and mirroring posture has to do with the position of your spine in the chair. You are either sitting straight up or you are sitting at an angle. The first thing that you want to observe about someone else's posture is where their spine is in relationship to the chair. You will have to make some allowances for differing heights. Are they leaning back, sitting up or leaning forward? What is the angle? You want to match that angle as closely as possible. Next, check their shoulders — make sure that yours are at the same angle. Next, check their head. Match the head angle precisely. Then, check facial expression; are they smiling or are they expressionless? Match facial expressions as closely as possible. Also, look for muscle tension. If tension is present, identify where it is located and its intensity. Match muscle tension as closely as possible.

A common sign of interest in our society is leaning forward toward the other person. People who are empathetic have a natural tendency to do this. It is important to be aware of this tendency. If the person you are mirroring is leaning back then make sure that you do the same. Do not move forward until they do or until you are able to lead them into that position.

The next thing to match is the leg position. Do this as closely as possible. Make sure that, if their legs are crossed, yours are crossed at the same place and with the appropriate one on top. There are certain sexual differences, obviously, in the way people position their legs. A male may open his legs, but a woman will usually not be sitting with her legs wide apart. Often when you are mirroring someone of the opposite sex you will only be able to mirror from the waist up. If you can mirror their whole body posture then do so — as closely as possible.

Gestures are the next thing to pay attention to. People talk with their hands, but they don't listen with their hands. Observe the types of gestures that the person uses when they talk. Are their gestures symmetric or asymmetric? Are the palms down, up or sideways? Are they pointing? Are their hands open or closed? Observe the tempo of their gestures. Also observe how they position their hands when they are listening. When you are talking, match the gestures that they used in talking previously,

and when you are listening put your arms and hands in the same position they assume when they are listening.

Notice if they are sitting still or if they are moving. Is their head or their feet swaying? If so, is the movement regular or irregular? Try to match any repetitive movements as closely as possible. Matching repetitive movements can be very powerful.

Next match their voice. Speak at the same volume at which they speak. Do not be too loud or too soft. Match their volume precisely. Match their voice tone as closely as possible. There are sexual differences, and you may not be able to do this precisely. Speak at the same rate and tempo that they do. If they are fast talkers, then talk fast. If they are slow talkers, then speak slowly. Also note if they speak continuously or if they pause often. Match this tempo. Also note the length and complexity of the sentences that they speak. Match the sentence lengths and complexity as closely as possible.

In addition to matching the tonal qualities of their voice, pay attention to the predicates which they are using. Listen to hear if they are using primarily visual, auditory tonal, kinesthetic, or auditory digital predicates. They will probably be using a mixture of several of these. Pay close attention to the kinds of predicates that they are using and to the approximate proportion of each. Match this proportion as closely as possible.

The final and most important thing to match is their breathing. Breath is the element that has the greatest effect on a person's physiology and mood. Note the rate, depth, and location of their breathing. Are they breathing rapidly or slowly? Is the length of the inhalation the same as the length of the exhalation? Are they breathing continuously or do they pause? Is the pause between the inhalation and the exhalation or between the exhalation and the inhalation? Is their breathing deep or shallow? Are they breathing from the upper chest, the mid-chest, or the abdomen? Match their breathing as precisely as possible with respect to these parameters.

Sometimes the person's rate or depth of breathing may be uncomfortable for you. In this case, use cross-over mirroring. This is where you pace one aspect of their physiology with a different aspect of your physiology. For instance, you may match their breathing with finger movements, or with head nods or with your voice.

A final and more esoteric thing to match is the person's rate of vibration. There is evidence that everyone has an inner rhythm. If you can detect and match this rhythm it is a powerful source of rapport.

Once rapport is established the next step is to lead. This means varying one or more parameters of the physiology gradually and getting the other person to follow. It is best to begin with a gentle and gradual lead. If the person follows, then move them slowly in the direction in which you want them to move. This is usually towards relaxed receptivity. Muscle tension and breathing are two key parameters to vary to produce this state. If you want the person in another state, then lead them appropriately. Advanced rapport has to do with being able to lead other people into emotional states into which you want them to go. ❐

© 1989 WYATT WOODSMALL, PhD

Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler is Founder and President of The National Training Institute for NLP and Advanced Behavioral Modeling, Inc. Richard Bandler, co-creator of NLP, has described him as a "walking encylopedia of NLP," and as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." He can be reached at 801 South 20th Street, Arlington, VA 22202, 703-979-3835.*

IF YOU'RE GOING TO ATTEND A TRAINERS TRAINING . . . . WHY NOT GO TO THE SOURCE?

Learn And Grow With NLP's Major Players at the

4th Annual Trainers Training

SPONSORED BY SOCIETY OF NEURO-LINGUISTIC PROGRAMMING, NATIONAL TRAINING INSTITUTE FOR NLP & PROFITABILITY GROUP

Featuring

Richard Bandler

along with

Wyatt Woodsmall
Tad James
Eric Robbie
Marvin Oka

Through This Intensive, Two-Week Program, You Will:

- **Learn the latest developments in NLP**
- **Grow professionally and personally — with people who are on the leading edge of NLP research and creation**
- **Master the skills you need to be a leading NLP trainer/practitioner**

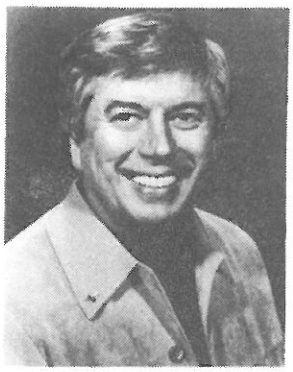
Aug. 19 - Sept. 3, 1989 • Handerly Stardust Hotel & Country Club • 950 Hotel Circle North • San Diego, California 92108

INVESTMENT: $2500
($2250 if paid in full by July 26)
MC/VISA ACCEPTED
NATIONAL TRAINING INSTITUTE FOR NLP
801 S. 20th ST., ARLINGTON, VA 22202

For more information call:
NATIONAL TRAINING INSTITUTE FOR NLP at 703-979-3835 or
PROFITABILITY GROUP at 808-521-0057

The Society of Neuro-Linguistic Programming
Bandler & Associates

POTPOURRI



JAMES A. TAKACS
Co-Founder
Sound/Mind Research, Inc.

METAPARTS and EVOLUTIONARY CHANGES — Part II

6. **Pleasure Metapart.** This Metapart is another sadly neglected and disenfranchised Part of us — a Part of which nine out of ten adults have little or no awareness. The **Pleasure** Metapart is all about satisfaction, fulfillment and — **ECSTASY**. Rarely, if ever, do we give flight to those delicious feelings that carry us along on waves of deep, abiding human pleasure. We settle for "good enough" so often that we miss the essence of what it is to be beautifully human and humane. We chop off our sensory channels so that we get what we call "practical" but leave room for none of the real cream of our existence.

So often I've heard well-intentioned people talk about the essence of Love, Fulfillment, and Ecstasy — without them being able to experience those elements themselves. And it's no wonder given the alienation of the **Pleasure** Metapart. Can you imagine doing what you do every day in just the way you're doing it now — and experiencing satisfaction, fulfillment and ecstasy while doing same?? NO? Well then, you need to re-activate your **Pleasure** Metapart.

7. **Intuitive Metapart.** I consider this the Grandaddy of all the Metaparts. (I discussed this Part rather fully in my previous RAPPORTER article.) It is the Congressional Librarian, The Wise and Ancient Guide, the One True Companion, The Limitless Source of Knowledge, The True Self, The Unerring Witness, Our Guardian. We ignore this Part relentlessly in favor of our vaunted Intellect and we pay dearly for doing this.

The **Intuitive** Metapart is the perfect intermediary in our task of establishing flawless communications with all our Parts. In many cases, we have so thoroughly alienated our Parts that they justifiably refuse to have anything to do with us and they persistently resist and refuse to respond. I have NEVER found a Part, however, that refused to respond to the Intuitive Metapart, and even though I still didn't have the requested information, I got the requested change. Now that's a powerful Metapart.

One of the most astonishing things I've learned from playing with these Metaparts is that I can restore any information I need to restore without having to know what the information is at the onset. You can't even get a computer to do that for you — but this Metapart can.

This Metapart also knows exactly what every other individual Part of you needs in order to make whatever changes are requested. You can spend days interrogating a Part in a vain effort to find out what resources it needs in order to transform; using the **Intuitive** Metapart as your intermediary, you can supply the resources and make the change in just a few seconds. Any Part that you assign to the **Intuitive** Metapart becomes enriched automatically and it will blossom and mature unerringly. Does this change behavior?? Is the Pope Polish??

8. **Creative Metapart.** All commercial airliners have little black boxes in them to monitor communications and record same. I think the **Creative** Metapart is our own internal little black box — but instead of monitoring and recording, our version just grinds out the new, the different, the unusual, the exceptional, the unexpected, the surprising — all the elements that comprise our genius. Without our **Creative** Metapart, Life would be like boiled potatoes — tasteless, dull, limited nourishment. The only trouble is, many people use their **Creative** Metaparts to create newer and better rationalizations for their shortcomings and limitations. I refuse to believe that that's all that was intended for us when Nature installed this Metapart. Unfortunately, rationalizing is habit forming, and we are a society that is loaded down with excuse addicts.

Rehabilitated and turned loose, the **Creative** Metapart can add splendor where there is now monotony, a blaze of color where there is now greyness, an explosion of curiosity where there is now boredom, wealth and prosperity where there is now worry and poverty. The IMAGINATION is Nature's gift to us and its channel is the **Creative** Part.

9. **Dream Metapart.** This is a very special Metapart that few people are trained to utilize. Dreams are mostly always analyzed to pieces, scrutinized for hidden meanings and clues for behavior. Little emphasis is placed on retraining dreams in order to produce changes; priceless opportunities for change are lost in allowing dreams to play themselves out without altering the elements in the dreamscape and/or adding missing elements that could enrich and/or release hidden talents and skills. The **Dream** Metapart dramatizes and acts out unconscious dramas aiming toward resolution and completion. Completely free from all social controls, the Part uses every symbol at its command to introduce to you the next piece of business that requires your attention. That's why dreams frequently make no sense. All the symbols are run together in one massive jumble, out of time and sequence, with intimate details thrown in, willy-nilly, along with everything else.

When we attempt, consciously, to sort all this out, we are using the wrong equipment. Our Conscious totally lacks the points of reference of the **Dream** Metapart; yet, it struggles valiantly to interpret the symbols and representations anyway. This is like using a German dictionary to translate Swahili. The **Dream** Metapart can and will do the job for you once you tell it to, and give it instructions as to what it is to accomplish for you. This way, your dreams will work for you, and you will be able to put your sleeptime to much better use. Thus, restructuring your reality becomes your responsibility, as well.

10. **Spiritual Metapart.** I discussed this Metapart rather thoroughly in my RAPPORTER article (SOLSTICE Issue #18). It is that Part of us that operates totally outside our accepted limits and, I believe, this Metapart stacks time vertically instead of horizontally. It makes no distinctions between then and now — it treats both the same, and it includes rather than excludes all elements in our functioning reality. The **Spiritual** Metapart uplifts — not in any romantic sense — although you might find that notion pleasant; rather, it elevates and allows an infinitely greater perspective.

This Metapart opens up the Future and the Past — and it allows for "what's missing" to re-introduce itself back into your frame of reference. Thus returned, the "missing" element can be re-integrated as a usable resource.

This completes the line-up of the Ten Metaparts that I use in creating for myself and for others. If you have followed along and understand the characteristics of each of these Metaparts, and can accept them as a given, then your brain has already reorganized your entire personal experience so that you can make use of them to create fast, easy, and effective changes for yourself as well.

Remember, that individual Parts cluster around their Metaparts, and which Part calls the shots, like a coach, will determine the outcome of the individual Part's behavior. Some examples:

Let's start with MONEY. There are parts that are concerned with making money — but how they go about it is governed by the Metapart. If the **Survivor** is running things, then money is always

in short supply and acquiring $$$$ becomes a life-and-death struggle. This is true poverty. Even if you do accumulate money, you will hide it or put it away some place so you can't have the use of it. Thousands of people manufacture poverty in this way — they have money but they have it "all tied up" so they can't use it. Or they hide it away for "a rainy day" — and they never seem to notice that it's pouring outside. The **Survivor** keeps it scarce to keep you surviving.

If your **Protective** Part calls the shots, you have a completely different scenario: you have to insure a steady supply and that means you have to sacrifice something else in order to keep it coming. Like your life, maybe. I don't mean suicide — I mean seniority. Work hard and long and steady — and when you've given 30-40-50 years, you'll get back what you put in, but a little bit at a time. Hundreds of thousands of people are chained to a **Protective** Part that has them work for money — instead of money working for them. When the **Creative** Part takes over and runs the money functions, you have a steady and consistent stream of ideas, projects, inventions, and innovations that stimulate an ever-increasing level of prosperity (Stephen King!?!?). Ideally, when the **Fun** Part takes over, the individual plays h/er way to abundance and prosperity — sports, theatre, film, music, cards, magic, etc. Of course, with predominance of either **Survival** and/or **Protective** functioning, we turn play into work even without thinking. So the players of the world are not all that numerous, after all. With **Intuitive** leadership, wealth-generating takes on a whole new aura — that of soft data and unidentifiable feelings — hunches! These are the people who just seem to turn up at the right place at the right time with just what it takes to make a bundle. It's almost like a vacation — you just sort of drift into wealth. Those who are **Spiritual**ly guided in their financial dealings resemble those who are **Intuitive**ly led, with the exception that **Spiritual**ly money seems to manifest no matter what you do or where you go — and it is made available whether you are pursuing it or not. The whole Universe seems to conspire on their behalf.

Sex is another human activity that varies greatly depending on who's "coaching." **Survivor** makes it frantic, obsessive, and insatiable. Like the hunter who has to stalk his prey, the **Survivor** has to shoot his way through life (no pun intended). The **Protective** one has to "be careful" — and it's up the individual to define the area of care. It could be anything — it is not just restricted to disease or injury. The **Fun** Part plays games, with dress up and costumes, with salves, oils, jellies, and other fun stuff. "Me Tarzan, You Jane" sort of sex!. The **Pleasure** Part turns Sex into "The Quintessential Ecstasy Project" with every conceivable erotic, good-feeling aide imaginable — and no-holds-barred techniques. Here is someone who orchestrates love-making reaching for ever-higher crescendos — and this is not the kind of experience you would easily forget. The **Creative** Part would grind out new, novel and different ways and locations and positions from which to operate — and would open up entirely new methods for this happiest of all human communication abilities — in wheelbarrows, in the kitchen sink, on the roof, near the 10th green, on the steps of the US Capitol (according to one scandalized Congressman), in the crawl space under the house, in the fitting room at Sears! **Intuitive** sex is knowing exactly whom to approach and at exactly at the right moment and to know exactly how far they will go and what they will do. I understand this was Errol Flynn's strong suit. The **Body** Part will seek physical satisfaction and then move on to something else — like sleep.

You can take any area of human activity and you will notice shifts, changes, and transformations take place under different circumstances with different stimuli. I believe this transcends moods and attitudes — I think Parts shift back and forth depending on the individual's perception of their reality at the moment. Nothing, for instance, will stop the **Survivor** Metapart from responding if there is a real or imagine threat to the organism. Putting self in jeopardy will bring the issue of survival to the forefront with the **Protective** Part not far behind. When the threat is genuine, your behavior, no matter how bizarre is appropriate; when the threat is imagined, then you have a lot of nuttiness to contend with. Laughter and Humor change drastically with an implied threat — it's called sarcasm Assertiveness becomes violence in **Survival** and becomes aggressiveness with the **Protective** Part. Stinginess is **Survival** which will change to thriftness with **Protective** Part which in turn will become sound investments under the **Intuitive** Part.

The **Body** and **Healing** Parts are extremely fascinating to work with if only because they unlock so many traumas and limiting experiences that are rooted in our non-verbal, non-language childhoods. Too frequently Helpers have instituted "Adulterous" procedures in an attempt to relieve someone of some "psychosomatic" condition — "adulterous" in the sense of imposing some adult solution on some child Part. That would be like attempting to soothe a crying, hungry infant by telling it all about the history of milk. You must use child solutions for child situations and you must provide the exact environment for the child to experience **Healing**. Enlisting the aid of both the **Body** and **Healing** Metaparts and with the use of metaphors, unguided and unled, whatever the trauma is, it will begin to move, unfold, evolve and heal. Thus, the previously hurt and wounded part will transform naturally into an integrated, internal ally and friend.

I believe we have only just begun to explore the myriad possibilities that exist in the field of Parts Technology. Each new revelation opens the door to a thousand new alternatives and choices — and those choices in turn reveal to us new realities in the Game of Change. Instead of the old notion of the past being the obstacle to our future, we can now make our personal history the playground out of which we create an irresistible personal future.

I hope I've been able to give you a glimpse of that. ❐

© 1989 JAMES A. TAKACS

Material excerpted from James Takacs' Parts Technology Training and Healing Metaphor Workshops.

James A. Takacs *is a Co-Founder of Sound/Mind Research, Inc. He is also a co-developer of Audiotronix™ technology — the use of sound and sound patterns to stimulate change in brain functioning. He is a Certified Master Practitioner and a provisional NLP Trainer specializing in generic applications of NLP. He can be reached at P.O. Box 394, Tarzana, CA 91356, 818-881-1450.*

NY Training Institute for NLP

- presents -

22 DAY
PRACTITIONER
TRAINING

a Residential Certification Program

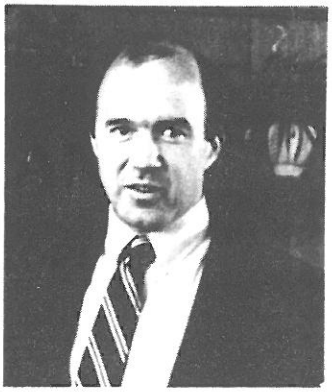
August 5 - 27, 1989 - - $1800

for complete information call or write:

NY Taining Institute for NLP
155 Prince St., NY, NY 10012

212-473-2852

ORGAINISMS



PETER ORGAIN
Counseling and
Business Communication

KINESIOLOGY IN NLP

It is an assumption in NLP that physiology is a key lever to change. Although this approach has not been pursued as vigorously as the mental side of behavior, such well known trainers as Tony Robbins and Tom Crum place a great deal of emphasis on this aspect of the work. Personally, I am fascinated by the potentials for subtle physiology shifts and their effects on the mind.

At a recent exposition of alternative technologies for wellness and healing, I had the opportunity to work with practitioners from a number of bodywork schools: Trager, Hellerwork, Shiatsu, Rolfing, Reiki and others. The common thread of all of these approaches is balancing of energy in the body. By manually manipulating and exercising specific nerves and muscle groups, blocked energy and immobilized areas of the body can regain function and balance.

One of the fascinating contributions bodywork technologies offer to NLP is the opening and clearing of old negative anchors stored in the body. The formal definition of an anchor is "any stimulus that when consistently applied produces a consistent behavioral response." An anchor is a form of energy pattern that persists in time. If that pattern has a negative effect on the person's state and is unwanted, it can be released. If the anchor is not known to the person, as in an old subconscious pattern from early childhood or before, clearing it presents a unique challenge. Borrowing from bodywork techniques, this challenge can be easily met.

A widely used testing technique for wellness response in bodywork is kinesiology. Kinesiology tests a person's quality of energy response to a negative or positive stimulus, memory or state. Long used by chiropractors and other bodywork professionals, kinesiology is a rapid, easy and clearly demonstrated way for both the therapist and the client to calibrate and verify the client's response.

Exercises

To get a sense of the procedure, try the following exercises with another person.

Ask your subject to extend their right arm, hand and fingers straight out sideways, palm downward. Place your hand on top of theirs and say "resist" as you try to push their arm down from the horizontal. Calibrate their strength of resistance. Now, ask them to think a negative thought and say "resist" again as you push downwards. You will both be surprised by the resulting loss of strength and resistance.

After breaking state for a moment to come back to normal, do the same procedure again: test for normal strength, then have them think of a positive thought. The strength will remain steady in this second exercise.

For those of you who don't believe in auras, try this: have your subject close their eyes and test their normal strength. Then, disrupt their aura by snapping your finger a few inches away from their head or by "slicing" their aura in half by making a vertical slicing motion an inch away down the front of their body, head to belly. Test again. Hmmmm . . . They had no visual clue that you disrupted their aura, yet their strength dropped as a result of your action. Perhaps there is more to this than meets the eye.

Experiment with different motions and actions of resistance: arm straight out forward, left arm/right arm, arm straight down at side as a soldier at attention, resisting being rotated upward to the side, and subject lying down on back resisting spreading of a leg from center in a lateral movement. You can easily get a sense of your client's response, and they will too. It is a compelling demonstration of the sensitivity and speed of the body's response to thought. Another demonstration of sensitivity is to place a potentially toxic substance in the subject's inactive hand, like a bottle of alcohol, liquor, ammonia or white sugar.

Therapeutic Applications

Kinesiology as applied to NLP is wide open for exploration. I have used it in simple applications of asking the client to access a positive state, doing a kinesiology test and anchoring (KT&A), then asking for a negative state, KT&A and then collapse the anchors and test again. By using kinesiology to calibrate the subject's response to the stimulus state, much more rapid access to sensory information is available. You don't have to wait for subtle clues as to the person's skin-color change, breathing or other hard-to-detect clues.

The first time I observed this process in use, I watched a

METAFORMATION INC.

Anne Kasman Entus, Ph.D.
Director

...dreaming, learning, playing, evolving, adding and sharing new resources

SUMMER 1989:

- ***How Much Pleasure Can You Stand?***
  with **Anne Kasman Entus** — Montreal, May 14

- ***Metamanagement: Using NLP with Groups***
  with **Robert Dilts** — Montreal, June 25 - 27

  Share the results of Robert's latest discoveries, drawn from the world of corporate leadership: an elegant model for generating creative communication and ecological change in any group context.

- ***Bali: An Adventure in Cross Cultural Modeling***
  with **Anne Kasman Entus**
  — Bali, Indonesia, July 22 - August 12

  Live and breathe the reality of a joyfully balanced, creative and healing culture — and make it your own. Combine an exotic holiday with an amazing NLP learning experience.

Contact us for information *today!*

3538 Marlowe Ave., Montreal, Quebec
Canada H4A 3L7
(514) 486-1282

friend of mine, Carl Carpenter, demonstrate this process to clear old anchors of stress at the time of conception. He asked the subject to extend her arm forward horizontally, and he performed the following procedure:

"When I try to push downward on your arm, resist." (Test push.)

"Now I'll ask you a question and you resist when I push again."

"Think of a pleasant memory . . . resist." (Test push — good resistance.) At this point, Carl anchored her gently by grasping her bicep briefly.

"Think of your mother at the time of your conception . . . resist." (Test push — weak resistance.)

He again anchored her by grasping farther up on the bicep. He then grasped both anchors and induced an anchor collapse. When he finished the collapse, he lightly rubbed the whole area of both anchors in long strokes.

"Think of your mother at the time of your conception . . . resist." (Test push — normal resistance.)

It appeared that the anchor collapse had caused the subject to have renewed strength in her arm at the final test. It is also possible that she had cleared some stress in the process. Hoon hose.

One of the interesting ideas here is that, theoretically, prelingual infants store memories in the body rather than as visual/auditory maps. As a result, few of us have memories of infancy or fetal states that we retrieve the way we normally recover visual or auditory memories of later life. In the case of Carl's demonstration, it was his contention that the subconscious was the source of those responses, and thus, no conscious memory of the event was necessary. The main outcome for him was that the energy was cleared and the original stress of the event was relieved.

What was fascinating to me was how quickly he did it — the whole thing took about 30 seconds. Carl said that he is not formally trained in NLP, although he has 30 years experience as a licensed hypnotist in the Milton Erickson tradition. He is familiar with the concept of anchoring, but where an NLP practitioner would wait for the subject to access the state and anchor at the peak of the response, Carl just asked the questions and anchored immediately. He claimed that the subconscious was handling the whole response, so it was an immediate one. His collapse lasted about 10 seconds, with no pause to allow a longer integration before testing again. At first, his timing looked sloppy to me, but as the process seemed to work beautifully, in retrospect, the anchoring was elegant and effortless. It opened my eyes to the breadth of timing possible in anchoring as regards this procedure.

I have only begun to explore the applications of kinesiology testing with certain states. Its applications to timeline work, changing personal history and examining traumatic issues are open for investigation. It would also be interesting to use it as a test for compulsion thresholds. Please let me know your results. ❐

© 1989 PETER A. ORGAIN
ALL RIGHTS RESERVED

Note: I would like to thank Carl Carpenter of Penacook, New Hampshire for demonstrating this process to me.

Information Request: *Does anyone know of any Macintosh software and hardware for testing electrogalvanic skin response or other biofeedback software/sensor combinations?*

Peter Orgain *is a Certified Provisional NLP Trainer. He practices counseling and business communication consulting in New England and the Los Angeles area. He is as expected. His address is: Peter Orgain, Alger Brook Road, South Strafford, Vermont 05070. Please write home.*

JULY 16 TO AUGUST 6

DYNAMICS OF CHANGE™

PRACTITIONER CERTIFICATION TRAINING AND ASSOCIATE TRAINER TRAINING IN NEUROLINGUISTIC PROGRAMMING.

ADVANCED METHODOLOGIES, COMPREHENSIVE TRAINING

In this exciting summer residential you will train with some of the most creative minds and skillful practitioners in the field today.

Master traditional skills as well as concepts, methologies and techniques on the leading edge of Neurolinguistics.

Special emphasis will be placed on integrating skills into each participants personal and professional life.

BUILD HIGH LEVEL SKILL PROFICIENCY

The program provides lectures, demonstrations, experiential exercises, feedback interaction and one-on-one personal coaching to assure a firm foundation in theory as well as the ability to demonstrate a high level of personal performance.

THE TRAINING WILL CONCENTRATE ON THREE AREAS:

☐ Business Applications,
☐ Personal Change
☐ Theraputic Techniques

UNIQUE OPPORTUNITIES FOR ASSOCIATE TRAINERS

Qualified master level or equivalent practitioners may inquire about advanced training and participation as associate trainers (limited to six).

LEARN AND WORK WITH LEADING TRAINERS RICHARD BANDLER, WILL MACDONALD, PEGGY DEAN & JEFFERY HATCH-MILLER.

Dynamics of Change will be lead by Master Practitioner Will MacDonald, founder of NLP Northwest and co-author with Richard Bandler of the book "An Insider's Guide to Submodalities" Peggy Dean is an MBA who applies NLP in a successful business consultancy and Jeffery Hatch Miller is a PHD master practitioner who applies his skills in therapy and education. The program will also feature a two day intensive with Richard Bandler.

PROGRAM INFORMATION

Place: Seattle University
Cost—$1750
For full brochure and schedule of free introductory presentations call 206-286-1413, or write:
NLP Northwest 41 West Dravus
Seattle Washington 98119.

This training is approved by the Society of Neurolinguistic Programming.

Connecting: Sales Rapport thru NLP

A Complete Self-Study Program from The Harbinger Group

Includes: Four Cassettes, Workbook and Reference Guide

All for only $95!

✔ **Build Trust with Every Customer**
In less than one minute you can establish the trust needed for making bigger sales and dramatically bigger commissions.

✔ **Close More Sales in Less Time**
Uncovering customer buying strategies lets you close more sales in less time than you dreamed possible.

✔ **Multiply Referral Business**
Sales people worldwide have tripled repeat and referral business using these techniques. **And so can you!**

W. Scott Phillips, *now a partner with The Harbinger Group, shares the secrets that made him a national top-producing salesman.*

Here's How to Order:
Send $95* (US) Check or Money Order to:
RAPPORTER
740 EAST MINGUS AVENUE, #2013
COTTONWOOD, AZ 86326
To order by phone call **602-634-7646**
*overseas orders add $20 shipping & handling

THE SILVA METHOD OF MIND MASTERY

by Dr. Tag Powell
with Judith L. Powell
© 1988

Is it reel or is it real?

By Using Holographic Visualization to Create Experience, your mind won't even know the difference!

Utilize The Full Range Of VAK Stimuli, Re-program At Alpha Level, Key In Getting Past Subconscious Blocks That Oppose Getting What You Want.

- Master Secrets to Improve Communication
- Instant Stress Reduction and Relaxation
- Holographic Visualization and Innergization
- Instant Attitude Adjustment
- Defeat the Blue Funk Monster of Depression
- Magic Triggers of the Mind
- Alpha Time Management
- Subjective Programming
- Master Mind Boardroom for Decision Making
- Secrets of Goal Setting
- Holographic Goal Setting

Name _____

Address _____

City _____ State/Zip _____

Country _____

Phone (work) _____ (home) _____

SEND TO: RAPPORTER
740 E. MINGUS AVE., #2013
COTTONWOOD, AZ 86326

THE SILVA METHOD OF MIND MASTERY

___ Copies @ $9.95 each $ _____

Plus Postage & Handling $ 1.50

Total Enclosed $ _____

INSTANT REPLAY



GREGORY C. GIBSON
Neuro Concepts Institute

Introduction to Submodalities with Richard Bandler

Introduction to Submodalities with Richard Bandler is a two-tape set (video) jam-packed with information relative to the subject of submodalities. *Introduction to Submodalities with Richard Bandler* is actually a videotape transcript of an excellent weekend seminar conducted by Richard Bandler approximately a year-and-a-half ago in San Diego, California.

When one thinks of submodalities as the "bar codes" of human experience, you can stop and imagine just how powerful the techniques that deal with submodalities can be in effecting lasting and ecological changes in human beings. Now add to that notion the fact that Richard Bandler is teaching you about submodalities and it doesn't take one long to recognize that you're about to learn some very powerful information.

So what can one expect to find in *Introduction to Submodalities*? First, you can expect to find out just how submodalites work, how to change them, and how to make use of them in conjunction with Richard Bandler's excellent book on submodalities, "Using You Brain for a Change." When you watch the tapes be sure to do the exercises, especially the "Belief Change Pattern" — as a matter of fact, just pretend that you are a participant actually attending this excellent seminar! Secondly, you can expect to find excellent product in terms of video production quality; the original taping was done on "broadcast quality" 3/4-inch videotape and the visual clarity of the final product is superb! Also, the production company has inserted graphics into the tapes which in a clear and concise way show you just how each of the submodality patterns work.

Introduction to Submodalities with Richard Bandler has something to offer to all people involved with the technology of Neuro Linguistic Programing regardless of the skill level of the viewer. For the beginner, this excellent videotape set offers you a chance to find out just how powerful submodalities are as well as providing for the beginner an experience of these changes (*Remember:* When watching the tapes be a participant). For the more advanced or for those that are more skilled at Neuro Linguistic Programing, *Introduction to Submodalities* offers you an unprecedented opportunity to observe Richard Bandler in action, always a learning experience! (Remember the Milton Model!)

Introduction to Submodalities with Richard Bandler is available from NLP Products and Promotions, 13223 Black Mountain Road, #1-429, San Diego, CA 92129. Just call Beverly at (619) 538-6216 to order this fine product, and be sure to get a copy of their catalog of their other products. ❐

Greg Gibson *is a Certified Trainer of Neuro Linguistic Programming, and is also Certified by FuturePace, Inc. in Imperative Self Therapy, having trained with Leslie Cameron-Bandler. Greg can be reached at 25822 Evergreen Road, Laguna Hills, CA 92653 or by calling (714) 458-7676 regarding individual and group consultations.*

4th ANNUAL TRAINERS TRAINING
San Diego, California
***NEW DATES:* AUGUST 19-SEPT 3**
(See Page 21)

MISS AN ISSUE?

DID YOU MOVE without notifying us?

TEMPORARILY AWAY without notifying us?

Is your ADDRESS UNKNOWN by the Post Office?

*Your **next** issue will be sent upon notification.*

In all these cases, the US Postal Service has discarded your issue and notified us (for a 30-cent charge). Bulk Rate mail is only forwarded by the US Postal Service if **you request this service and pay the forwarding charges** (see the US Postal Service's Change-of-Address form). Remember, your non-deliverable issue is not returned to us nor is it forwarded to you or held unless *you* request these services from your local post office.

If you desire replacement issues, they are available for $3.00 each, US ($5.00 each, foreign) in US funds drawn on a US bank, postage paid.

EVENTS LISTING

MAY *(For complete May Listings, see Issue #20)*

May 14, Montreal, Quebec
How Much Pleasure Can You Stand? *Anne Kasman Entus;* contact Metaformation Inc., 514-486-1282

May 25-26, Montreal, Quebec
Introduction to NLP, contact Metaformation Inc., 514-486-1282

May 26-28, San Diego, California
Patterns of Persuasion, *Richard Bandler;* contact NLP Products & Promotions, 619-538-6216

JUNE

June 1-4, Fort Collins, Colorado
2d International Conference on Paranormal Research; contact ICPR, 303-491-0633

June 3-14, New Orleans, Louisiana
Trainer Certification, *Chris Hall with Richard Bandler;* contact The NLP Connection, 504-891-1212

June 9-11, Montreal, Quebec
Practitioner Integration Weekend; contact Metaformation, 514-486-1282

June 9-11, New York City
Time Line Therapy Certification, *Tad James;* contact ProfitAbility Group, 808-521-0057

June 10-11, New Orleans, Louisiana
Richard Bandler Workshops, *Richard Bandler;* contact The NLP Connection, 619-538-6216

June 17-18, Dallas, Texas
Applied Neuro Dynamics, *Richard Bandler;* contact NLP Products & Promotions, 619-538-6216

June 17-19
Self-Concept Workshop; contact New England Institute for NLP, 413-259-1248

June 23-24, Montreal, Quebec
Pracitioner Testing; contact Metaformation Inc, 514-486-1282

June 23-25
Empowerment Workshop; contact New England Institute for NLP, 413-259-1248

June 24-July 9, Washington, DC Area
Advanced Behavioral Modeling Second Annual Training, *Wyatt Woodsmall;* contact NTI for NLP, 703-979-3835

June 25-27, Montreal, Quebec
Metamanagement: Using NLP with Groups, *Robert Dilts;* contact Metaformation Inc., 514-486-1282

Last Day of Every Month, Worldwide
World Healing Meditation; contact The Quartus Foundation, 512-335-8346

JULY

July 1-24, Zermatt, Switzerland
International V NLP Conference — Practitioner, Master and Training Certification and Hypnosis and Business Certification, contact International V NLP, 813-596-4891

REMAIN SANE!
Read . . .

The book that showed thousands of Americans how to transform their lives.

James A. Takacs

YOUR MIND CAN DRIVE YOU CRAZY

(only if you let it)

3rd Printing!

To Order
Send $9.95 + $1.50 S & H to:

RAPPORTER
740 E. Mingus Ave., #2013
Cottonwood, AZ 86326

Chapter 1
Conscious & Subconscious Mind
Chapter 2
Our Human Emotions
Chapter 3
The Words We Use
Chapter 4
Hypnosis/Alpha State
Chapter 5
The Conning Tower
Chapter 6
The Rules of the Mind
Chapter 7
The End of Puppeteering
Chapter 8
Love vs. Sacrifice and Need
Chapter 9
The Game of Life
Chapter 10
Plus/plus Equals Freedom
Chapter 11
Myths of the Male Image
Chapter 12
Guilt
Chapter 13
The Five Deadly Sins
Chapter 14
Hello Murray? It's Me!
Chapter 15
Reaching the Alpha State
Chapter 16
Alpha Breathing

BACK ISSUE AVAILABILITY

1-ACORN	11-ELEVEN
2-FOOTPRINTS*	12-L'CHAIM
3-PASSAGES*	13-MANNA
4-CHRYSALIS*	14-CHOICES
5-EMERGENCE*	15-BOUNTIFUL
6-DAWN*	16-CORNUCOPIA
7-ESSENCE	17-TRAVELER
8-PEACE	18-SOLSTICE
9-CROSSROADS	19-WINTERSUN
10-DOLPHIN	20-CHRONOS

Back issues are in limited supply. They are available while supplies last for $3.00 each, US, check or money order ($5.00 each, foreign, US funds), postage included.

**SOLD OUT*
Due to many requests, we are now offering photocopies of our Sold Out issues, bound in magazine format just like the original printings. Sent first class mail in envelope for $5.00 each, US, check or money order ($7.00 each, foreign, US funds), postage included.

Mail check or money order and issues requested to:

RAPPORTER
740 EAST MINGUS AVENUE, #2013
COTTONWOOD, AZ 86326



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.

RAPPORTER

Journal of Human Performance Technologies

740 EAST MINGUS AVENUE, #2013
COTTONWOOD, AZ 86326 USA

BULK RATE
US POSTAGE
PAID
COTTONWOOD, AZ
PERMIT NO. 44

THIRD CLASS

ADDRESS CORRECTION REQUESTED

TILLER ISSUE #21 APRIL 1989

First Time Ever! Rick Cleveland's

PRACTICAL USE OF NLP IN BUSINESS

Mix N Match

MODULE I
- Verbal Pacing and Leading
- Compound Suggestions
- $95.00

MODULE II
- Embedded Commands
- Cause and Effect
- Implied Cause and Effect
- $139.00

MODULE III
- Single Binds
- Double Binds
- $139

MODULE IV
- Future Pacing
- $95.00

Basic Home Study Course

MODULES I AND IV
PLUS
- Verbal Rapport
- Non-Verbal Rapport
- State Elicitation and Anchoring
- Elicitation and Utilization of Values
- ***Much More!***
- $299.95

Expanded Home Study Course

Everything in the Basic Home Study Course *(Including Modules I and IV)* *PLUS* Modules II and III

(If purchased separately, $577.95)

$499.95

"Rick Cleveland is one of the few people in the NLP community who is actually doing NLP in Business as opposed to just talking about it.

"His command of Language Patterns and use of them in a business context is unsurpassed in the NLP community. For those interested in the use of NLP in Business, this is is an unprecedented opportunity to study at home with one of the leaders in the field."

Wyatt Woodsmall, PhD
Founder
Natinal Training Institute for NLP

Courses and Modules include Manual and Cassettes. Allow 4 to 6 weeks for delivery.

HERE'S HOW TO ORDER:

Make Check or Money Order Payable to:

RAPPORTER

740 EAST MINGUS AVENUE, #2013
COTTONWOOD, AZ 86326