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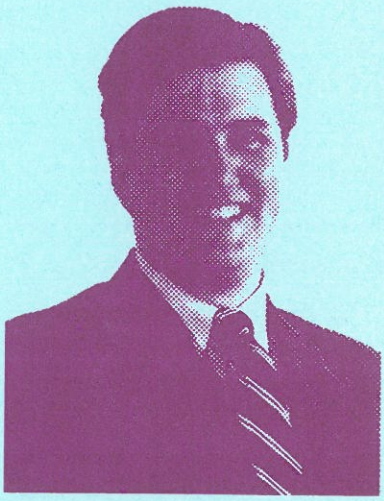
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OUR PURPOSE AND PHILOSOPHY IS:

- *To provide the best and most valuable information available in the sciences of human change to our readers* by offering information from various fields of human behavior — including NLP, traditional and Ericksonian hypnosis 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 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.

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DOGON ISSUE Aug/Sept 89

Behavioral Modeling 2
STRATEGIES
Part VI — Motivation Strategies
By Wyatt Woodsmall, PhD

Special Feature 5
THE SECRET OF CREATING YOUR FUTURE
Part IV — The Nature of the Universe
By Tad James, PhD

Basic NLP 8
MASTER SECRETS TO IMPROVE COMMUNICATION
Phase Two: The Secret Language of Verbal Communication
By Drs .Tag and Judith Powell

NLP in Sales 10
TIS BETTER TO GIVE AND RECEIVE
By W. Scott Phillips

Special Feature 11
GENERATING GENERATIVE CHANGE
Part I — Utilizing Resourceless States
By Rene Pfalzgraf

Book Review 13
AN INSIDER'S GUIDE TO SUBMODALITIES
By Richard Bandler and William McDonald
Reviewed by Nancy Beplat

Beyond Self Awareness 15
THE BARDO PROCESS
By Wyatt Woodsmall, PhD

Special Feature 17
ETERNAL YOUTH — Part II
By Jay C. Polmar, PhD

Potpourri 19
LEADERSHIP vs SURROGATE PARENTING — Part II
By James A. Takacs

On the Light Side 22
TIME ON SALE!
By Karen Mohler

Steps Toward Inner Peace 23
HARMONIOUS PRINCIPLES FOR HUMAN LIVING
Part IV — Four Relinquishments
By Peace Pilgrim

Events Calendar 24

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

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STRATEGIES
Part VI — Motivation Strategies

Toward and Away

Would it be helpful to understand the key to motivating others? Also, would it be helpful to understand the fundamental problem of motivation in the American work force? Actually, motivation is fairly simple. The key to motivation is to be able to easily and effortlessly do things that are unpleasant. Most people do not need assistance in motivating themselves to do things that are pleasant. There are only two ways to motivate people to do unpleasant things. One is to use carrots and the other is to use sticks. The secret is to know which to use when and also to know which particular carrot or stick to use.

If someone responds to carrots and you beat them with sticks, it does not motivate them. What it does is antagonize them or make them mad, and they wait for an opportunity to get even. On the other hand, if someone responds to sticks and you use carrots, it also does not motivate them. It doesn't antagonize them, but it doesn't motivate them either.

We say that people who respond to carrots "move toward" and people who respond to sticks "move away." Granted that if the fire is hot enough, then most people will walk across the room to get out of its way and if the pot of gold is bright enough and near enough, then most people will walk across the room to get it. Most people, however, will have a distinct preference. Most people either want to avoid things or want to achieve things. Some people have a mixture of these two.

Why does anybody do anything? There are basically two fundamental reasons why anyone does anything. They do things because they either want to achieve certain ends (frequently pleasure) or they want to avoid other ends (frequently pain or displeasure). People can be understood by their attractions and their repulsions. People move toward things that are attractive to them and away from things that are repulsive to them. The things that people move toward and away from are called values. Values are those things that people are willing to spend time, energy and resources to either achieve or avoid.

Theory X and Theory Y

The area of motivation has been debated in American management for the last fifty years. There have been two conflicting views that have battled back and forth in management literature as to how to motivate people. Douglas McGregor in 1960 in *The Human Side of Enterprise* labeled these views "Theory X" and "Theory Y."

Theory X is based on the following assumptions: 1) The average person has an inherent dislike of work and will avoid it if it is possible to do so. 2) Because of this dislike of work, most people must be coerced, controlled, directed and threatened with punishment in order to get them to work satisfactorily. 3) The average person has very little ambition and prefers to be directed. They wish to avoid responsibility and have security as a high value. To manage these people effectively it is necessary to use threats and sanctions. Since people are basically lazy, the only way to get them to work is to beat them with sticks. If they are beaten hard enough, they will work. If the boss turns his back however, they will stop working.

Theory Y is based on the following assumptions: 1) Physical and mental work is as natural as play or rest. 2) External control and the threat of punishment are not the only means to motivate people. Most people will exercise self-direction and self-control in the service of objectives to which they are committed. 3) This commitment to objectives is a function of the rewards associated with the achievement of the objectives. 4) The average person learns, under proper conditions, to both accept and seek responsibility. 5) The capacity to exercise a high degree of imagination, ingenuity and creativity in organizational problem solving is widely distributed in the population. 6) Under the conditions of modern industrial life, the intellectual potentialities of the average person are only partially utilized. To manage these people it is necessary to provide the appropriate carrots. It is the responsibility of management to discover ingenious solutions to realize the human potential of employees.

Motivating the American Work Force

The debate over the merits of Theory X and Theory Y continues. This is because they are both right and both wrong. People in general do not fit into either class, but people in particular fit into one or the other of both. The secret of management is to determine which class a particular individual fits into and what carrots or sticks will work with that individual.

People either move toward or away. People who move toward or away too weakly may never get around to doing unpleasant things which are necessary. People who move away may not move until things get worse rather than better. People who move toward may not move until things get better.

People who move toward and who have achieved what they want do not move. People who move away and who have succeeded in avoiding what they want to avoid do not move either.

A lot more people in organizations move away from than is readily believed. What happens to somebody who moves away from, but life is comfortable for them? They are getting a salary that is acceptable. They live in a home that is acceptable. They have a spouse that is acceptable. They have kids that are acceptable. What happens to someone who moves away and who has succeeded in avoiding the things that they want to avoid? How do they move? They don't!

This is, of course, the fundamental problem in many organizations. There are a large number of people in the organization who move away, but the organization has made them comfortable. They have nothing to move away from.

In a lot of organizations it is almost impossible to get fired. Incompetence is not considered a general reason for dismissal. The only reasons for dismissal are unethical behavior or in-

credible stupidity. There are a lot of people in an organization who move away but who are basically not moving at all. If the organization wants to get them to move, what does it have to do? It has to provide them with something to move away from. It has to provide them with a series of credible threats and sanctions.

On the other hand, what about people who move toward but who have achieved what they want. How do they move? They don't! In their case, lack of motivation comes from low aspirations and ambitions. They have already accomplished what little they want. To motivate them it may be necessary to increase their aspirations or to threaten to take away what they move toward and already have.

People that move toward generally do not like to threaten people. In fact, people that move toward often feel that it is insane and criminal to threaten other people. Yet, people who move away will not move unless threatened. This is why people who move toward frequently have difficulty supervising and managing people who move away. There are two different games and one must play each game by its own rule. If one is going to threaten people who move away, then the threats have to be believable and enforceable. People who move away do not bluff easily. To motivate them, one has to be able and willing to carry out the necessary threats and sanctions.

Some people are balanced. They move toward some things and away from others. Sometimes this varies from context to context. Somebody who may move toward on the job, may move away at home. To motivate them it is necessary to find out the unique combination of what it is they want to avoid and what it is they want to achieve.

In eliciting information about a person's values, ask them what are the three most important things they want to get in life and the three things they most want to avoid in life. Then ask them which would be worse — to be forced to live without those three most important things that they want or to be forced to live with those three things that they most want to avoid. When faced with that situation, most people are going to find that there are some things that are more important that they avoid. Most people are trained by life to deny themselves the things they most want. But they find it much more difficult to be forced to live with things that they want to avoid.

Eliciting Motivation Strategy

A good way to elicit someone's motivation strategy is to find out how they motivated themselves to get out of bed this morning. There are a couple of ways that people motivate themselves to get out of bed in the morning. One is to wake up and make pictures or talk to themselves about all of the exciting and challenging and wonderful things that the day has to offer them. Once they have made all these pictures or talked to themselves, then they get an incredibly excited feeling, and they literally explode out of bed so that they can go do all of the wonderful things.

The other way to get out of bed in the morning is to wake up and make pictures of or talk to oneself about all of the horrible things that are going to happen if one doesn't get out of bed. One thinks of all the things that they are going to miss and all of the terrible things that will happen to them if they don't get up. For instance, they are going to be yelled at by the boss for being late or not getting up. They may even lose their job. Their

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spouse will leave them. Their kids will starve. They will lose their house, etc. As they keep making pictures of or talking to themselves about the consequences of not getting up, they will feel worse and worse until they reach a threshold where they get up to avoid the negative feelings. When things get bad enough they crawl out of bed and move on to whatever they have to do for the day. This is a typical motivation strategy. It involves talking about or making pictures of negative or positive things. One of them will get a person out of bed.

There are also strategies for not getting up. One of these is for a person, as soon as they wake up, to do a complete kinesthetic assess of how warm and wonderful the bed feels. The secret is to stay in kinesthetic and avoid all pictures or internal dialogue. This is a good way to stay in bed.

Components of a Typical Motivation Strategy

A motivation strategy (like any strategy) has five functional elements. The first is the trigger which begins the strategy. This may be the thought of some desirable or undesirable task that needs to be done. Second is the operation. This usually consists of making pictures or talking to oneself about the consequences of performing or not performing a particular action. Third is the test which is a comparison between present-state data and a criteria. This is usually a comparison between a present-state feeling generated by the operation and a threshold feeling required for motivation to occur. Fourth is the decision point which determines whether the threshold motivation criteria was met or not. Fifth, and finally, is the outcome, which is action leading to the achievement or avoidance of some desirable or undesirable state.

Typical motivation strategies are an auditory or visual construct of a completed task leading to a positive feeling leading to starting the task or an auditory or visual construct of the negative consequences of not doing the task leading to a negative feeling leading to starting the task. These are the two typical motivational strategies out of which most people operate.

Association and dissociation play an important role in motivation. The more associated people are to their pictures, the more intense the motivation will be. One wants to have an associated representation of the current state and a disassociated representation of the desired state. It may be necessary to adjust the submodalities of the representation of the task being or not being accomplished in order to elicit a strong motivation response.

Good strategies work across contexts. Both toward, away and mixed strategies work and mixed is most general. Always check the ecology before removing an away-from strategy. There are certain people in the NLP community who want to remove people's away-from strategies. Until you have checked the ecology this is not a good idea, because if people move away from and you remove their away-from strategy then they may not move at all. That can be a serious problem. Always check ecology before removing negative feelings of guilt or anxiety. When you take away someone's move-away-from strategy that doesn't mean that they start moving toward. They may just become a zombie and not do anything. This is what happened to some business people during the 1960s that dropped out. They simply dropped out and became nothing.

The only reason to remove an away-from strategy is because it is causing so much stress for the individual and so much harm to their physiology that you must do something to alleviate it. There are some things that everyone should move away from. It is valuable to have both a toward and away-from strategy. If the strategy is mixed, it is less stressful to think of the negative first and then the positive.

Toward strategies are more enjoyable and less stressful than away-from strategies. If people are too stressed out, then it may be necessary to do something about the move-away-from strategy. Pace the move-away-from strategy by telling the person that if they don't learn a new strategy, then they will have to feel bad over and over and over again in the future. In general, however, if they are not causing a lot of stress, then don't try to remove away-from strategies. This may be the only way a person can motivate themselves and they may be quite effective.

If representing a task as completed does not produce strong motivation, then focus on the consequences of completing the task. What you want to focus on is the task done and completed, and not the performance of the undesirable task. If simply focusing on the task done and completed isn't enough, then focus on all the positive things or all the negative things that are going to happen as a result of the task's completion or incompletion. Also, make sure that the task is chunked appropriately so as to avoid overwhelm or the feeling of not knowing where to start.

If the motivation strategy has an auditory component then it is desirable that the voice (if present) has a pleasant tonality and uses modal operators of possibility, desire or choice rather than of necessity.

Motivation strategies are the flip side of procrastination strategies. Procrastinators are excellent planners, because they can plan up to the exact second how long they can delay doing something. They know exactly how much time it takes them to do it and when the last possible moment is they can start and still get it done.

Typical Problems with Motivation Strategies

Some of the typical problems with motivation strategies are as follows: The person begins with a feeling of overwhelm and needs to chunk the task down into manageable components. The relative specificity of the task is such as to make measurement of progress towards it difficult or impossible. The person only moves away from and either this is not enough to motivate them or they experience too much stress, anxiety or unpleasantness. The person has no compelling futures — either positive or negative. The person has low aspirations. The person has only one criteria as evidence of success. The person has no choice response. The person makes false cause-effect evaluations of the world. The person uses modal operators of necessity resulting in bad feelings. The person uses harsh tonality resulting in bad feelings.

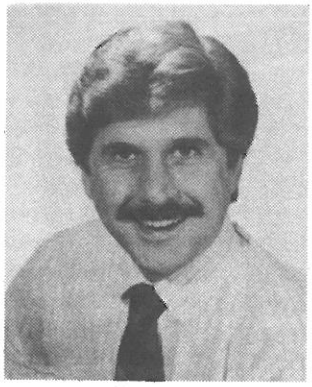
Be careful about removing away from strategies entirely. The result may be a zombie. Also there are some things that a person should move away from. It is better to design a strategy with both toward and away elements.

❐

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Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler and Founder and Chairman of Advanced Behavioral Modeling, Inc. and Director of 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* Time Line Therapy and The Basis of Personality *and is currently working on books on human typological analysis, advanced behavioral modeling, negotiations, training, and NLP and personal growth. He will be conducting The First NLP Business Certification Training Dec. 2-10, 1989 in the Washington, DC area and a residential Modeling/Master Practitoner Certification program in February and July 1990. He can be reached at Advanced Behavioral Modeling, Inc., at 801 South 20th Street, Arlington, VA 22202, 703-979-3835.*

SPECIAL FEATURE



TAD JAMES
Founder and Chairman
ProfitAbility Group

THE SECRET OF CREATING YOUR FUTURE
Part IV — The Nature of the Universe

But why does this all work?" Milon asked the Wizard one day.

"It works," replied the Wizard, "because of the nature of the universe, and the way the mind works. That's how the universe works."

Milon felt his head beginning to swim again. "What does that mean?" he asked.

"That means," said the Wizard, "that the nature of the universe at its deepest level is like your mind. There are certain principles that makes Programming Your Future possible. It is an ancient teaching. In this teaching, there are five principles that make it possible for us to affect the future. Are you ready?"

"Yes!" Milon immediately sat up, grabbed his pencil and opened his notebook to a clean page, and began to write.

The Wizard said, "Here is the first principle, Milon: The basic nature of the universe is mind. It is pure intelligence. You see, Milon, the deepest level of the universe, deeper than molecules, atoms, electrons — the deepest level of the universe — is a level where the idea of 'location' does not exist. At that level it is not possible to locate the specific position and speed of an electron. That essentially means that this deepest level pervades all that is. It has no specific location. It is omnipresent. Scientists in our world have not located it yet. In other worlds they are calling it Quantum space.

"Scientists have not been able to locate consciousness in the brain either. In fact they have no idea where conscious is located in the human being. That is because it is like the basic Quantum level of the universe.

"Milon, the basic nature of this deepest level of the universe is consciousness — pure intelligence. At the Quantum level, at its very depth the universe acts like an information processor — like a mind. This information flows around and through all biological processes. All things are intimately and infinitely connected by the flow of the play consciousness."

Milon sat and listened, awe-struck as the Wizard continued:

"Nature is purposive and it possesses deep intentionality. The laws that govern the universe are contained at this Quantum level. That is why you found me here during your inner journeys. Always remember that, Milon, he who is capable of deep inner reflection will gain the secrets of the universe, because that is where they are kept."

The Wizard continued, "Reality is not what you see, Milon. Everything is vibrating at different rates or frequencies. Principle number two is that everything is composed of frequencies. Everything is in vibration.

"The difference between a rock, a tree and a man is the difference in the rate of vibration. There is a hierarchy of vibration with matter at the low end and energy at the higher end. Mind is even higher than energy.

"Take an object, hot or cold. That object will manifest certain heat vibrations. Those heat vibrations will, if raised, turn into light. If raised enough, a tremendous amount of power will be released and the matter will disintegrate.

"There is the hierarchy of existence with matter at the lowest end. Sound is the next level. The vibratory rate of the sounds that man can hear is quite limited. Above sound, where the ear cannot hear, there are sounds that man cannot hear and waves that can be transmitted, like radio waves. At higher vibratory rates sound becomes heat, then light. Above that is the level of the Quantum where dwell mind and consciousness."

The Wizard continued, "The ancient teachings say, 'all manifestation of thought, emotion, reason, will or desire or any mental state or condition are accompanied by vibrations.' These vibrations are, in a sense, transmitted to the area around them in the same way heat radiates outward from a hot object.

"Every thought, emotion or mental state has its corresponding rate and mode of vibration. These frequencies can be changed by a change in the thought patterns that inhabit the mind. Since the universe is also made up of vibration at the deepest level and the matter that is the universe can be affected and changed just by your attention and the vibration of the thoughts that you are thinking may affect the very substance of the universe. The universe is like your body in that respect. It will give you what you dwell upon. If you dwell on negativity, you will get just that. Which leads us to the next principle, Milon and that is that the universe seeks balance.

"In seeking balance, the universe will create everything with two poles. Everything has its opposite. Like has dislike, black has white, light has dark, hot has cold. But hot and cold, while different in degree are identical in context — the context of heat. The ancient saying is, 'everything is and isn't, at the same time.' Moreover, between the poles of hot and cold, there are many degrees of hot and cold, the higher of the two being called 'warmer,' and the lower, 'colder.' There is no absolute standard for hot and cold. Nor are good and bad absolute. There are degrees of good and bad, but there is no absolute standard. These dichotomies are called the 'pairs of opposites.' The pairs of opposites are all this way having only relative meaning."

Milon pondered the meaning of what the Wizard had said as he listened.

"Taking the first two principles together," the Wizard continued, "it is possible to change one mental state into another. Emotions and things belonging to different classes cannot be transformed into each other, but things of the same class may be transformed. So cold can become hot. Hate can become love. Fear can become courage. But hate cannot be transformed into courage.

"By changing the polarity of an emotion, through raising the mental vibrations of the energy of the emotion, we can transform it to the higher emotion. In this way, a fearful man can become a courageous man by polarizing the emotion along the line of the desired quality.

"The ancients, said the Wizard, say, "'To change your mood or mental state, just change your vibration, through an exercise of your will, by deliberately fixing your attention on

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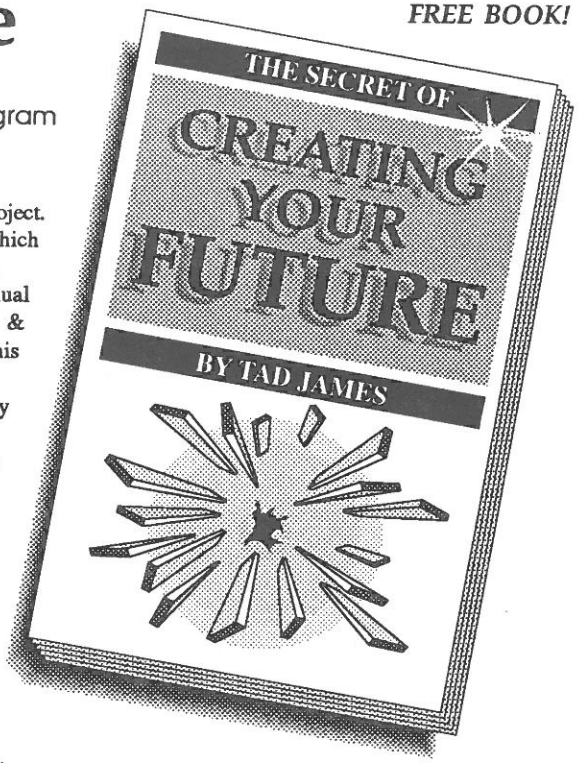
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the more desirable state.' If you are sad, deliberately remember times when you were happy. You do not have to get rid of the darkness, just bring a candle into the room and the darkness will disappear."

"Do you understand," the Wizard asked.

"Yes," Milon said.

The Wizard continued, "Good. The next Principle is closely related to the previous, in that even in the variations of the poles of opposites, there is a balance. The universe demands balance.

"The Law of Compensation," the Wizard said, "is that for every action, there is an equal and opposite reaction. If the pendulum swings one way, it must always swing back the other way. If you will, for a moment, stop; and consider that these swings of rhythm are also evidenced in your life. Courage is preceded by fear. Happiness and sadness oscillate.

"The ancients say, 'The man who enjoys well can also be subject to great suffering. The man who feels little pain is capable of feeling but little joy.'

"Mentally, however, it is possible to escape the low end by rising above it. This is what we do using Time Line. We are able to overcome the swing of the pendulum by making the vibrations higher and rising above the lower vibrations. In essence, we are raising the vibrations of the self above the ordinary plane of consciousness and then simply 'refusing' to allow the pendulum of emotion and mood to swing us back.

"Even so, the Law of Compensation is operative. You will probably find that there is no such thing as an overnight success. One generally pays the price for what he wants to attain. The things that one pays a price for are always repaid."

"Do you understand," the Wizard asked.

"I do," Milon replied.

"Good. May we continue?"

"Of course," said Milon.

"Always remember, Milon, that everything is subject to the principle of cause and effect. There is a cause for every effect and vice versa. Regardless of the thinking of late that says that there is no cause and effect, the principle is always operative.

"If we consider cause and effect in terms of events, then strictly speaking, no one event 'creates' another event, but is merely a preceding link in the great chain of events in the day of the universe. Every thought we think, every action, every deed, creates results both directly and indirectly.

"The problem in most peoples lives is that they are not on the the cause side of the cause and effect equation. Most people are on the effect side of the equation, not at cause, but at effect — at the effect of events, other people, the environment, internal moods. You have seen them, Milon, complaining about their powerlessness in the face of Nature, events and other people. You have seen them giving away their power to affect their own futures as well as others' futures. You have seen people riddled with guilt, fear, anxiety and lack of self control.

"This is all a result of a misunderstanding of the principle of cause and effect. Just remember this Milon, you are at cause in your universe.

"If you raise the vibratory rate of your thinking, you will be able to rise above the lower effects. The lower emotions and effects will not affect you. You will, however, always be subject to the higher effects."

"I understand," Milon said.

"Good, I shall conclude," the Wizard said. "The universe being intelligence and consciousness, it is possible to affect the fabric of the intelligence that makes up its Quantum level. The level where effects may be gained is at the higher vibratory levels. Programming Your Future works on this level. There is balance in the universe, the balance is maintained by the pairs of opposites and the Law of Compensation. You cannot expend energy and have it not be returned to you. Finally remember, Milon, that you are at cause of all that happens to you and in your life.

"Do you understand," the Wizard asked.

"Yes," Milon thought. And with that the Wizard was gone.

Milon continued staring out the window. Contemplating what he had learned and he noticed that the color of the sky seemed that it had changed.

More next issue. See you then.

❐

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Tad James will be presenting "Presentation and Platform Skills" at the 1989 NANLP Canadian Conference, October 28-29 in Ottawa, Ontario. Contact Patricia O'Reilly at 613-523-3791 for more information.

Tad James *has a Master's Degree in Communication and a PhD in Ericksonian Hypnosis. He is a Certified NLP Master Trainer by The Society of NLP and a Fellow with the National Association of NLP. Tad is the Founder and Chairman of Profitability Group, Inc., a successful international consulting and training firm. Tad is currently teaching NLP Certification trainings in a number of cities in the U.S., Canada and Europe. He is co-author, along with Wyatt Woodsmall, of the book Timeline Therapy and The Basis of Personality. He offers a complete line of self-study programs in NLP in audio and video formats; as well as Programming Your Future™, a packaged audio and video tape program for making your future your own. More information is available by calling, 808-521-0057.*

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Neuro Linguistic Programming can be called "the language of the brain neurons" or, better yet, "the language of the mind." We will study and learn to use several of these languages to improve our daily communications.

A simple step to improve communication is to speak the language of the person with whom you are talking. Each person has developed their own special language — a set of expressions and words which are comfortable. This special language was formed during their early training, their education and from their environment.

This is the language that they use when speaking to their peers — the people in whom they place confidence. This is the language that they understand and trust. This is their special mode of communication, which they use to process data to solve problems. Become aware of the speech patterns of the two-year-old, the teenager and the senior citizen. Unfortunately, not everyone tries to understand these special languages. Notice, you are not necessarily looking to match jargon or pet expressions, but you're actually matching the words themselves, the sentence structure, word length and frequency.

Each profession has and uses a special language. Compare the business person with the lawyer or the doctor. Yes, sometimes it is meant to razzle-dazzle and impress you, but most often, it is their verbal processing: the way they think.

As an example: Your doctor, if he uses an excessive amount of medical phraseology, may be a poor communicator. The doctor might say you have trouble with your "orbiculus ciliaris."(What is that?) Many doctors forget that their patients have not had medical training. Can the doctor speak the language of the patient? Surely, but like a large number of professionals, they may be so wrapped up in their own world, they forget about others.

Are you so engrossed in your world that you will not take time to learn the language of the people around you?

As a master communicator, you will match the vocabulary of the person with whom you are speaking. You will pretty much use the same words and expressions that you both have in common. Remember to match and use only the jargon or expressions that fit your personality. (It's a bit odd to hear a seventy-year-old say, "That's awesome.") Note how a person speaks; what words they are using, and match those words. This is the language they trust and feel comfortable speaking. Be aware, you are not talking down, you are simply speaking the language they understand. The end result is that the person with whom you are communicating will be more relaxed and open to new ideas.

If we study how people express themselves, we get a very important set of clues as to how they process data.

Research has shown that as people develop opinions of themselves and the world around them, they form special speech patterns to express their reactions to that world. Their choice of words can provide clues as to how they process data. By listening to a person's words, we cannot only tell what they feel, smell, touch, taste, and see, we can also observe them, and can tell HOW THEY THINK!

Once you learn HOW a person thinks, the world of communication will begin to open, and you will be able to predict how that person will react to what you have to say; thus, taking a giant step toward improved communication and increased self-confidence.

There are many types of communication media that we tune in to gather "news": TV, radio, newspapers, magazines and conversations with others. We all have a favorite medium from which we obtain our worldly news, such as newspapers, for example. Any other medium does not seem, to certain people, to be as effective: one becomes locked into that written form. Although the individual may use several other options, this person always goes to the newspaper for their major data input. Others may enjoy their "news" by listening to the radio and still others will prefer the TV.

Like the favorite "newspaper," we all have a particular, physical sense that we favor to gather the majority of our data input. The basic modes of data input are the five physical senses: sight, sound, touch, smell and taste. As we examine these five senses, we find sight, sound and touch to be dominant; the senses of smell and taste are considered by some to be extensions of touch.

After birth, we use all of our senses to gather data—"news" about ourselves and the world around us. From this data, we form opinions about ourselves and our world. In many cases, these "limiting" opinions, right or wrong, stay with us for a lifetime, unless otherwise altered.

Along with opinions, we also form "favorite" modes or channels of processing data. As we grow older, most of us will develop and use only one or two channels—usually a primary and a secondary channel. Some may predominantly use sight to process data, others may use feeling to send information to the brain.

By studying the words—predicates, verbs, adverbs and adjectives—that a person uses, we can learn their personal "sensing language." When we use their language, they can comfortably process, in their favorite mode, what we are communicating. This builds a bridge toward greater communication.

THREE MAJOR COMMUNICATION CHANNELS

Let's see if we can get a better grasp of these techniques of the well-informed, successful communicators. Let's follow in the footsteps of the great detectives and look for word clues to solve the problem of how a person processes data.

Visual Channel — Sight

The person who has developed a favorite, data processing mode of SIGHT to gather information will use expressions that relate to sight or visual modes. A Visual person will prefer TV to radio, looking at the clouds instead of swimming in a pool, and dreaming of the future rather than cutting the lawn.

You can easily spot a visual person by looking at the large number of visual words in their vocabulary. A Visual person may use word clues like look, focus, perspective, picture and\or clear. A Visual person might say:

"Let me LOOK at that report again."

"I can SEE that it is not what we want."

"I can't get a CLEAR PICTURE of your ideas."

You can get the PICTURE of what mode a person uses to process data by LOOKING to SEE what words they are using.

Auditory Channel — Sound

An Auditory person prefers communication media using SOUND to gather and process data. An Auditory person would prefer radio over TV, a concert over a ballet, and would rather listen to the stereo than cut the lawn.

You can easily hear the auditory words spoken by this type of person. An Auditory person may use word clues like voice, say, listen, talk and\or sound. An Auditory person might say:

"I would like to HEAR what you have to SAY."

"This doesn't SOUND like what we want."

"Your idea RINGS true."

You may often HEAR these people TALK about their SOUND ideas.

Kinesthetic Channel — Touch or Feeling

The Kinesthetic personality has developed primarily in the TOUCH, or FEELING, area. The Kinesthetic person would rather swim than watch a movie, dance rather than watch a ballet, and, at last, we find someone who might enjoy gardening and cutting the grass.

You can quickly get the feeling of the Kinesthetic individual by their choice of words. A Kinesthetic person may use word clues like grasp, firm, touch, concrete and\or handle. A kinesthetic person might say:

"I FEEL that your report has merit."

"You don't seem to have a good GRASP of the problem."

"When you get the details FIRMED up, get in TOUCH with me again."

By this time, you can get a HANDLE on this type of person by using CONCRETE, SOLID examples in your conversation.

Check Yourself

Test your understanding of the Visual (V), Auditory (A) and Kinesthetic (K) — VAK clue words: A) Underline the VAK clue word or words in the following examples. B) Identify the most dominant processing mode of the communicator.

1. I have a good feeling about this trip.
( ) Visual
( ) Auditory
(X) Kinesthetic

2. That's a real bright idea.
( ) Visual
( ) Auditory
( ) Kinesthetic

3. Look in the newspaper and see what's playing at the movies.
( ) Visual
( ) Auditory
( ) Kinesthetic

4. I'm inbetween a rock and a hard place.
( ) Visual
( ) Auditory
( ) Kinesthetic

5. I hear what you are saying, but I am not sure I like the sound of it.
( ) Visual
( ) Auditory
( ) Kinesthetic

6. I wish my boss would get off my back.
( ) Visual
( ) Auditory
( ) Kinesthetic

7. She always finds it hard to make friends.
( ) Visual
( ) Auditory
( ) Kinesthetic

8. This place is as dark as the Black Hole of Calcutta.
( ) Visual
( ) Auditory
( ) Kinesthetic

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Continues in our next issue.

Dr. Tag Powell and Judith L. Powell *have taught thousands of people The Silva Method during the past 11 years. In addition to their extensive background developing and teaching The Silva Master Mind Seminar, they are both Certified Master Practitioners by the Society for Neuro-Linguistic Programming. Tag is Director of The Silva Method for the Southeastern United States and is currently teaching with Judi in Tampa, Florida. Judi is one of the top Silva Lecturers in the United States and is producer of a line of top-selling audio cassette tapes, which you can find in better bookstores. Dr. Tag and Judith L. Powell are co-authors of the how-to, self-improvement book,* The Silva Method of Mind Mastery.

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TIS BETTER TO GIVE AND RECEIVE

Recently, I was in my office struggling with some accounting data, when I looked up from my computer and found myself staring at the small clock on my desk. Somehow it made me feel better. The clock was a gift from one of my clients and I can still remember how surprised I was when he gave it to me. "Scott," he said, "I've dealt with lots of vendors but the time I've spent with you has been a real joy." It's just a little plastic desk clock and practically worthless, but every time I see it, I recall a fond memory of that client and his company. My story is not unusual. Most of us have a momento that we hold dear; an old photograph, a piece of jewelry, an autographed baseball.

These objects have special meaning and remind us of some happy time we've had in our lives. However, the feelings we remember are not always fond. Take, for example, an executive I know who kept the first dollar he ever made. You might suspect that he keeps it as a symbol of the start of his success. Not so, whenever he looks at the bill he is reminded of how poor he was as a child and how much he struggled to get ahead. The reason I mention personal mementos is because gifts represent a wonderful opportunity for you to make a lasting and positive impression on your customer. There are a few simple rules to follow that will ensure that the gift you choose produces the results you desire.

The first key to gift selection is knowing the sensory preference of the customer who will be receiving it. Do they enjoy seeing (visual), hearing (auditory) or touching/feeling (kinesthetic)? Gifts that appeal directly to the preferred sensory system will have a much stronger impact. For example, give a customer whose preference is seeing things, a visual gift. Coffee-table picture books, paintings, movie tickets, binoculars, a meal at a restaurant with a scenic view or a dried flower arrangement would probably appeal to a visual customer. It is, of course, your responsibility to make sure that the gift you choose is appropriate for the individual's taste. For example, you would not want to give movie tickets to a customer that might find the picture offensive. Also, you should consider not only whether you can afford the gift but how comfortable the customer is in receiving it. Some companies have strict rules against accepting gifts with too high a value.

The customer that prefers sounds, the Auditory, will enjoy concert tickets, records, wind chimes, musical greeting cards, and stereo headphones. If the gift will be a trip to a restaurant, choose a place that has the hum of the crowd in the background. A quiet location will sound like a morgue to an Auditory.

Kinesthetics usually enjoy gifts that appeal to the senses of smell and taste. Try colognes, cooking utensils, chocolates, liquor or wine. A good meal is an excellent choice but be sure to select a restaurant with comfortable chairs and an easygoing atmosphere.

When possible, select a gift that appeals to more than one sensory system. This produces an even more powerful response. For example, an attractive, heavy paperweight would be excellent for someone with visual and kinesthetic preferences. Of course, these are just suggestions. The point is to find out what your customer likes, and try to match your gift with their sensory preference.

The second rule has to do with permanence. The gift you choose may be around for a long time, so you must be sensitive to the nature of the gift-giving occasion when selecting a momento. If it is used as an apology for a bungled order, then every time the customer looks at the gift they will be reminded of your mistake. I doubt that this is the kind of response you want. Let's say you fouled up an order for a kinesthetic customer and you're considering a gift as part of your apology. Pick a gift that won't be around long, such as wine, flowers or a meal. If you buy some expensive cutlery, your customer is reminded of the mistake at every meal they prepare.

For an Auditory, concert tickets are a good choice. Once the performance is over, it's over. For the Visual, flowers or movie tickets might do the trick.

When your gift is meant to commemorate something positive, select gifts that will be kept and used over and over. Every time your customer sees, hears and/or touches that gift they'll remember the event and your special attention. Many celebration gifts are limited to wine, such as a real estate agent who leaves a bottle after closing or food, such as a celebration lunch or dinner. This is not the best choice. If you feel compelled to give wine or food, then also give something that will last longer as well. Try a corkscrew for the Kinesthetic, a particularly good recording of a favorite symphony for an Auditory or a five-year subscription to a photography magazine for the Visual. For more information and additional gift-giving suggestions, pick up a copy of *Beyond Selling* by Bagley and Reese. It doesn't take much effort to be an effective gift giver and the benefits can be very positive. You can build a lasting friendship and at the same time boost your repeat and referral business. It really is easy to give and receive!

Good luck and good selling.

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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. *Contact him at P.O. Box 493, Coppell, TX 75019, 214-506-9682.*

SPECIAL FEATURE



RENE PFALZGRAF
Founder
NLP Arizona, Ltd.

Lifeline Therapy™ GENERATING GENERATIVE CHANGE Part I — Utilizing Resourceless States

In my last article, I mentioned that there are basically two ways to produce generative change for someone — the "Bottom Up" approach and the "Top Down" approach. In this article we will look at one of the ways to produce the "Bottom Up" belief and value shifts.

Since this article is about LifeLine Therapy™, it would be useful to begin by eliciting the client's Time, Value and Belief Lines as described in the first article on LifeLine Therapy™ entitled, "The Structure of Values and Beliefs," in Issue #17 of the RAPPORTER. Once you have done this, you will have a map of the client's way of storing this information, which will give you some insights as to how effectively these structures can be utilized by the client.

When doing the "Bottom Up" generative change work, these original mappings will be used to monitor the effect of the change techniques.

Before we begin, it is useful to keep in mind that our values and beliefs are more affected by some events than by others. In fact, traumatic and unpleasant events may have more impact than do positive events. This is especially true when a person is unable to perform effectively.

Since this is true, it is useful to re-think and re-evaluate **resourceless states.** It has long been thought that the best way to deal with resourceless states is to interrupt the state so the person could do something else instead of demonstrating resourcelessness. Although this will have some short-term effectiveness and will possibly make a behavioral change, it is very unproductive in the production of generative change.

Resourceless states are the gateway to making massive generative change. In effect, when you have a client who becomes resourceless, you should begin to smile, your eyes should widen and your hand should leap forward and anchor that wonderful state!

When a person exhibits a resourceless state, they are giving the Practitioner the opportunity of unlocking a key event which has been generating numerous unadaptive and unproductive behaviors for the person. And the way to produce the change is to reprogram the past "Core" event.

After anchoring the resourceless state, the next step is to do a transderivational search (TDS) to the earliest event in which the person had the same resourceless feelings. It is important to let the person know that the context of the current event may be quite different from the original event even though the feeling(s) are the same.

After you have done the TDS to the earliest time, you are ready to begin the changes. (In general, a person will usually end up in early childhood, but if this isn't the case, it is usually evidence that more work may be required before the person will have the ability to consciously go back to earlier events.) There are two basic ways to bring about this change. The first is through the use of Change Personal History and the second is using Re-Imprinting.

Since most of you are familiar with Change Personal History, it might be useful to learn some additional ways of using it that will allow you to produce change for memories that might normally have been difficult or impossible to alter with Change Personal History.

Keeping in mind that since the more different ways that the past event can be reprogrammed, the more different new resources the person will be able to use, you will want to begin creating several alternative pathways. Of course, with Change Personal History you think that you will only be able to create one new alternative.

But as you think about it, you can begin to realize that this is not necessarily so because you can create as many different possible paths through the event that you might want, by choosing different "whens." In some events, the person may not be able to find any resources that will handle the situation and you may wonder, "What do you do then?"

One of the simplest things to do is to switch "whens." Instead of changing the event, you can deal with a time *before* the event when, if additional resources had been added, the person would either have been able to go through the upcoming event in a new and much more satisfactory way or have been able to create a new path which avoided the original event altogether.

Another "when" is to add resources to the person *after* the event. Re-framing the past event at this point in a person's

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history will have much greater impact on them. In fact, after using these two alternatives, you may find that the client is able to find the necessary resources which allow them to imagine going through the event in a much more satisfactory — even totally satisfactory — way for them, now.

As an example, one of my clients had had a near-fatal swimming accident and, although he was not seriously injured, he found that the event influenced many things that he did after that time. In order to re-pattern the event, we proceeded to change the event at three "whens." The first was just as the event was about to begin, the second was right in the middle of the event and the third was after the event was over and he was safe.

In each of these, he experienced new perspectives which changed the emotional impact of the event for him, and allowed him to generate new resources. After this, he was directed to bring the resources forward through time so that each of the events in his past that would have been changed if he had had the resources would be changed now.

By doing this, the person now has new ways of viewing their history, which allow them to create new associations in their mind, i.e., beliefs and values. What this did was to create new patterns for associations having to do with his attitude about himself, how others interact with others, how he interacts with the world, how the world interacts with him, how others interact with the world and how the world interacts with others and more now as you think about it.

As you begin to realize that this kind of patterning will begin to flow through all of time, past, present and future now in a way that may not yet be totally conscious and if it had been thought that there were awareness of how the learnings were already integrating, beginning to notice that however much it was thought that it had been noticed, twice as much at least had already happened that was yet to begin being noticed as the future begins to unfold in an even brighter, more compelling way than it had ever been imagined right now as you think about it.

And as it becomes more evident that there are two ways of integrating these learnings. The first is to do it associated, which as you think about it has either been done or it will have been done without noticing it yet now, and the other is to do it in a dissociated manner, which allowed the watching of the line of memories past, present and future have the dark spots fill in and brighten as the movie becomes more and more pleasant and productive as you begin to imagine that now.

So you can have them do it one or both ways, but keep in mind that the way that you elicit their Time Line may install your Time Line in them more easily than it will elicit their own, so that all those people who believe that they are through-timers may find that their Time Lines are really somewhere other than where someone else had convinced them wrongly of thinking that it might have been, but never really was before then and now may return to its original position which it already had done immediately even as you now begin to think of this.

And so it will make it easier for your client if you have them integrate the learnings that they have learned in that past event with all of the other events of their Time Line. As this happens, they will also be making new associations on each and every one of those events.

As this takes place, the kinds of associations that have already been mentioned will automatically be re-patterned by the unconscious in a way that is most compatible with the system as a whole.

Since a great deal of the change work will be done at the unconscious level, the implications of the change work will not be fully realized for weeks, if not months. If the person had a particular request for some specific behavioral change, tie the specific change to the integration of the learnings and then have them take the learnings back to specific times in the past when they had had the problem behavior and then have them go into the future and notice how much they have changed already.

By doing this, you will tie global generative changes that were made in the multiple Change Personal History with the changes the client specifically requested.

At this point, you will want to re-elicit the person's Value and Belief Lines to see whether they have changed in structure and whether certain limiting beliefs or values have rearranged. This is done simply to test the work, so that the Practitioner can have some idea of the extent of the impact of the change work.

As you begin to use multiple Change Personal Histories for a single event, you will begin to notice that the scope of the changes will increase and that the person's whole life may be positively changed in as little as one session.

In my next article, I will discuss the Re-Imprint Technique and what it can do that Change Personal History does not.

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Rene Pfalzgraf *is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP. He has a bachelors degree in Psychology, a masters degree in Business and is presently working on a doctorate. He has been providing NLP trainings in Arizona for the past three years, including introductory seminars, practitioner trainings, master practitioner trainings and business training. He also has been involved with developing many new personal-change techniques and is presently working on several books relating NLP to business and to personal change. He may be contacted by writing NLP Arizona, Ltd., P.O. Box 39539, Phoenix, AZ 85069 or by calling 602-433-2280.*

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BOOK REVIEW



NANCY BEPLAT
Partner
Key Concepts

An Insider's Guide to Submodalities

by Richard Bandler and William McDonald

An Insider's Guide to Submodalities is intended for the reader who has practiced and developed the basic NLP Practitioner skills, such as rapport building, pacing and leading, VAKo/g modalities, anchoring, reframing, etc. Bandler and McDonald present material which refines and builds on this basic knowledge.

The authors begin with a short description of visual and auditory submodalities. They follow this description with an exercise for exploring and verifying the existence of submodality distinctions. This example is typical of the general organization of the book. A new idea or skill is presented with an appropriate description and discussion of its utilization. Next, the authors give explicit instructions for an exercise. I am impressed with the authors' care in presenting the exercises. Each one is explained clearly and concisely with enough information, and chunked and sequenced appropriately, so that the reader/Practitioner can easily understand and practice the exercise.

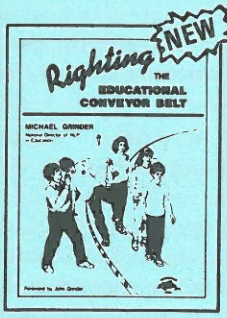
Much of the material for the book was gathered from transcripts of various Bandler seminars. I congratulate the authors on their excellent job of weaving the written description, the exercises and the transcript conversational material into a smooth, flowing pattern. If one reads carefully and does the exercises, the experience will be as close to an intensive advanced submodalities training seminar as one can have without going to an actual training.

The book is divided into three chapters. The first two explore visual and auditory submodalities and third, kinesthetic submodalities. In the first chapter, "Shades of Meaning," the authors examine what happens when various submodalities of a specific experiene or state are altered; they give instructions for comparing submodalities of one process with another (i.e., the submodalities of confusion with those of understanding); next, they give examples and exercises for

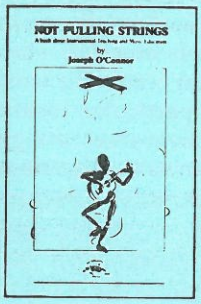
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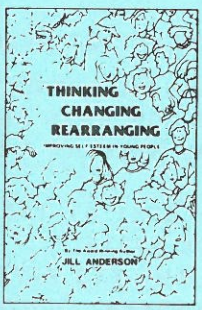
Michael Grinder stresses the multisensory approach to learning – not just notetaking and lecture, but techniques that involve the students' senses so that they learn through hearing, seeing, touch and movement. Following the models of NLP, **Righting The Educational Conveyor Belt** presents new ideas for educators that will reach students on an individual basis as well as in group settings. This book gives teachers new, remarkably successful ways to teach.
1-55552-002-2. . . . . .softcover $14.95



Not Pulling Strings takes a new look at the process of music education. It widens the view of the current system of music education by showing how accurate learning takes place and the factors that can help or hinder learning. **Not Pulling Strings** describes how communication between teachers and students can be more effective when teachers evaluate their lessons by the response they get, rather than what they intend. This book will interest musicians in particular and will be intriguing reading for everyone interested in the process of learning.
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the process of mapping submodalities of one state onto another state; and, finally, they explain how to use submodalities to change personal history.

The chapter ends with two tables. The first gives examples of submodalitiy distinctions in language patterns as follows: "Life is so drab." "He's had a colorful past." (visual p 43) "The right decision was screaming at me." "Got you, loud and clear." (auditory p 44) "She's a cold fish." "The pressure is off." (kinesthetic p 45) Table #2 lists submodality distinctions and offers examples of appropriate questions to ask for eliciting a particular submodality.

The second chapter discusses and demonstrates the use of submodalities for chaining and swish patterns, and the use of submodality shifts for belief changes.

The third chapter, which is appropriately titled "Scratching the Surface," explores kinesthetic submodalities. The authors suggest experiments of ways to make finer distinctions in body awareness or a "kinesthetic gestalt." If, for instance, a person is aware of a tightness in her stomach which she associates with fear, she would be encouraged to find where this sensation began before it came into awareness. Once she's found the beginning or earliest discernible feeling which leads to the tight stomach muscles, she is encouraged to trace the sensation from that point. She would notice the quality of the flow and the particular location and/or path this sensation follows. This awareness will give her the option of interrupting the pattern in its earliest stages.

I enjoyed experimenting with Bandler's and McDonald's method for re-accessing a drug state without actually taking the drug. I did this by following their directions for re-experiencing an injection of novocaine, similar to the many I've received during dental visits.

> As an experiment, hold your right hand, palm down, and place your thumb in your mouth in such a way that you can pinch your left cheek between the thumb and forefinger. Move your thumb all the way back in your mouth, pinch your cheek, and give it several tugs forward and out. Notice the sensation in your cheek. What does it remind you of?
>
> Do it again, only this time remember the sensations in the sequence of an injection of novocaine . . . Trace the sequence of awareness carefully, feeling exactly what you felt the last time you had an experience with novocaine. Repeat and intensify the sensations several more times. (pp 98-99)

Because of the authors' capability and skill in presenting complex material in an elegant, easy-to-understand form, the material will be useful for any reader who wants to refine and expand his knowledge and use of submodality distinctions.

❐

An Insider's Guide to Submodalities is available now from Metamorphous Press, Inc., 1-800-937-7771.

Nancy L. Beplat *is a Certified Trainer of NLP. She is a partner of Key Concepts, a musician, visual artist and teacher. She is a PhD student in The Fielding Insitute's Human and Organization Development program. She can be reached at 40645 Little Fall Creek Road, Fall Creek, OR 97438 or by phone at 503-746-8409.*

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THE BARDO PROCESS

The Bardo comes from the Tibetan *Book of the Dead*. In the Tibetan belief system, in between incarnations, one goes to a space called the Bardo, in which you are healed from this incarnation and prepared to enter into the next incarnation.

The purpose of this process and exercise will be for you to gain a sense of direction, a sense of purpose, a sense of understanding. In the spiritual traditions, there is a belief that we are not here arbitrarily, but that, in a sense, we exist in a huge University called Life. The function of life is learning. There are lessons that can only be experienced and learned by going through the process called living. Our goal during this process is to find out what lessons we came here to learn this time. In each incarnation there are lessons to be learned and until we've learned all our lessons, we can't complete the process.

The worst sin of all is the sin of aimlessness. The worst direction of all is to drift aimlessly. If we can get in touch with our purpose, our aim, our goal, our destination, then we can have direction and we will be much more effective in fulfilling our process and have what we have to do here be in more perspective.

The Process

Get in a comfortable position, with your head, neck and spine aligned. Relax. Take a deep breath. Get in touch with the direction of your Time Line. Float up above your Time Line, perhaps putting a flag marking "Now" to assist you in getting back to it easily. From this position above your Time Line, float out along your Time Line into the future. Floating out, out, out to the end of your Time Line in the future. From a point at the end of your Time Line, I want you to notice that your Time Line stops temporarily and then it continues after a short break. From this spot at the end of your Time Line in the future, look up and you will see as you look outward from the end of your Time Line a cloud of white, radiant light. Leave the end of your Time Line and float up, up, up and enter this cloud of white, radiant light. As you enter this cloud, you feel incredible peace, incredible joy, incredible comfort, incredible happiness, incredible calm. Experience the feeling of being totally loved, totally cared for, totally calm. Realizing this is a place you've been to many times before and you will go to many times again. In this cloud of white, radiant light you will be surrounded by a cloud of knowing. There are entities in this cloud who have been there from the beginning of time to guard you, guide you, help you, assist you. Ask these entitites, these guides, these guardians, what it is you came into this incarnation to accomplish — what it is that you came here to learn. They may tell you in words, in feelings, in pictures, in symbols what it is you came into this incarnation to learn and accomplish. Take a minute for them to transfer this information to you. As they do so, feel and experience their love and concern, compassion and caring, insight and wisdom. Experience your own feelings of joy, peace, calm, at-one-ness. Now thank them for having passed this information to you. They may have passed it to you in the form of pictures, sounds, sensations, symbols. They may have passed it to you on an unconscious level which you will have an opportunity to discover; they may have passed it to you on a conscious level. Now leave this cloud of white, radiant light, this cloud of peace, love and understanding, with the full knowledge that you can return here anytime you so chose. This place has been here and will be here throughout all eternity. Float back out of the cloud, bringing the knowledge of the purpose of this incarnation with you. Float back to the end of your Time Line, arriving at the end of your Time Line. From the end of your Time Line, turn and look back along your Time Line towards the Now. Contemplate the many things you've accomplished and contemplate the things you have yet to accomplish. In your own mind, enumerate them. Given the things you've already done, what else do you have yet to accomplish? What is it you have yet to achieve in order to fulfill and learn what you came here to learn? With this understanding of what it is you have yet to accomplish, now begin a journey to gather the tools, experiences and resources that will allow you to accomplish these things you have yet to accomplish.

Float back along your Time Line from the future toward the Now. Pass by the Now and float back along your Time Line into the past. Float back along your Time Line into the past all the way to the beginning of your Time Line. All the way back to the moment of your birth. As you look down at your Time Line at the moment of your birth, you notice that there is a brief discontinuity in your Time Line. You notice the same cloud of white, radiant light that's always there. Then you see your Time Line continues and also, at this point, you see that your Time Line is criss-crossed by the Time Lines of your mother and father. If necessary, travel backward down these other Time Lines of your previous incarnations or down your ancestors' Time Lines, traveling down many of these Time Lines at once until you go back to a point where you can turn and begin to come forward with all the resources that you're going to need to accomplish what you have yet to accomplish. In most cases, you'll already have all these resources in this lifetime. In some cases, you may want to go back down some of your past incarnations or down some of the Time Lines of your ancestors to collect particular resources that you/they had available.

Now turn and move toward the Now, back down the various Time Lines of the past or down your Time Line from your birth in this incarnation. Move slowly and, as you move, collect all the resource you will need in order to accomplish what it is you have yet to accomplish. Collect resources in the form of learnings, experiences, feelings, sensations, pictures, sounds, smells, tastes. Collect all the resources. You have all

the resources that you need already available to accomplish whatever it is that you have to accomplish. The only secret is to access those resources and make them available in the current state, Now, where you need them.

Move back along your Time Line towards the Now only as rapidly as you can collect all the resources that you will need and bring them with you. As you move along your Time Line, you are accumulating more and more resources and bringing them with you. Take about 15 seconds of clock time, which can be years of subjective time. Take all the time you need subjectively to collect all these resources and bring them with you. Carry them along your Time Line until you arrive at the flag you set above the point called Now.

Surrounded with all these resources and from a point above Now, look out into the future once again and lay out in broad outline the path you will take, with the resources you have available to you, to accomplish those things you have yet to accomplish, to do those things you have yet to do, to achieve those things you have yet to achieve, to feel those things you have yet to feel, to believe those things you have yet to believe, to sense those things you have yet to sense, to think those things you have yet to think, to experience those things you have yet to experience. Develop a general plan in broad outline for how — utilizing the incredible collection of resources from your past, your previous pasts and your ancestors that you have available and surrounding you — you will accomplish what you have yet to accomplish.

Once you have carried out the strategic outlines of this plan and recognize what it is you have yet to accomplish and how you are going to develop the plan to accomplish that, store those resources in the present in that particular place you have reserved for all your resources. Yes, your unconscious mind knows where it is. They can be safely stored so they are with you always. They will be there with you, along with your Witness Consciousness, which will be there with you always, that will maintain a level of awareness always that will allow you to have access to the resources whenever you need them, because it will always be aware and that awareness, at the same time, will be an indication to other parts of your being that those resources are available and that they can use them.

Once again, from a point above your Time Line in the Now, float out, out, out once again into the future. Once again, out to the end of your Time Line. From the end of your Time Line out in the future, once again looking toward the Now, notice the path you are going to take, the things you have yet to do, to see what it's like to have achieved those things you have yet to achieve. From this position in the future at the end of your Time Line, having already accomplished those things that you have yet to accomplish, having already fulfilled those things you came here to fulfill, experience how wonderful it feels to have lived a long life full of purpose, full of achievement, in which you were able to accomplish your aims, in which you were able to accomplish what you came here to do, in which you were able to fulfill your destiny. Take a few seconds to revel in those feelings.

Step out of those feelings, leaving them there in the future for that time in the future when you will come to them and experience them naturally and appropriately in the course of time. Once again, float above your Time Line and from that point in the future, move back along your Time Line to the present, and as you do so, looking down on your Time Line observing the many things you have yet to accomplish, the many things that you are accomplishing and will accomplish and have accomplished, experience the feelings of assurance, joy and purposefulness. And as you arrive at that point above the Now, turn and look toward the future, turn and look back toward the past, turn and look back toward the future. At a point above the Now, firm with your purpose in mind, with the firm knowledge of where you have been, with the firm knowledge of the resources you have available to you always, with your Witness Consciousness ever present and with a sense of purpose, inner peace and inner calm of one who knows his destination, who has a broad outline of the map of the journey, one who has the assurance, the resources and confidence to make the journey, to complete what needs to be completed and fulfill what has to be fulfilled. With these feelings intact and the Witness Consciousness ever present, float down from your Time Line and come back to the Now, being present in your room, moving back into your body. Slowly wiggle your toes and move your fingers. Slowly adjust to being back in the Now with your Witness Consciousness present.

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Wyatt Woodsmall, PhD, *is an NLP Master Trainer and Master Modeler. He has pioneered in applications of modeling in government, business, industry and spirituality. He is teaching the special "Beyond Self Awareness" workshop throughout the country. Doctor Woodsmall is currently working on two books,* The Science of Advanced Behavioral Modeling *and* Beyond Self Awareness. *He can be reached at The National Training Institute for NLP, 801 South 20th Street, Arlington, VA 22202, 703-979-3835.*

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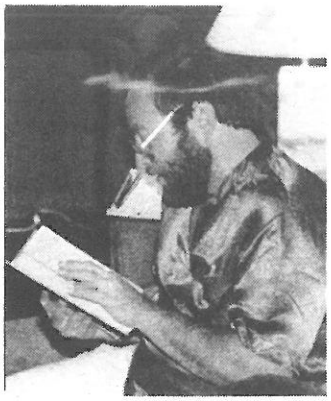
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SPECIAL FEATURE



JAY C. POLMAR
Consultant

ETERNAL YOUTH — Part II

"In youth we learn; in aging we understand."
— Marie Ebner Von Eschenback

Truth is what we seek and everyone thinks they have the right answer. Religion tells you that you will experience eternal life after death. In the metaphysical concepts, you must die and reincarnate thousands of times before you become immortal. The atheists claim that once you've walked the earth this one time only, that is the end of it all. And everyone thinks that they are right. However, they do not tell you how to stay happy and healthy in this lifetime as long as possible.

As you read you will find that there is proof that you can live longer, feel younger and eliminate the aging process. This includes a discussion of scientific theories that have been verified, i.e., aging is an abnormal process; your body tissue is very different than you thought it was; time can be altered or suspended. These four concepts indicate that death may be avoided and may be an illusion. By reading, digesting and internalizing these instructions, you can change your physical appearance and health. You will never again be able to think of yourself exactly the way you did.

"In this country, some people start being miserable about growing old while they are still young."
— Margaret Mead

Concept Number One: Aging Is Unnatural

In the mid-1950s, a Special Committee on Geriatrics was appointed by the American Medical Association. It's extensive research proved that there was no disease that produces aging as a result.

Let that thought sink in for a moment. There is no disease that naturally produces the aging process. There are no diseases that produce old age. So from this we might conceive that aging is an unnatural process. Since aging might be considered unnatural, then perhaps the belief in death being natural is very possibly wrong. In fact, for today, let's continue to play Dr. Jay's pretend game and think that death is unnatural and abnormal.

"The more we are making advancements in science, the more we seem to fear and deny the reality of death."
— Elizabeth Kubler-Ross, MD

There are always hundreds of medical researchers considering various ways to keep us alive longer and cheat the angel of death through modern medical practices. With this in mind we must conclude that deep within, man believes that aging and death are not a natural part of the Universe. Scientists, doctors, researchers, governments, research foundations, Universities, private laboratories and, of course, taxpayers spend billions of dollars every year and succeed in keeping us healthier, but not necessarily happier.

"If you associate yourself with older people who do enjoy their lives, who are not stored away in any golden ghettos, you will gain a sense of continuity and the possibility for a full life."
— Margaret Mead

Concept Number Two: Aging Is Psychosomatic

This means that our minds are telling our bodies that they are old and our bodies believe them!

We've all met people who look, act and feel younger than their chronological age. What is their secret? Look at what research has found: There have been many documented cases on record in mental institutions (insane asylums) which have patients who do not appear to age at all. For example, a 40-year-old woman will look, act and have the skin of a 15-year-old woman because in her mind, she really believes she is 15. It is the thinking of this mental patient that keeps her feeling, looking and acting youthful. So, if you act young, enjoy life, are curious about the eternality of nature and really believe you are youthful, you will be!

"All my life through, the new insights of Nature made me rejoice like a child."
— Marie Curie

Also, the opposite is true. There are cases of people who actually grow old before their time. You probably have heard of cases where someone is traumatized, possibly through a horrid

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experience, and it seems that they have physically aged overnight . . . . either with gray or white hair or by their old appearance. This certainly does not go along with the so-called "normal" laws of growing old. As in the case of the youthful mental patient, it was the thinking of the traumatized person that whitened the hair.

As a case history: 1980, Kingsville, Texas. Ms. J.M. came to see me in therapy for two ailments. First, she had a bone disease due to a crippling accident at age 19 (some 20 years earlier). This disease was noticed in X-rays by her radiologist, orthopedic surgeon and chiropractor who were treating her. According to the X-rays, her bones looked as if she were over 60 years old. Additionally, her bones were poorly fused at the points of fractures. Secondarily, her hair had turned to white from fright during the accident — falling down a flight of steps while pregnant. Although J.M. was only 39 she was carrying around a much older woman's body.

Our therapy was psychodetox beginning with regressive hypnosis, a "back-to-the-cause" process. Then, after careful re-education about the lessons of life, how to use various forms of meditation, visualization and intense self-programming, she began to get brown hairs growing from her hair roots. Within six weeks the brown hair was about a half-inch long. This was followed by a full head of dark brown hair, which she promptly bleached, blonde. (Leave it to some women, don't you know?)

After three months she went for a physical and a set of spinal X-rays. The results were promising. The chiropractor said that she had healthy looking bones and the bad fusion was somehow disappearing. Six months later the physicians indicated that she had made remarkable progress for someone who was so ill just a few months earlier.

The therapy we used with J.M. was simple: "I am young, therefore I will have a young body."

We worked together to write mental programming scripts and they worked. It helped that her belief system was an open one and that her Rosicrucian affiliation helped her believe in this particular methodology.

Take a moment to think about people who have deep wrinkles in their foreheads and faces filled with wrinkles. This is stress. Stress is a killer. To stay young and live a happy life, give up stress. Give stress up for "lent" . . . . give it up forever.

> *"Stress is what occurs when you desperately restrain yourself from choking the living shit out of someone who truly deserves it."*
>
> — Author Unknown

Aging is psychosomatic. It can be caused by worry, stress, trauma, or chronologically. The aging or youthing process is a result of your thinking, consciously or unconsciously, negative or positive. As psychiatrists have shown, you can stay young because of your thoughts. So, if you think young, what we consider to be "normal" aging doesn't have to occur simply because of the passage of time. Simply change your thoughts to think . . . . I am a young person!

> *". . . be as a child."* — *The Bible*

❐

Continues in our next issue.

Jay C. Polmar, PhD *specializes in Holistic Health and Brain/Mind sciences. In addition to authoring two books, Dynamic Speedreading and Finanacial Success, Dr. Polmar uses his extensive talents and abilities in many areas, including teaching courses in subjects ranging from Self-Empowerment (a 16-hour course in brain/mind programming), Stress Management (a corporate program) and Attitudinal Healing to Accelerted Learning Dynamics. He can be reached at 109 Executive Drive, Suite A-7, New Port Richey, FL 4652.*

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CONTENTS

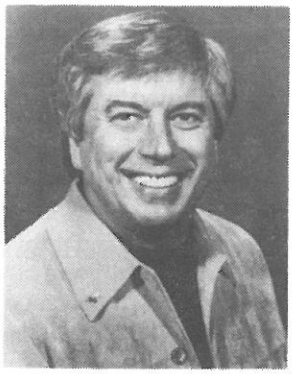
Chapter 1: Four Ways
Chapter 2: Objective Knowledge
Chapter 3: Identification
Chapter 4: Parts
Chapter 5: Projecting Parts
Chapter 6: Feelings
Chapter 7: Clarity
Chapter 8: Karma and TimeLine
Chapter 9: TimeLine and Reincarnation
Chapter 10: Cause and Effect
Appendix A: Meditation Enhancement Process
Appendix B: Beyond Self Awareness Workshop

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LEADERSHIP vs SURROGATE PARENTING — Part II

There are two levels of relationship: Level One is called "conspiracy." The word literally means, "breathe together." It comes from the Arab idea of getting so close together that you share the same breath. In a conspiracy, you have a common outcome (payoff) arrived at through at least two different means, leading to the reinforcement of a predetermined limitation.

We conspire to keep ourselves stuck, persistently limited, and justifiably proud of our efforts — by eliciting Parenting. Our efforts are just that — efforts — so we have no real commitment to our conscious goals. Everybody I know, without exception, would love to be rich — not just well off but RICH!!!, filthy rich with all the toys that tons of money can bring. Yet, people continue to do the things that keep them struggling, with the aid of all those others who are also willing to keep them struggling as well.

Who ever said that VOODOO exists only in the jungles of Africa? It seems that once Parenting has cast its spell over us, we move about like zombies, waiting for something to "do it for us" while we head away from our stated goal.

We fantasize as we conspire: something out there is keeping us from doing/having/being something we want — so go, change that, so I can be happy! Our co-conspirators give us agreement to that effect so that we wind up smaller, weaker, and poorer. To break the conspiracy, we must junk the notion of others being able to save us, we must declare ourselves truly hopeless. (Hope is like a rotten potato — it keeps us suffering in place; so to be without hope is to wind up where you need to be — right in the middle of things. That's where the action is, and that's where you need to play from.)

As soon as we realize that we are the ultimate authority in our lives and that no one can help us or hurt us — and that we always have a choice in any matter — then we can truly begin to grow and evolve utilizing our treasure of talents, gifts, and skills that have lain fallow for most of our lives. Then, "Hopeless" becomes a clean slate, a new beginning, a fresh opportunity to design our future and fill it with successes and accomplishments.

For a decade or longer, I've heard a number of transformational personalities expound on how being truly enlightened means "to empower" people. This statement is usually followed by a long, and somewhat complicated, formula based on some particular philosophy. In the end, there's usually references to compassion, assistance, contribution and support. But, there's no "how to." How do you contribute to people? How do you empower them? How do you show compassion? How do you elicit strengths? How do you translate some vague philosophical notion into an actual process so you can experience others growing stronger?

Stop Parenting! Start Leading!

Start off simple, like this: Remember the old saying, "Use it or lose it!"? Make a list of some of the things you can't do or have no natural ability in. "I'm no good at remembering names." "I can't do math worth beans." "I'm no good at meeting new people." "When it comes to dancing, I have two left feet." You know the kind of stuff we're always putting over on other people. Then next to each of our limitations, write who gets to do these things for us. Then next to their names put who they represent in the conspiracy you have going. Finally, list the payoff that you both get from playing this way.

You will discover very quickly the price you've been paying for all the surrogate parenting you've been receiving. And, you'll discover that the payoff isn't really what you want in that relationship — it is what you have settled for.

Let's begin at the beginning and see if we can fit some of the distinguishing pieces we've discussed into the separate frames of LEADERSHIP and PARENTING.

As we've said, the first four years are pure Parenting. The little person has little if any facility to handle life independently. You don't give your three-year old the keys to the car and have them go out and get you a paper. Sounds foolish, I know, but we all take for granted that that task is far beyond the skills of the child. During this period the Parent fills in the cracks, takes up the slack, and generally supplies everything the child needs. A good, stable adult with love and goodness in heart is about the best thing a child can have in life.

At four, you give up control! You initiate behaviors that will result in the child developing skills, traits, and qualities of their own that will support them for a lifetime. You begin to relate to your child in such a way that you don't have to control them, so that, eventually, they will be in full possession of self at all times. Upon this growth depends their behavior, their well-being, their sanity.

As the years go by, you elicit more and more strengths and abilities as you ease back on supplying every want/need. You refrain from giving ultimatums, contradictions, and disrespect that are the bane of the average child, and you acknowledge the right of the youngster to be self-sufficient and self-directed.

Parents have rights, too, and you must be clear about this point. Be regular and consistent in the application of these rights, and be regular and consistent with the consequences of violating your rights. A disrespectful child needs to discover the consequences of that behavior — just as much as to discover the benefits of loving cooperation. The sweetness and love of a child is preserved only so long as they can exert their own self-determination. As you interfere with that, so, too, do you interfere with the child's ability to contribute.

A human being feels able and capable to the extent they are permitted to contribute as much, if not more, than they are contributed to. No one has the right to deny anyone else the right to contribute. A person who contributes feels secure in their environment. They make a difference, their actions/behavior count for something and they can produce change at will. That same person will begin to feel insecure the moment they stop contributing or when they receive more than they contribute.

Everyone reading these words has at sometime in their life heard about or witnessed a tearful scene at some painful event where a parent laments: "We gave her/him everything — where did we go wrong?" When we "spoil" our children, we rob them

of the opportunity to fulfill themselves as people and we deny them the pleasure and the gratification of experiencing themselves as having something valuable to offer and worthwhile to contribute. A human being will rebel against and attack any source which contributes to them more than they contribute to it.

We must allow people to contribute to us. We cannot order it; we cannot command it. We must create situations in which another person can discover that a contribution is needed; to then figure out what their own contribution can be and then to make it! If people are not allowed to choose a contribution, then it isn't real — it belongs to someone else — and what could otherwise elicit strength now merely means more control.

Imagine, if you would, that two people facing each other symbolizes a relationship — any relationship. Between them draw a circle so that each side touches them. This circle represents the circulation of energy which creates the balance of a healthy relationship. Person A, on the left, reaches out and contributes to Person B, on the right. In order to make that transfer of energy, Person B has to be willing to accept what Person A has to offer. If B refuses to accept what A is offering, A feels weak, unworthy, unsatisfied and unfulfilled. B receiving allows A to experience a sense of Power. Now B contributes back to A, and A accepting gives B a heightened sense of personal power as well.

People do not live in a vacuum; they must give and receive energy "to keep their batteries charged." No charge means no life. Contribution is vital, it's what keeps people alive and healthy. Unfortunately, contribution is highly suspect in our culture and because we refuse to accept what others contribute, we dis-empower others to the extent that they think they need parenting. It was excessive parenting that made them feel inadequate to begin with and because of that inadequacy, they rejected others' contributions and that rejection brought on more parenting. How's that for a vicious cycle?

How many of you reading this have a tough time with compliments? I used to have a helluva time until I retrained myself. Every compliment is a contribution, like it or not, and I won't deprive anyone of that experience of making a difference. I used to hem-and-haw, stammer around and come up with some kind of lame, discount statement. You know what I mean, you've done it too. Now, I smile, say thank you, and soak it up. I'm careful not to return the compliment immediately — you know, the "hot potato" syndrome: The compliment is too hot to handle so you give it right back. (Here's your compliment back, slightly used!) I wallow in some good feelings, and glow a bit and I watch the complimentor follow my lead. Pace and lead people through their personal power, and they'll love you forever.

Refuse what someone has to offer and it is tantamount to a hard slap. They will immediately feel enervated, weakened and cheated and they'll begin resenting you immediately. Think of the kid who buys something really nice for his mom on her birthday, and all she can say is, "You shouldn't have done it." Why not?? What's wrong with a kid giving his mom a present? What's wrong with the present? How many kids feel cheated by well-meaning parents who play "modest" at these times. "Don't spend anything on me — save your money for something important" not only does not endear you to your children — it makes them wonder what horrible defect keeps you from being important.

You empower those whom you encourage to make a contribution. Their experience of heightened vitality and strength will support them in all their future endeavors and their self-esteem will be such that no one can diminish their firm and loving ground of being. We all stand for something; we all stand on something; let it be contribution.

A tiny baby contributes to you by making you smile. The baby, also, will show off to entertain you. As they grow older, the baby will dance for you, give you little presents, grin and giggle at you and imitate you, just to lighten your day. If you refuse to accept these smiles, those little dances, those grins and giggles in the spirit in which they are given, then you have begun to deny that little person their right to be loved and supported by life.

Let's move from children to adults. Except for certain no-fun situations there is no difference in the basic principles. A person will be able and capable to the extent that they make a difference at what they do. As long as they can develop more skills and abilities, they can expand their ability to contribute and through that contribution they will achieve well-being, security and satisfaction. But when a person is taken care of by some organization, company or brotherhood, and their well-being is in the hands of some care-giver, then fear, prejudice, hatred and rebellion take over. It makes no difference if we are talking about some small company somewhere, or some large international corporation or some Third-World country. The dynamics are the same: give care and inspire rebellion; lead to contribute and inspire independence.

The United States is now the world's leading debtor nation. After WW II, the US controlled 96% of the world's money supply and we could afford to be generous and magnanimous. We rehabilitated not only our allies, but our former enemies as well. Today, after squandering billions and billions of dollars, we find ourselves reviled, maligned, hated and treated with contempt by the very nations we've helped and we are genuinely grieved by this. We now control 18% of the world's money supply, and we are going to have to make some basic changes in how we do business or else we'll wind up bankrupt. Take any sized chunk you like — individuals or nations — apply these principles and you can see the results.

Human beings are engineered according to a precise model. That model operates flawlessly and if you use the model as it was intended to be used, you can achieve great things. (NLP is the discovery of that model.) Installed in these human beings are two basic drives. These basic drives operate outside any cultural, linguistic, economic or geographic considerations and are common denominators in our behavior. Understand them, apply them, and enjoy them — they'll inspire the best in you.

The first drive is: TO BE HEARD. The auditory system is the first one to develop and the first one to begin reporting to the brain. Mommy's insides are frightfully noisy but those sounds prepare us for our eventual debut into the world. Because it's the first on line, we have a natural drive to be heard, to be listened to. I don't care what your lead system is, you will become very frustrated if no one listens to you. You may think in pictures but you communicate with sounds and those sounds are your life blood.

Isolation is the harshest form of punishment. We implode, collapse in upon ourselves and then we begin to TALK TO OURSELVES AND ANSWER IN RETURN! So great is our need to be heard that we will move heaven and earth to get our point across. Some of us get cut off when we are young. It doesn't mean we still don't have the drive. Oh, it's there — we just express it differently. A lotta people smoke, some drink, some just eat. Humans are inventive creatures and we are adept at creating outlets. No matter what, though, we absolutely have to be heard.

It seems strange, then, that the one person we don't really listen to is ourselves. I was astonished to learn that most of the people I've worked with over the years, at first had no idea what they had said. I've asked people to repeat what they just said, and they couldn't do it! What do you think that presupposes?

What is being said about what is being said? Do you wonder why it is so difficult to get quality information out of people? We hunger for this auditory acceptance without accepting ourselves. No wonder we have all the confusion and contradictions in our society!

The second drive: TO MAKE A DIFFERENCE. A human being who does not sense themself as "dangerous" is not alive — not at least, in the true sense of aliveness. A human being who is "helpful but harmless" simply goes through the motions day after day, concerned only with safety and getting by. Who do we elect to public office? The guy that promises to make the most favorable changes!! He promises to be dangerous to the existing order in order to make improvements in our life style. I doubt seriously if anyone would vote for a candidate who promised to keep everything just the way it was. Why elect him? What good is he? Might just as well keep the other guy in as switch horses in midstream.

Politicians talk a great deal about "Leadership," and how they propose to lead us. We must listen carefully to the context for this "leadership." It could be Parenting in disguise. What could Parenting do on a nationwide scale? Look at Sweden. Cradle-to-the-grave security coupled with the highest suicide rate in the world. Sweden has the highest income-tax rate of any nation — you have to give up 85% of your paycheck to Uncle Sven — and you still have to pay $20,000 for a Volvo. I know a number of Swedes who have vowed never to return to Sweden — they can't breathe there.

They feel as though they are just another number on some bureaucrat's printout that will be taken care of in the proper order.

Of course, everyone over the age of 30 remembers JFK's inaugural address and the famous line, "Ask not what your country can do for you, ask what you can do for your country." And that was just the beginning. Though he only served for a little over 1000 days, JFK's speeches rang with leadership phrases that challenged the listener to stretch and become more — to generate life instead of wait for it to happen — and to dare to do only what others previously dreamed of. Say what you like about his politics but never doubt for a moment that the United States stirred, and was touched, and was moved by what this president communicated. It is unfortunate that JFK was succeeded by a well-meaning but misguided Parent who wanted to do it all, for everyone. Notice please, the lightening deterioration of the relationship between the government and its young people as the sixties ripened into the seventies. It took ten years to restore a sense of pride and accomplishment that all that Parenting cost us.

Ronald Reagan (!!) said something once that seems to fit well in a leadership role. He said: "You simply cannot fail when you get talented people to accomplish great things and them give them all the credit that goes with the accomplishment."

In Part THREE we will summarize Parenting/Leadership distinctions as well as give you the opportunity to evaluate yourself in either or both these frames.

Excerpts drawn from material used in his "Talented Parenting" and "The Other Side of Love" Seminars.

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ON THE LIGHT SIDE



KAREN MOHLER
Owner
Focus Inward

TIME ON SALE!

Time on Sale! This was the wording on a sign that I noticed in the window of a retail clock store. I thought to myself, "What a wonderful idea! If only we could, in fact, sell minutes and hours and years, people would flock in by the droves and pay *any* price (let alone "on sale") for additional time that could be incorporated into daily activity.

How many of us have heard: "I'd give anything to be 30 years old again, but I'm really 48." Or what about, "If I only had another hour or two before the meeting, but I've run out of time"? Comments like these are commonplace in our society.

Once in a blue moon you may find someone who says, "I've got all the time in the world." And, it's *extremely* rare if that person happens *not* to be retired.

So in our busy world, how can we buy time? Of course, it would seem much too simple if I said that we can have all the time that we want if we just knew that we could have it. What if we *really* believed that we *did* have all the time in the world? Could we really tap into that never ending source? *You bet!!* And, it just so happens that that statement is true. When a person allows the universal abundance of time to be on his team, then time literally becomes elastic.

If we believe that we are short of time, we will be. The only price that we would need to pay for "buying time" is the price of change. There is great truth and wisdom in the statement "You are what you think." Our thought structure or pattern governs what happens in our lives. When a person is constantly thinking or saying that they are short of time, the repetition of the same thought pattern creates a belief structure. That belief structure then is manifested into reality.

Love, enjoyment and trust create the abundance. Fear, dissatisfaction and lack create the shortage. Stay focused in the present and know that everything will be done in perfect order, and in plenty of time. Being in the present creates the bond of trust needed to relieve the worry that is created by allowing thoughts to wander into the future.

Listen to your intuitive impulses and *act* on them. See the job or project complete in your mind just exactly the way that you want and desire it to be. Act at the direction of the little voice within rather than procrastinating. Create a vision of completeness and follow it through, trusting that everything needed will come at just the right time for you and your project, and knowing that you deserve the success of the completed project.

Also, do what you *love* to do! Satisfaction and contentedness effect time greatly. We are always most happy when we do what we enjoy doing. That joyous attitude affects not only time, day to day, but also the longer term ageing process as well.

A little hint—-you have worked on a project for 2 hours, and because you thoroughly enjoyed it, it seemed like 45 minutes, instead of 2 hours. During that 2-hour time span, you really only aged *45 minutes*. Conversely, if you worked on a project for 2 hours, and because you hated what you were doing, it seemed like it took 4 hours, you aged *4 hours* in that 2-hour span of time because of the stress of dissatisfaction.

Take charge of your life. Take control of your thoughts and restructure your world. There is no need to be a victim of anything anymore. "Buy" all of the time that you want and need by *knowing* that you have plenty. Live in the present. Listen to your intuition and act on it. And do what you love to do. Then, make time elastic, by "Buying Time On Sale" with your thought pattern. It's easy!

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STEPS TOWARD INNER PEACE

PEACE PILGRIM
1908 - 1981



On her pilgrimage from 1953 to 1981:

"A pilgrimage is a gentle journey of prayer and example. My walking is first of all a prayer for peace. If you give your life as a prayer you intensify the prayer beyond all measure."

Peace Pilgrim walked more than 25,000 miles across this country spreading her message — "This is the way of peace: Overcome evil with good, falsehood with truth, and hatred with love." Carrying in her tunic pockets her only possessions, she vowed, "I shall remain a wanderer until mankind has learned the way of peace, walking until given shelter and fasting until given food." She talked with people on dusty roads and city streets, to church, college, civic groups, on TV and radio, discussing peace within and without.

Her pilgrimage covered the entire peace picture: peace among nations, groups, individuals, and the very important inner peace — because that is where peace begins.

She believed that world peace would come when enough people attain inner peace. Her life and work showed that one person with inner peace can make a significant contribution to world peace.

HARMONIOUS PRINCIPLES FOR HUMAN LIVING
Part IV — Four Relinquishments

Self-Will Now, the last part. These are the relinquishments. Once you've made the first relinquishment, you have found inner peace because it's the *relinquishment of self-will.* You can work on this by refraining from doing any not-good thing you may be motivated toward, but you never suppress it! If you are motivated to do or say a mean thing, you can always think of a good thing. You deliberately turn around and use the *same energy* to do or say a good thing instead. It works!

The Feeling of Separateness

The second relinquishment is *the relinquishment of the feeling of separateness.* We begin feeling very separate and judging everything as it relates to us, as though we were the center of the universe. Even after we know better intellectually, we still judge things that way. In reality, of course, we are all cells in the body of humanity. We are not separate from our fellow humans. The whole thing is a totality. It's only from the higher viewpoint that you can know what it is to love your neighbor as yourself. From that higher viewpoint there becomes just one realistic way to work, and that is for the good of the whole. As long as you work for your selfish little self, you're just one cell against all those other cells and you're way out of harmony. But as soon as you begin working for the good of the whole, you find yourself in harmony with all of your fellow human beings. You see, it's the easy, harmonious way to live.

Attachments

Then there is the third relinquishment, and that is *the relinquishment of all attachments.* Material things must be put into their proper place. They are there for use. It's all right to use them; that's what they're there for. But when they've outlived their usefulness, be ready to relinquish them and perhaps pass them on to someone who does need them. Anything that you cannot relinquish when it has outlived its usefullness possesses you and, in this materialistic age, a great many of us are possessed by our possessions. We are not free.

There's another kind of possessiveness. *You do not possess any other human being,* no matter how closely related that other may be. No husband owns his wife; no wife owns her husband; no parents own their children. When we think we possess people, there's a tendency to run their lives for them and, out of this, develops an extremely inharmonious situation. Only when we realize that we do not possess them, that they must live in accordance with their own inner motivations, do we stop trying to run their lives for them and then we discover that we are able to live in harmony with them.

Negative Feelings

Now the last: *the relinquishment of all negative feelings.* I want to mention just one negative feelings which the nicest people still experience and that negative feeling is *worry.* Worry is not *concern* which would motivate you to do everything possible in a situation. Worry is a useless mulling over of things we cannot change. Let me mention just one technique. Seldom do you worry about the present moment; it's usually all right. If you worry, you agonize over the past which you should have forgotten long ago or you're apprehensive over the future which hasn't even come yet. We tend to skim right over the present time. Since this is the only moment that one can live, if you don't live it, you never really get around to living at all. If you do live this present moment, you tend not to worry. For me, every moment is a new opportunity to be of service.

Once last comment about negative feelings which helped me very much at one time and has helped others. No outward thing — nothing, nobody from without — can hurt me inside, psychologically. I recognized that I could only be hurt psychologically by my own wrong actions, which I have control over; by own own wrong reactions (they are tricky, but I have control over them, too); or by my own inaction in some situations, like the present world situation that needs action from me. When I recognized all this, how free I felt! And I just stopped hurting myself. Now someone could do the meanest thing to me and I would feel deep compassion for this out-of-harmony person, this psychologically sick person who is capable of doing mean things. I certainly would not hurt myself by a wrong reaction of bitterness or anger. You have complete control over whether or not you will be hurt psychologically, and any time you want to, you can stop hurting yourself.

These are the steps toward inner peace that I wanted to share with you. There's nothing new about this. This is universal truth. I merely talked about these things in my own everyday words in terms of my own personal experience with them. The laws which govern this universe work for good as soon as we obey them and anything contrary to these laws doesn't last long. It contains within itself the seeds of its own destruction. The good in every human life always makes it possible for us to obey these laws. We do have free will about all this and, therefore, how soon we obey and thereby find harmony, both within ourselves and within our world, is up to us.

[From a KFPK radio talk, Los Angeles]

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October 2, New York City
Advanced Hypnosis Training; contact NY Training Institute for NLP, 212-473-2852

October 7, Princeton, New Jersey
Interpersonal Influence; contact Eastern NLP Institute, 215-860-0911

October 7-8, Culver City, California
The Secret of Creating Your Future, *Tad James;* contact ProfitAbility Group, 800-NLP-7870

October 12, New York City
Beyond Master Practitioner Training; contact NY Training Institute for NLP, 212-473-2852

October 12-13, Seattle
NLP and Ericksonian Hypnosis, *Tad James;* contact ProfitAbility Group, 800-NLP-7870

October 13-15, New York City
Ericksonian Hypnosis Intro; contact NY Training Institute for NLP, 212-473-2852

October 13-16 (Programs Begin), Toronto
Practitioner/Master Practitioner/Trainer Training, *Derek Balmer, Janice Gray;* contact NLP Centres, 613-232-7782

October 18-26, Brussels
Practitioner and Master Practitioner Certification Training; contact NY Training Institute for NLP, 212-473-2852

October 20-22 (Program Begins), Calgary
NLP Practitioner Training; contact Sherlco Corp., 403-240-3565

October 20-22, Calgary
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October 21 (Programs Begin), Forrestal Village, Pennsylvania
Practitioner and Master Practitioner Certification (10-month training), *Joseph Yeager;* contact Eastern NLP Institute, 215-860-0911

October 21-22, New York City
The Child Within; contact NY Training Institute for NLP, 212-473-2852

October 21-22, Culver City, California
The Secret of Creating Your Future, *Tad James;* contact ProfitAbility Group, 800-NLP-7870

October 21-22, San Diego
2-Day Enneagram Workshop for Self-Discovery, *Don Riso;* contact The NLP and Enneagram Institute of San Diego, 619-696-7666

October 23, New York City
Advanced Hypnosis Training; contact NY Training Institute for NLP, 212-473-2852

October 27-29, San Francisco Bay Area
Success in Love, *Metha Singleton;* contact FuturePace, 415-485-1200

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Advanced Reframing; contact NY Training Institute for NLP, 212-473-2852

October 28-29, Ottawa
3rd Annual NANLP Canadian Regional Conference — "Destination Canada";
Presentation and Platform Skills, *Tad James;*
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WORLD HEALING MEDITATION

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

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

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

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

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

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

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

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

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

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

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

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

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

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

It is done. And it is so.

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

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Wyatt Woodsmall, PhD
Founder
National Training Institute for NLP