RAPPORTER

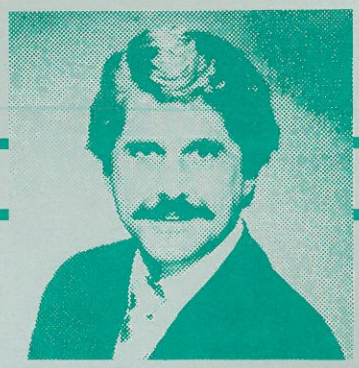
Journal of Human Performance Technologies



BALANCE | **AUGUST 1990** | **#35**

Advanced Neuro Dynamics

FORMERLY PROFITABILITY GROUP, INC.



New Products

To be included in the 1990 Fall Resource Guide. You'll receive a copy soon if you're on our mailing list.

Science & Sanity

An Introduction to Non-Aristotelian Systems and General Semantics
by Alfred Korzybski
(advanced NLP) The first book on neuro-linguistics published in 1933. It was the inspiration behind Tad's Language Integration Process. After you have read all the other NLP classics, then you'll be ready to tackle this 806 page volume...
Hardback..... *$29.95*

The Lost Secrets of Ancient Hawaiian Huna

(Huna) Tad's latest research project. The spiritual side of NLP & personal transformation. Includes an introductory presentation on Hawaiian Huna, plus advanced meditation techniques. Knowledge of Time Line Therapy helpful.
Available now!
5 cassettes, album, handouts..... *$79.95*

The Basic NLP Training Series

Your own personal NLP Practitioner Course on audio cassette.

Program #1: ***NLP, Sensory Acuity, and Submodalities***
Program #2: ***Rapport, Rep Systems and Eye Patterns***
Program #3: ***Strategies: The Structure of Behavior***
Program #4: ***Language Patterns of NLP***
Program #5: ***Anchoring and Reframing***
Program #6: ***Basics of Time Line Therapy***
Program #7: ***Conclusion***

25 edited audio cassettes, practitioner manual, cassette albums.....special... *only $395*

The Basic NLP Training Collection will be available October 1990. You may reserve your set now at the special pre-publication price of $395 (normal retail price is $425). This is a limited offer and it expires November 1, 1990. Order now at this reduced price and we will hold your payment until we ship.

SAVE $25! Submit proof that you are already certified in NLP and we'll discount the set an additional $25. Just send a copy of your certificate from any recognized basic NLP Certification course.

New Calendar of Events *with Tad James*

Current as of 8/16/90. Schedule subject to change, call to verify dates & prices.
Are you on our mailing list? Call for brochures.

The Secret of Creating Your Future

plus Huna Session on Monday
Total Investment:
weekend $145 or all 3 days $210

Oct. 13-15, 1990	Atlanta, GA
Oct. 20-22	Cleveland, OH
Jan. 26-28, 1990	Los Angeles, CA
Feb. 9-11	Anaheim, CA
May 17-19	San Francisco, CA
May 25-27	Seattle, WA

The Hawaiian Connection

Nov. 5-17, 1990 Kona, Hawaii
Deposit $350, Total Investment $1650

Integrity of Loving with Marni Dugan of Australia
Nov. 5-8, 1990
Deposit $100, Total Investment $600

The Lost Secrets of Ancient Hawaiian Huna: First Huna Intensive
Nov. 10-17, 1990
Deposit $250, Total Investment $1250

NLP Practitioner Certification

Regina, Sask. Canada
Dec. 11-16, 1990 (Week 1 of 2)
Jan. 7-13, 1991 (Week 2 of 2)
Deposit $250, Total Investment $1850

NLP Practitioner Certification

Newport Beach, CA USA
Feb. 26-Mar. 13, 1991
Deposit $250, Total Investment $2250

Events in Sydney, Australia

The Secret of Creating Your Future
Apr. 6-7, 1991
Lost Secrets of Ancient Hawaiian Huna
Apr. 13-14, 1991

Time Line Therapy Training

May 4-6, 1991 Toronto, Ontario
Deposit $75, Total Investment $325

Master NLP Practitioner Certification

Jun 8-22, 1991 Kona, Hawaii
Deposit $250, Total Investment $2500

Sixth Annual NLP Trainer's Training

Aug 3-18, 1991 Kona, Hawaii
Deposit $250, Total Investment $2500

VISA, M/C, checks & M.O. accepted.
All prices in U.S. funds. Seminar fees assume advance payment.
FOR PRODUCT ORDERS:
U.S. orders add $1.50 P&H. Canada add $3.50 P&H. Other countries add 7.50 P&H.
All orders shipped via air mail.

For more information, free catalog or to enroll, call Richard Roop toll free at:

(800) NLP-7870

or (808) 521-0057 from outside the mainland U..S.,
or FAX (808) 521-0051.
or mail your request to:

Advanced Neuro Dynamics
1001 Bishop Street #702
Honolulu, HI 96813

To submit, subscribe or just communicate: write

RAPPORTER

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

OUR PURPOSE AND PHILOSOPHY IS:

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

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

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

ANNUAL SUBSCRIPTION RATES (10 Issues)
Published every 5 weeks year round

	U.S.A	OTHER
USA & POSSESSIONS, 3rd Class	$35	N/A
USA & POSSESSIONS, 1st Class	$50	N/A
CANADA & MEXICO (Sent Air Mail)	N/A	$50
ALL OTHERS, Surface Mail	N/A	$50
ALL OTHERS, Air Mail	N/A	$75
CURRENT ISSUE	$ 4	$ 6

BALANCE AUGUST 1990 #35

Behavioral Modeling 2
RELATIONSHIP STRATEGIES
By Wyatt Woodsmall, PhD

Hypnosis 4
A LITTLE ERICKSON GOES A LONG WAY
By Rene Pfalzgraf

NLP in Education 6
ATTENTION DEFICIT DISORDERS:
Speculations on Possible Treatment Strategies
By Dr. Lloyd Flaro

Reviews 7
THE PRESENCE OF THE PAST, MORPHIC RESONANCE AND THE HABITS OF NATURE
by Rupert Sheldrake, PhD
Reviewed by Nancy Beplat

Special Feature 10
NLP *AND* HEART?!
By Deborah Pike

Special Feature 13
FACTICITY® — RELAXING WITH DUALITY
By Ragini Elizabeth Michaels

International NLP 15
NLP & ACCELERATED LEARNING (con't)
By Marvin Oka

Special Feature 16
PRESUPPOSITIONS OF NLP — Part II
By Rene Pfalzgraf

Beyond Self Awareness 18
IDENTIFICATION EXERCISE
By Wyatt Woodsmall, PhD

Events Listing 20

Resource Guide 20

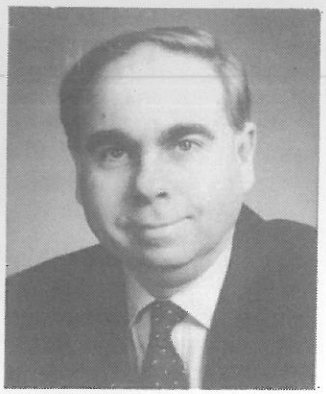
World Healing Meditation . . . . . **Inside Back Cover**

PUBLISHED BY
COALITION FOR GLOBAL SELF-EMPOWERMENT
Pamela Lieberman, Editor

CONTRIBUTORS
Nancy Beplat — Tad James
Kenrick E. Cleveland — Marvin Oka
Lloyd Flaro — Rene Pfalzgraf
Gordon Gamm — Tag and Judith Powell
Wyatt Woodsmall

COVER PHOTO Vinny Mallon

BEHAVIORAL MODELING



WYATT WOODSMALL
Chairman
Advanced Behavioral
Modeling, Inc.

RELATIONSHIP STRATEGIES

Relationship strategies are some of the most important strategies in a person's life. They determine what people we associate with and shape the form of our relationships. They determine who we choose for friends and enemies and who we fall in and out of love with. Good relationship strategies lead to close friendships that can empower and enrich our lives. Poor relationship strategies can lead to a living hell in which relationships drain and destroy one or both of the people involved.

There are several strategies involved in any successful relationship. Some of the more important ones are Attraction Strategies (through which we are able to determine who we are attracted to and who is attracted to us), Trust and Intimacy Strategies (through which we determine who we want to become closer to and who wants to become closer to us), and Love Strategies (through which we determine how we know that we are in love with someone else and how we know that someone is in love with us). Once we know our partner's Love Strategy, we can do what their strategy requires for them to feel totally loved.

Structural Elements

Relationship Strategies, and all other strategies, consist of five functional elements. These are: 1) the Trigger which begins the process, 2) the Operation through which we generate and represent alternatives, 3) the Test or comparison we use to evaluate alternatives, 4) the Decision point which determines whether the comparison is a match or not, and 5) the Outcome of the strategy. Problems in relationships can occur within any of these steps.

If someone does not have an appropriate Trigger, they may never enter into relationships or may be oblivious to the fact that someone wants to be their friend. The Operation is critical because it determines who people will pay attention to and who they won't. Often a person may be communicating attraction in one representation system and this will be overlooked because the receiver is focusing on a different representational system. Also, people often lose many opportunities for relationships because they are only initially attracted in certain representational systems.

More tragically, people may be involved with a partner but have doubts about the relationship because — despite their best efforts to communicate their affection for the other person — they fail because they are communicating in the wrong system. Also, many people do not know that they are loved, because they are only receiving in a different representational system than their partner is communicating in. It is thus imperative for fulfilling relationships that a person expand the Operations which they use to determine whether someone is attracted to them and also the Operations which they use to assess the attractiveness of other people.

The Test is vital because it ultimately determines who one becomes involved with. If people have a good Test, they will have many rich and fulfilling relationships. If they have a poor Test, they will have the opportunity to experience first hand the sentiment expressed so elegantly in the last line of Jean Paul Sartre's play *No Exit:* "Hell is other people."

ATTRACTION STRATEGIES

These are the strategies that guard the doors of our relationships. They determine who we are attracted to. They also determine how we know that someone is attracted to us. Often relationships fail to develop even though two people are attracted to each other. This is often because one or the other does not realize that the other is also attracted to them. Many people have low self-esteem and assume that most people whom they find attractive will not find them attractive. Attraction Strategies are thus critically important to fulfilling relationships. Let us examine each of the structural stages of an attraction strategy.

Trigger

Let us begin with the Trigger. Problems occur here at the two extremes. Some people are seldom or never triggered to notice whether other people are attracted to them. These people are understandably antisocial and it will be difficult, if not impossible, to get close to them. At the other extreme, some people are triggered by everyone they meet to notice how the other person feels about them. These people often need continuous ego gratification and are continuously concerned about how others are reacting to them. They play to or perform for everyone they meet.

Operation

The next step is the Operation. At this stage, one identifies possible candidates for relationships and collects data about them. Our society is highly visual and places a high importance on visual appearance. Most people want to see the other person first. This often serves as a first screen even for people who use other final criteria. People are attracted to different aspects of the visual experience. Descriptions of potential partners run from cute to striking to beautiful to sexy. Appearance is obviously affected by a variety of factors with clothes and cosmetics being important. People are also first attracted by different aspects of the anatomy. Some people first focus on the face, while others focus on the body. People who first focus on the face may be attracted to overall appearance or to some aspect such as the eyes, nose, mouth, cheeks or hair. Body people may focus on the chest, waist, hips, thighs, legs, feet, arms or hands.

There is also a major difference between looking at a picture of a person and seeing a video of them. Movement is a major element in attractiveness. Sexiness has more to do with how a person moves than with how they look. Many people are attracted to others who resemble their parents or some other significant other in their life. Usually this happens outside of conscious awareness.

There is an ongoing debate in our society between those who believe that beauty is only skin deep and that physical appearance is a shallow representation of a person and those who believe that this statement was made by an unattractive person and that beauty is everything.

Other people need to talk to the person. Even people who use visual as a screen will want to talk to the person. Voice tone, volume and rate are important elements. Most women prefer a soft voice. They are usually turned off by high pitched nasal voices. Men often are turned on by women with deep voices. Some people may be drawn to someone because of some aspect of their voice.

Some people need to touch another person to know if they are attracted to that person or to know that that person is attracted to them. This can be a problem in a no-touch culture such as ours. Most people have to establish a certain level of intimacy before they will allow themselves to be touched. As a result, this way of representing the other person is seldom the first element in the Operation.

There are a few rare people who are mail order spouses and who develop relationships through the mail. This method has the advantage of allowing the person to get to know about the person first. Its' disadvantage is that it is slow and that few people will enter a relationship solely on this factor.

Smell and taste undoubtedly play a role in relationships, but these criteria are seldom the first Operation. Also, they more often serve as a reason to eliminate than to include others.

People may need some or all of these experiences and some people will need them in a certain hierarchy or order.

Obviously, the amount and kind of information that we use to represent another person is important. As usual, there are two extremes. Some people are attracted to and fall in love with everyone who comes along. At the other extreme, some people are always gathering further data and are never able to form a complete enough representation of other people to serve as a basis for evaluation.

Test or Comparison

The next and most important element in Attraction Strategies is the Test. This is the final standard by which one evaluates others to determine the nature and level of the relationship. For a visual person, it is critical that the other person look right or look at them in a certain way or show them that they care. This may mean that they have to have a certain appearance or that they have to look at them in a certain way or that they have to give them gifts or presents. Appearance often grows on a person over time. Many people initially may not find the appearance of another appealing, but as they get to know them better they may find that they become more and more attractive. Often people are attracted to other people or fall in love because of appearance and end up regretting it later. Obviously, appearance changes over time and many visual people fight a continual battle with the aging process.

Some people use a final Auditory Test. The person must speak in a certain tone of voice or always speak to them in a certain way. Voice is an excellent barometer of emotions and an Auditory Test may have the advantage of ensuring emotional compatibility.

Many people use a Kinesthetic Test. They are not sure that they are attracted to another person unless they are touched in a certain way. Most people prefer deliberate gentle touches but some prefer more firm and rougher contact. Our society usually considers touch to be the most important form of sexual communication. The judicial system even considers the willingness to have sexual intercourse with another person as consummation of the marriage relationship. The nature and form or physical contact often becomes not only the test of the seriousness of the relationship but the fundamental form of pleasure transfer in the relationship.

Many people have a more complex way of evaluating others. For these people it is important that the relationship makes sense. They may select friends and lovers on the basis of intangibles such as compatibility or personality. For these people it is important that the other person think, feel and act in certain ways. Frequently, these relationships are more stable since they are based on a more complete representation and evaluation.

Decision Point

The fourth element in a Relationship Strategy is the Decision Point. This determines when and whether a match occurs. Some people are convinced by everyone that they meet while others are never convinced. Some people must know the person over a period of time to become convinced while others may need to have a set number of encounters with the person.

To be continued with Trust and Love Strategies.

© 1990 WYATT WOODSMALL, PhD

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 can be reached at Advanced Behavioral Modeling, Inc., 801 South 20th Street, Arlington, VA 22202, 703-979-3835 or FAX 703-979-4530.*

Science of Advanced Behavioral Modeling
Preliminary Notes on Modeling
$35.00 + $2.50 Shipping & Handling

Metaprograms
Edited Transcripts of Metaprograms Weekend
(Master Track)
Taught By Wyatt Woodsmall, PhD
$35.00 + $2.50 Shipping & Handling

Language Patterns and Time Line Therapy™
Edited Transcripts of Master Track Weekend
Taught by Wyatt Woodsmall, PhD & Tad James, PhD
$35.00 + $2.50 Shipping & Handling

Strategies — New Expanded Edition
$35.00 + $2.50 Shipping & Handling

Business Applications of NLP
$40.00 + $2.50 Shipping & Handling

Life Line Therapy™
$15.00 + $2.50 Shipping & Handling

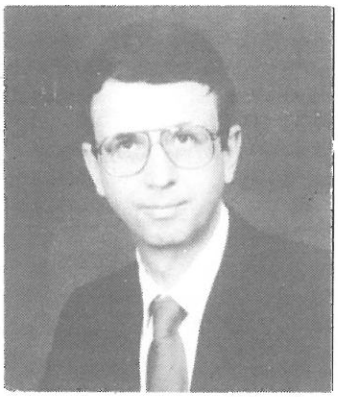
NEW! *Beyond Self Awareness*
EXPANDED EDITION $35.00 + $2.50 Shipping & Handling

Save! and Order All 7 for Only $210 + $17.50 S&H

Time Line Therapy and the Basis of Personality™
$23.00 + $2.50 Shipping & Handling

Make Checks Payable to Wyatt Woodsmall:
National Training Institute for NLP
801 SOUTH 20TH ST., ARLINGTON, VA 22202

HYPNOSIS



RENE PFALZGRAF
Founder
NLP Arizona, Ltd.

A LITTLE ERICKSON GOES A LONG WAY

In this article I will be discussing some of the most basic building blocks of hypnotic language patterns. Many times I hear people attempting to use Ericksonian patterns in very complex ways before mastering the basic building blocks. The result of this is little, if any, change on the part of the client. As you read on, you will find that the ability to use the most basic patterns presented in this article will, when used properly, produced tremendous results.

I have also noticed among practitioners of traditional hypnosis a heavy reliance on scripts and a lack of use of the basic concepts of Erickson's hypnotic language. When hypnotic language patterns are utilized along with the concepts of pacing and leading, it is possible to take almost any traditional induction script and customize it for any client. In future articles, I will discuss this in detail.

Since you have some interest in hypnosis and are interested in learning more about hypnotic language patterns, you may find the information which is about to be presented to be of interest since it will allow you to communicate more effectively and fluidly so that each interaction you have can be improved because of the effective way language is employed, so let us begin.

Pacing and leading are the two main aims of hypnotic language. To make full use of hypnotic language patterns, it is useful to be able to do both, and the ability to pace allows you to adjust to what the client is doing no matter what that is. Since adjusting to what the client is doing will help keep you in rapport so that each of your communications goes in easily and effectively, and since communicating this way enables the listener to receive the greatest benefits possible, it then seems that the ability to pace is the first building block that you will want to learn. So how exactly do you pace?

Pacing is matching what is going on or matching something which cannot be verified as going on or not. In other words, you should either say something that is true or something that cannot not be true, since if it is true, then the person will realize this, and if it cannot not be true, then it can't be false, so by association it becomes true since it is associated with things that are true. That is how you create undeniable or irrefutable truths, but more of this later.

If I were to tell you that you are presently thinking of a blue vase with red roses, I certainly would build my credibility as a mind reader if that were the case. Unfortunately, if it were not the case, and if you were not willing to make that the case, your mind would then bring you out of trance to point out the fact that I had been mistaken about what was going on.

If, on the other hand, I were to tell you that you may have some interest in the subject of hypnosis, of course this would have to be true because it can't be false. Now, some of you who are reading this article will immediately say, "Oh, yes it can." And this is true, that it can be true but not false. Since I didn't say that you had or do presently have an interest in hypnosis, which is something that you either do or don't, but did say that you may have an interest in hypnosis which implies (presupposition) that you may not, and since I am not certain, I have hedged my bets by saying that you may. And since, by presupposition, this means that you may or may not, that means that this can't be false, although it may not be directly true, i.e., that you do have an interest in hypnosis. So as you can easily recognize the aforementioned statement cannot not be true, therefore it will be treated as if it were true already, and so it goes on. Didn't it?

Now, if I want to make the truthfulness of this not false statement more acceptable and clear, then I will need to couple this with other statements which you believe to be true or that can be verified as being true. When I do this, I will need and want to couple these thoughts in such a way as to link them in such a natural way that they flow one to the next just like the ocean's waves flow one into the other, and since one ocean wave will be followed by another, so it is that the fact that you may have some interest in hypnosis is also becoming more true as you are reading this right now.

So one of the ways to create something that can't not be true (i.e., can't be false) is to use the word "may" or "might." These words only state things as being possible or probable, but not necessarily so. So if I were to say that you may be learning this at some level and you might already be figuring out ways to use this in everyday contexts, you might be doing that or you may be doing something else, but right now I have slipped, inadvertently, into leading which is to come much later so on with the pacing again.

Another key piece of pacing is the ability to always pace whether you did or not. Now, you have already spotted how to do this or you will become aware of how to do this in the very near future or you might be becoming aware of it now, I am not certain which of these is the one that is the most accurate and you of course are finding all of this quite lucid or you are not. It is certainly one way or the other as you think about it.

After all, what if you were to make a mistake when you were pacing? You had just said something, and lo and behold, it turned out to be false. A falsism is the great undoer of hypnotic trance. It undermines the godlike qualities of the hypnotist and allows the client to begin to realize that the hypnotist has clay feet. This must be corrected and the most skillful of hypnotists, Erickson among them, had the great equalizer to utilize in these situations. And after all you are wondering what the great equalizer is or you have already figured this out or you are just doing something or thinking something as things progress in such a way that in a moment there will be realizations because everything will be ready in some way as soon as you are so then now is the time to reveal this "or not."

The "or not" is a very valuable tool as you think about it, or not. After all, you are thinking of a great flying elephant, or not. And since this is true, you can begin to integrate these learnings even more completely so that you have complete mastery of them by the time you have read to the end of this article. "Or not" is always ready to come to your aid or you might have realized the "or" is also there. So you can gain a better mastery of these skills as you think of them or you might just let your unconscious mind integrate them in a way that will be most useful and pleasantly surprising or you might choose something else right now or in a moment whichever appeals to you most as you think or just relax now.

Of course, "or's" are very important because they enable you

to row your way around what had been a mis-statement into the mainstream of conscious and unconscious communication. You can always give the person one choice or another or a third or they may prefer to choose something that you have not mentioned. How could they do something else? The answer is, "They can't."

You have may and might, so that you can hedge your bets, and as some of you may have already realized, there is the possibility of doing something very similar with can and could, since both of these implies the ability to do, but not necessarily the volition to do something.

In addition, you have realized that, if you string together several things that are true or that can be verified as being true, you can then add on something which may not be true and by stating it with may, might, can or could, you can have it accepted as if it were true.

And finally, if what you said does not go over, no matter how well stated it was, you can bail yourself out by adding in an "or" to cover the unexpected eventuality.

But there must be more. There must be some magical words to be used in pacing. Some words that as soon as you say them there is some reaction so that the person who is listening begins to slip into trance or just becomes more relaxed because that is all that you can do, since you want to learn and you are paying attention so that each word just flows as if notes from some magical flute that allow anyone to drift into some special place as you listen and when you are ready or just drifting along you might, because you want it or since you are ready to just begin to flow and as this happens then everything begins in a moment and then the full realizations come so that each piece has a place and as each place is filled, the learnings become complete because now you can see as one piece touches the next or you imagine how they are connected so that you can utilize everything in such a way that certain awarenesses arise with what might be just the right amount of wonder and then because it had happened in just some way, you might be convinced that all of these learnings are taking place right now.

AND, SO, WHEN, AS, IF, SINCE, BECAUSE are very useful words. They have the listener continue to listen and wait, so that each of the things the speaker has to say can begin to take hold. So it is that with the use of each of these words, there is a connection, and that connection leads the listener to the next piece of information, since they really want all of the information because they would like to make all of the connections that the speaker has made so that they may benefit in the same way. And when they are ready, as all listeners do become if they really want to, they will take the first step, since it is something that everyone will do at some time because they want to be able to do what they have set out to do. Since you also are beginning to understand more fully now, aren't you, it is time to continue.

Things may make sense or they may not, but even when they don't, it is possible to connect them together and make them appear to be connected in some meaningful way. In several of the preceding paragraphs you have noticed that what I was writing was not necessarily coming to an obvious point and yet as you read along there was still some connection. The connection was supplied by the connecting words, the use of may, might, can, could, the use of or, and the use of other presuppositions. My suggestion, and it is only a suggestion because hypnotists never give advice, is that you practice the use of connecting words (And, So, When, As, If, Since, Because), the use of words of probability (May, Might, Can, Could) and that you always have an OR ready for use. Once you have mastered this, you will be ready to begin to lead since your pacing will always be in step.

In my next article you will begin to learn how to structure pacing with leading so that you can begin to pace a person in the direction that will lead them to where they would like to go.

And so as you are about to finish reading this article, you might begin to reflect both consciously and unconsciously on what has been presented and allow yourself to take in the learnings in such a way that will be just right for you, and as you begin to do that you might notice a certain signal from your unconscious or you might just allow yourself to continue the process in a way yet to be recognized since you can begin to trust that your unconscious mind is making the selections that are just right for you, and you can then let yourself imagine just how pleasantly surprised you will be as you begin to use these skills automatically so that they touch every part of your life since you may really want to gain all of the benefits that are promised by using these patterns because you have already begun to realize that you deserve to have these skills always ready to serve you in the way which would be just right for you. And since you can trust that this is taking place, you can just relax and allow it to happen as one thing leads to another and you might begin to wonder how much more you will be learning as you allow yourself to read and practice and practice and read. So until the next issue when more new learnings of a different kind will be presented to complement the ones that have already begun or have taken place, I wish you all the best, and best the all you wish I to you now.

❐

© 1990 RENE PFALZGRAF ALL RIGHTS RESERVED

Rene Pfalzgraf *is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP. 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, including Belief Lines and Values Lines and is co-developer of Lifeline Therapy™ He is presently working on several books relating NLP to business and to personal change. Contact NLP Arizona, Ltd., P.O. Box 2800-291, Carefree, AZ 85377 or by calling 602-252-4840.*

Learning Strategies Corporation

Tens of thousands of Paraliminal Tapes sold.

Our double-induction, NLP, whole brain learning tapes, called Paraliminal Tapes, have been selling very well through catalogs, in bookstores, through seminar providers, and by NLP practitioners. Call for a free catalog of our 14 tapes with titles such as the *New Behavior Generator* and *Anxiety-Free.* Find out how you can personally benefit from these remarkable tapes and how your business can profit from offering them to your clients.

Thousands learn to PhotoRead worldwide.

The innovative, accelerated reading program which features the PhotoReading technique of "mentally photographing" the printed page at rates exceeding 25,000 words per minute is offered worldwide and in universities. Call for a free informational tape, a brochure and our international schedule. Ask how you can easily sponsor a PhotoReading class and about our August instructor training program.

Coming in July: French, Spanish & German language tapes!

Call 24 hrs for free information: 1-800-735-TAPE

NLP IN EDUCATION

ATTENTION DEFICIT DISORDERS: SPECULATIONS ON POSSIBLE TREATMENT STRATEGIES

By Dr. Lloyd Flaro

Many children labelled as having some form of learning difficulty often mainfest attentional deficiencies in one form or another. Some are easily distracted by extraneous stimuli within the classroom milieu, while others are unable to deploy attentional processes to complete the task demands of the school environment. In other students, there is a lack of concentration accompanied by frequent wandering minds. Their minds drift randomly from one subject to another or from one object to another. Still others are hyperactive and can't sit still for more than a nanosecond. They are up and out of their chairs, checking out what their classmates are doing or waiting for someone else to begin the assignment. Often some of these students roam the classroom DMZ becoming the drill seargant who tells everybody else what to do and how to do it.

In essence, their attention is frequently misdirected and deployed at the wrong time in the wrong place. Some children are easily distracted by sounds anywhere inside or outside the classroom. Some can't think because the classroom is too noisy. Obversely, some LD children with attentional deficit disorders put too much energy into accomplishing a task in a perservative manner and often ignore what needs to be done in order to keep up with the classroom demands.

In the majority of cases, the children diagnosed as "having" Attention Deficit Disorder (ADD) are assumed to have underlying structural brain impairment most often associated with the recticular activating system located within the lower brain stem. This mechanism provides the individual with the ability to be alert and awake to incoming stimuli. In order to correct the deficit based on the medical hypotheseis, medication is prescribed in vaious dosages. The underlying presupposition of this hypothesis is that once the LD child can concentrate, the student will learn and thus, miraculously, increase his academic grades. Unfortunately, this is often not the case. Some children are poorly monitored in terms of the correct dosage and consequently walk around the classroom as "pedagogic zombies." In others, the medication adjusts the student's levels of attention but the level of learning still remains the same and, in some cases, it gets worse.

Another presupposition underlying the medical hypothesis is that the brain should make the necessary biochemical and neurophysiological changes and produce the required mechanisms to stabilize the adjustments without the need for medication. This does not happen often. In most cases, once the individual is taken off the medication, the student returns to the level s/he was at before the intervention — usually with the same behavioral deficits. In addition, the student has not improved his learning competencies and finds himself further behind his classmates. This is certainly devastating for his/her self-esteem and self-concept.

The real question becomes "What are the alternatives to medication?" And are there other methods or strategic interventions that produce effective and lasting results? More importantly, are there personality style or type differences that account for Attentional Deficit Disorders? What patterns might an NLP practitioner discern by working with this group of human beings? What are the underlying cognitive mechanisms, input styles and sorting principles that are associated with LD students who exhibit attention deployment deficiencies? And what strategies can be designed to correct the problem?

Attentional Styles

George Miller hypothesized that human beings can pay attention to seven-plus-or-minus-two chunks of information. Under optimal conditions, people will be able to attend to a larger range of sensory stimulation, whereas the range of choice will be greatly decreased under stessful conditions. Some people who become emotionally upset lose the ability to hear what is going on around them, others lose the abilty to see what is happening external to themselves.

In order to perserve our sanity human beings need a means of filtering out stimuli impinging upon their neurology. Moreover, we need to develop some type of organizational strategy which lets us delete information that is not appropriate to the task at hand. Similarly, we should develop some type of internal criteria that provides us with the means to know when some stimulus is relevant or not. Far too many learning disabled students do not have this capacity nor are they taught specific strategies for knowing what to attend to and how to attend to it.

In order to attend to something we must have some type of internal sorting mechanism which prioritizes in a hierarchial organization those things we should give more importance to in our external and internal environments. After all, every individual has developed a preferred attentional style in terms of coping and adapting to the external environment. Without the ability to know what to attend to, how to attend to it and where to attend to it, an individual can only respond randomly to envirnomental stiumlation and use the feedback to design appropriate responses. The question thus becomes "How does a student develop a set of discriminating filters which determine what he will attend to and what things he will delete from his envirnoment?"

Continues in our next issue with "Profiling Attentional Styles."

Dr. Lloyd Flaro *is a psychologist in full-time private practice in Edmonton, Alberta, Canada. He has been working in the area of learning disabilities over the last twelve years. He has been trained in a variety of therapeutic treatment modalities and educational approaches. He is also an NLP Trainer. He is the author of the successful book* Mending Broken Children *and is in the process of writing a second book,* Mending Broken Spirits.

Integrity is doing the right thing even when no one is watching!

REVIEWS



NANCY BEPLAT
Partner
Key Concepts

The Presence of the Past, Morphic Resonance and the Habits of Nature

By Rupert Sheldrake, PhD

The Presence of the Past, Morphic Resonance and the Habits of Nature is the last in a series of three reviews which explore the growth of mankind beyond the rational-scientific model of thinking. The author, Rupert Sheldrake, has a Ph.D. in biochemistry. In his book he presents his hypothesis of formative causation and describes its implications for us as human and universal beings. He compares the historical scientific theory — a universe that is eternal and unchanging — with a recent scientific theory — a universe that is evolutionary and in the process of changing. Shall we base our present research on the basis of eternal law or of evolving habit?

The previous two authors, Zukav and Yatri, explored the growth of mankind through descriptions of human spiritual phenomena. Sheldrake focuses on possible causes and models of evolution based on scientific findings.

The author suggests that if the universe is in the process of changing rather than being immutable, memory might be an intrinsic part of nature. He illustrates this idea with scientific data. He points out that natural systems such as termite colonies or insulin molecules "inherit a collective memory from all previous things of their kind, however far away they were and however long ago they existed." (p. xvii) This means that past learnings, in some way, are part of present memory.

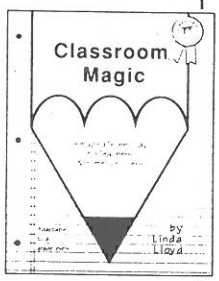
Once some pattern or behavior is learned, it is accessible to future members of this species. Each time the pattern or behavior is repeated, it becomes more engrained in the collective memory and becomes habitual. It is possible that these learned memories are stored outside of the physical system which uses them.

One example of this "innate learning" is taken from recorded observations of Blue Tits. The first recordings of their "milk-stealing behavior" were made in Southampton, England in 1921. At that time, many residents had milk delivered to their doorsteps. The milk bottles stood outside the houses until the homeowners collected them. Observations were recorded of Blue Tits using their beaks to slit open

LATEST NLP RELEASES

CLASSROOM MAGIC: Amazing Technology for Teachers and Home Schoolers

This workbook of text, illustrations and lesson plans,shows teachers and parents advanced communication and linguistic skills to use in the classroom or at home. It enables you to enhance perception in yourself and students, speak directly to the unconscious mind, promote profound, lasting behavioral change, deal successfully with special learners, and have more fun while teaching! The text is written as a 38 week curriculum for both teacher and student. Parents find this book invaluable to teach children everyday concepts and skills such as cause and effect and creative goal setting.
0-0-914003-00-3 ..... pbk. $14.95



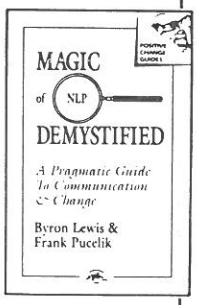


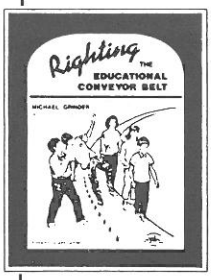
BELIEFS: Pathways to Health & Well-being

Beliefs are the foundation of everyone's personal outcomes. **Beliefs: Pathways to Health & Well-being** is the most revolutionary book available offering leading edge technologies which rapidly and effectively identify and remodel limiting beliefs. This manual is unique in the field of Belief Change because it integrates advanced technologies that produce immediate and long-lasting results, including NeuroLinguistics, Reimprinting, Conflict Integration, Belief/Reality Strategies, Visualization and Criteria Identification.
1-55552-029-4 ..... pbk. $12.95

MAGIC OF NLP DEMYSTIFIED

This is truly magic of NLP demystified! Written in an informal and entertaining style, this book will introduce you to a remarkable new approach to the study of human communication and therapeutic change. Managers, sales people, consultants, therapists, parents, educators--anyone interested in or involved with influential communications and personal change--will benefit from reading this unusual book. NLP expert and author Robert Dilts says it is "an especially readable and visually stimulating addition to the literature in the field of NLP."
1-55552-017-0 ..... pbk. $9.95





RIGHTING THE EDUCATIONAL CONVEYOR BELT

This book adeptly applies the technology of NLP to the classroom. By coaching over 100 teachers a month, the author Michael Grinder has elicited patterns of excellent teaching and explained them in practical terms. They are formulated for immediate usage in both regular and Special Education on all grade levels. **Righting The Educational Conveyor Belt** also includes vital information on "wellness" for teachers and ways to cope with and even enjoy one of the most challenging professions.
1-55552-002-2 ..... pbk. $14.95

"Resources for Positive Change"

CALL OR SEND FOR FREE CATALOG
To contact our Ordering Department
CALL TOLL FREE
1-800-937-7771
METAMORPHOUS PRESS
P.O. Box 10616, Portland, OR 97210-0616
Please include $2.75 shipping and handling for first item and $.75 for each additional item.

the foil caps of these milk bottles so they could drink the milk. This habit was recorded at regular intervals from 1930 to 1947.

The spread of the habit locally was explained through other birds learning the behavior by imitation. However, this habit also spread beyond the 15-mile radius which is the outer distance limit that any Blue Tit would travel in its lifetime from its breeding place. It is harder to find an explanation for other birds independently discovering the foil caps and milk. The second factor that is difficult to explain is why the learning process of milk-stealing behavior accelerated over time.

The same behavior was also recorded in Holland before the second world war. During the war, most milk bottles disappeared for a number of years. Probably few, if any, of the birds who already knew this habit survived for this length of time. However, as soon as the bottles were reintroduced, the Tits' attacks on the bottles rapidly began again. How was the memory of this behavior preserved and transferred?

Sheldrake suggests that the hypotheses of formative causation explains this "collective memory" which operates outside of our usual time and space constraints. The habits that are learned, these memories that are inherent in nature, depend on morphic fields. The fields "are non-material regions of influence extending in space and continuing in time." (p. xvii) They can appear again whenever the physical conditions are appropriate. The author calls the idea that morphic fields which carry past memory can become present "morphic resonance." Perhaps "morphic resonance" explains how the Blue Tits learned milk-stealing behavior over distance and time.

If we wished to test this hypotheses with humans, we would find a time and place when people learn something new, such as wind surfing. We would test the hypotheses that, as more people learn to do this sport, it would become easier for each one to learn because many others have already learned to do it already. The easier learning would hold true despite temporal or spatial distance from the learned event.

In conclusion, Sheldrake writes that the question of which theory better describes the universe, eternal law or evolutionary change, is still open. If we do find that memory is inherent in nature, then there will be a significant change in our way of thinking. "We shall sooner or later have to give up many of our old habits of thought and adopt new ones: habits that are better adapted to life in a world that is living in the presence of the past — and is also living in the presence of the future, and open to continuing creation." (p. 326)

Published by Vintage Books, Division of Random House, Inc. NY 1988

❐

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.*

IF YOU ARE GOING TO ATTEND A TRAINERS TRAINING ..... WHY NOT GO TO THE SOURCE?
ATTEND THE TRAINERS TRAINING THAT ACTUALLY PRODUCES TRAINERS

5th Annual Trainers Training

SPONSORED BY THE NATIONAL TRAINING INSTITUTE FOR NLP AND PROFITABILITY GROUP, INC.

FEATURING CERTIFIED NLP MASTER TRAINERS
WYATT WOODSMALL • TAD JAMES • MARVIN OKA

Through This Intensive 16-Day Program You Will

- Learn and grow professionally and personally with NLP's major players who are on the leading edge of NLP research and creation
- Learn the training secrets of the top NLP masters in the field
- Learn the latest developments in training, including adult learning theory and practice, training principles, training design, platform skills, group facilitation skills, state and energy control, behavior modification techniques, accelerated learning, and evaluation and feedback skills
- Learn the latest developments in NLP, including TimeLine and Advanced Behavioral Modeling℠
- Master the skills you need to be a leading NLP trainer and practitioner

August 11 - 26, 1990 • 9:30 AM to 10:00 PM • Washington, DC Metropolitan Area

INVESTMENT: $2500 ($2250 if paid in full by July 26) - MC/VISA ACCEPTED - Deposit $250 - Make checks payable to NATIONAL TRAINING INSTITUTE FOR NLP and send to 801 S. 20th. St., Arlington, VA 22202 - For more information or brochure call 703-979-3835 or 808-521-0057 or FAX to 703-979-4530.

RAPPORTER

Journal of Human Performance Technologies

The RAPPORTER covers the frontiers of mind/body change technologies by tracing the constant new developments of Neuro Linguistic Programming — the most effective, fastest and easiest personal change technology available today — along with interrelated developments in the field of personal change as it evolves.

See what we have to offer:

Regular Features:

NLP IN BUSINESS, SALES, THERAPY & SPIRITUALITY
MODELING EXCELLENCE • BASIC NLP
BODY/MIND HEALING & YOUTHING
HOW-TOs • REVIEWS • EVENTS
WORLDWIDE DISTRIBUTION

Profiles and Interviews:

RICHARD BANDLER • ANNE LINDEN (New York)
PHILLIP & NORMA BARRETTA (California)
JOE YEAGER & LINDA SOMMER (Pennsylvania)
ED & MARYANNE REESE (Florida)
MARVIN OKA (Australia) • ERIC ROBBIE (England)

Special Features:

IDENTIFYING METAPROGRAMS • STRATEGY ELICITATION
TIME LINE THERAPY™ • LIFE LINE THERAPY™
ACHIEVING GLOBAL & PERSONAL PEACE

Hear what these people have to say:

Regular Columnists:

NANCY BEPLAT • KENRICK E. CLEVELAND
TAD JAMES, PhD • RENE PFALZGRAF
W. SCOTT PHILLIPS • JAMES A. TAKACS
WYATT WOODSMALL, PhD

Guest Columnists:

ROBERT DILTS • ERIC JENSEN • ANNE LINDEN
PETER ORGAIN • LEONARD ORR • ED REESE
DRS. TAG & JUDITH POWELL
METHA SINGLETON • JOSEPH YEAGER

Feel like changing for the better?
Subscribe Now!

What they're saying:

"I like people who do their job well. I've seen quite a few NLP publications over the years come and go. The Rapporter is the first one that has done it well."

— Richard Bandler, Co-Developer of NLP

"The Rapporter is a top-quality magazine about NLP and the people in the field. It is clear, concise and well written with new information about the latest developments. I personally devour each edition that I receive.

"The interviewing and reporting style is excellent and the articles help keep me up to date as I sit out here in the middle of the Pacific Ocean thinking about time. Aloha!"

— Tad James, PhD, Founder and Chairman
ProfitAbility Group, Inc.

"The Rapporter is serving as a forum to express the myriad and disparate views, opinions and ideas of the community of NLP. I urge all to subscribe, read and contribute ideas and articles so it can truly serve as the major organ of communication promoting positive, constructive, human potential change technologies."

— Wyatt Woodsmall, PhD, Founder
National Training Institute for NLP

ANNUAL SUBSCRIPTION RATES (10 Issues)

Published every 5 weeks year round

	USA	OTHER
☐ USA & POSSESSIONS, 3rd Class	$35	N/A
☐ USA & POSSESIONS, 1st Class	$50	N/A
☐ CANADA & MEXICO *(SENT AIR MAIL)*	N/A	$50
☐ ALL OTHERS, Surface Mail	N/A	$50
☐ ALL OTHERS, Air Mail	N/A	$75
☐ CURRENT ISSUE	$ 4	$ 6

PRODUCT OFFERINGS

Books, Tapes & Home Study Courses

☐ PRACTICAL USE OF NLP IN BUSINESS COMPLETE HOME STUDY COURSE	$510	$520
☐ HOME STUDY COURSE LEVEL 1	$335	$345
☐ HOME STUDY COURSE LEVEL 2	$235	$245
☐ THE LAB PROFILE	$195	$215
☐ CONNECTING	$ 95	$115
☐ BEYOND SELF AWARENESS AUDIOTAPE	$ 15	$ 18
☐ THE SILVA METHOD OF MIND MASTERY	$ 12	$ 15
☐ YOUR MIND CAN DRIVE YOU CRAZY	$ 12	$ 15

Prices include shipping and handling

In addition to the above, please send me:

☐ BACK ISSUE INDEX & PRICE LIST	N/C	N/C
☐ ADVERTISING INFORMATION	N/C	N/C
☐ SUBMISSION GUIDELINES	N/C	N/C

To Order, check items desired, complete coupon below (please print or type) and send, with your check or money order (in US funds drawn on a US bank) to:

RAPPORTER • 740 EAST MINGUS AVENUE • SUITE 2013 • COTTONWOOD, AZ 86326 • USA

Name _____

Address _____

State and Postal Code _____

Country _____

Telephone _____

SPECIAL FEATURE

NLP *AND* HEART?!

By Debi Pike

The following articles are a culmination of three years of working with NLP. When I started — at a Trainer's Training — I had several discussions with those on staff concerning the importance of "putting a little heart" into NLP — and have encouraged those who work in this field to do so. At this training I also made the following distinctions, which I've shared with anyone who will listen — between doing *with* and doing *to* or *for* — power *with* and power *over* — and the fact that what we, as NLPers, are actually doing is facilitating the emergence of an integrated being. My belief is that the questions of ecology and ethics need never arise when one works from a "heart space" — nor are the previous distinctions necessary.

In NLP we speak of and learn about S.E.E.s — significant emotional events (experiences) — yet, it has been my experience in all of my trainings and in all that I've read, that the emotional aspect of the work with the client is never directly addressed. Somehow the emotions are quickly relegated to the past. I will agree that it may not be necessary to "wallow" in the emotion; however, I feel that the emotional/yin/feminine-side aspect of the work deserves attention, acknowledgment and healing so that one may become more fully integrated. As we are all right- and left-brained and working for balance, why is this feminine side ignored so often?

I have also discovered in working with others the importance of "touch." For those who become sqeamish or incensed at the thought of "violating" another by touch, allow me to clarify the word by saying that touch — as a trained facilitator knows — may occur visually, auditorily or kinesthetically. Visual contact may be felt as a warm embrace, a soft-gentle voice may soothe a "prickly" spot and touch (used other than in anchoring) may simply suggest an understanding and all may elicit a feeling of trust in the client. When any of these "touches" are done with a feeling of reverence for the client — when it, in other words, comes from the heart — I believe the work is greatly enhanced.

I hope the following articles may help facilitate your work with others. My last request is that we may all remember that a little heart goes a long way.

TIME LINE
Remember to Heal the Emotional Content

The most recent theories of healing suggest that blocked areas (energies) in the body are what eventually have the potential to manifest as dis-ease. It is now accepted that one's emotional states — or how one deals with emotion — has an impact on one's physical body. By ignoring, bypassing or simply relocating the emotion to the past (by use of time distortion using verb tense) are we leaving the emotion to play itself out yet again at a later time? Are we allowing emotional gestalts, which may manifest later as illness, to build? Would it, perhaps, be more empowering, more integratively healing to those with whom we work to support them to release the emotion?

As I stated in the introduction, since we are both left- and right-brained, i.e., intellectually and emotionally constructed, perhaps it's now time to rediscover the feminine/emotional balance we seek. Until recently, I have had the feeling of something missing in the Time Line process — a reverential acknowledgment of the emotional aspects of the process. The addition of the following piece to Time Line work seems to handle the void, allowing a more thorough healing to occur.

Often — before I begin the Time Line work — I will make certain that the client has an understanding of the concept of "being grounded." If not, I will lead the client through a process of grounding and anchor it so that s/he will have a feeling experience of the process as a reference from which to work later. Follow the basic Time Line steps to the part where the client goes back to within 15 minutes before the event (or whenever s/he needs to be to take the emotional charge off the event).

Have the client access the feeling of being grounded, take them back to the event, having them step into the event and the emotion in this grounded state. Ask them to allow the emotion to flow through their body, through the soles of their feet, into the ground, releasing all of the emotion. At this point, you may want to ask if the emotion feels stuck in any particular part of the body. If so, it may be a potential site for dis-ease and will need additional attention, i.e., an extra "push" of energy or a separate Time Line piece to discover its origins.

EASTERN NLP INSTITUTE
A division of CommTech Group, Inc. (215) 860-0911
P.O. Box 697, Newtown, PA 18940 fax: (215) 579-9548

META MATRIX ™
3-day workshop
Come experience Joseph Yeager's revolutionary breakthrough 'Meta Matrix™'. This workshop is designed to provide you with the most recently created techniques of insightful growth for you and your clients. ***Aug. 6-8, 1990** Princeton Marriott, Forrestal Village, Princeton, NJ*

One day Seminar for Executives and Professionals
Learn how to: • neutralize anger & hostility • motivate & persuade others • make your message believable & convincing • overcome resistance • plus other powerful language patterns.
October 6, 1990 in the Princeton, NJ Area.

WEEKEND N.L.P. TRAINING
Enrollments are now being accepted for our weekend NLP certification training beginning in October 20, 1990. For ten weekends you will learn from the state-of-the art Master Trainers and Developers of NLP.
The Palmer Inn, Princeton, NJ

Call or write for more information.
Training authorized by the Society of NLP

The next step is to have the client bring white light (or any color of their choosing; s/he'll know what's appropriate for him/herself at the moment) down through the top of their head, having it circulate and flow throughout the entire body, creating cleansing and healing. (As to the color of the light, if you know where the emotion has been stored, I find it helpful to use the color of the chakra related to that specific area of the body.) At this point, the emotional aspect of the event will be released, avoiding the possiblity of continuing to build emotional gestalts, creating a more thorough "healing." Finish by following the basic Time Line processing, beginning with preserving the learnings.

This process may also facilitate what is termed "being in the now" or "being present." If, in fact, reactions are about emotional memories that are being triggered by some event in the now, if those same emotions are released using Time Line with this additional piece, it may create the space for one to be present with what's happening in the moment, thereby allowing a clearer understanding of the current situation instead of "playing out" yet again a memory — an emotion — that simply needed releasing or healing.

In closing, I'd like to thank the following people who taught me how to make this work possible. Richard Bandler and John Grinder for the beginning; Tad James, mentor and friend; Andy Murphy, for heart with discipline; Pila, who encouraged expression of Self and provides loving and valuable feedback; and Eric Robbie, who three years ago shared "the lullabye" from deep within himself, thereby creating a feeling of "knowingness" within myself.

NOMINALIZATION/NOMINALIZING

In NLP, the working definition of nominalization is "any word that can't be put into a wheelbarrow." One often "chunks up" to nominalizations to get agreement — a process of "naming" at such a level that collective agreement is possible. Others use it when working with parts integration — knowing that all parts have a higher intention that they (the parts) will agree upon. And still others play in the land of nominalizations, as it's a "safe" place to play in and often leads to other "dimensions."

Nominalizations are also words used to express or define emotional states, i.e., anger, frustration, joy, sadness, etc. Using a nominalization to describe an emotional state seems to allow the emotion to remain somewhat external to the person experiencing it and often creates a "stuck" state. The following method of facilitation seems to initially work as a pattern interrupt that allows the emotion to become a process — to flow.

A client comes to you and says, "I'm angry." S/he has defined him/herself as being in a state stuck somewhere in the emotion known as anger. If the first rsponse you give is, "Okay, great, you're 'angering,'" usually the client's reaction is surprise — seems like a strange response — and you've created a momentary pattern interrupt. You've also put the emotion into process — given it some movement — allowing the client to feel the emotion now as an action instead of a state. You've acknowledged the emotion instead of merely putting it in the past by saying, "Oh, so you *were* angry."

My belief is that by simply adding "ing" to the nominalized emotion, thereby allowing the emotion to be in process or processing, you support the client to experience fully the feeling underneath the state, allowing the energy to start moving through the client. The blocked energy becomes released, allowing the client to move towards a different emotional state — some other more "positive" emotion.

This process may also be used to facilitate "reframing" an emotion. Someone told me the other day he was depressed — a wonderful place to be when reframed constructively. My response was that perhaps, in fact, he was de-pressing — taking the external pressure off himself by "depressing" (going within) to see what was actually going on for him. Allowing the emotion expression, instead of invalidating it or simply taking the learnings from the experience, and putting it into action with a reframed meaning allowed a new understanding of the state and unblocked the stagnant energy.

My experience has been that this is a fun process to work with. I hope it will be as valuable to you as it has been for me.

Thanks to Jeff Thaw for sharing this concept with me.

❐

Deborah Pike, *a Master Practitioner and Ericksonian hypnotherapist with a private practice in Vermont, leads workshops based on NLP and Heart and is Co-Founder of The Coalition for Global Self-Empowerment. She can be reached at 17 Longmeadow Drive, Shelburne, VT 05482.*

The South Central Institute of Neuro-Linguistic Programming
Presents
Winter Schedule 1990-1991

Beliefs & Your Health
December 1-2, 1990
Trainer: Robert Dilts
New Orleans, Louisiana

Addictions & Co-dependency
March 2-3, 1991
Trainer: Todd Epstein
New Orleans, Louisiana

NLP Practitioner Training
21 days/182 hours over 7 months
Discovery Based Training
Begins October 12, 1990
Trainer: Sid Jacobson, Ph.D.
Biloxi, Mississippi

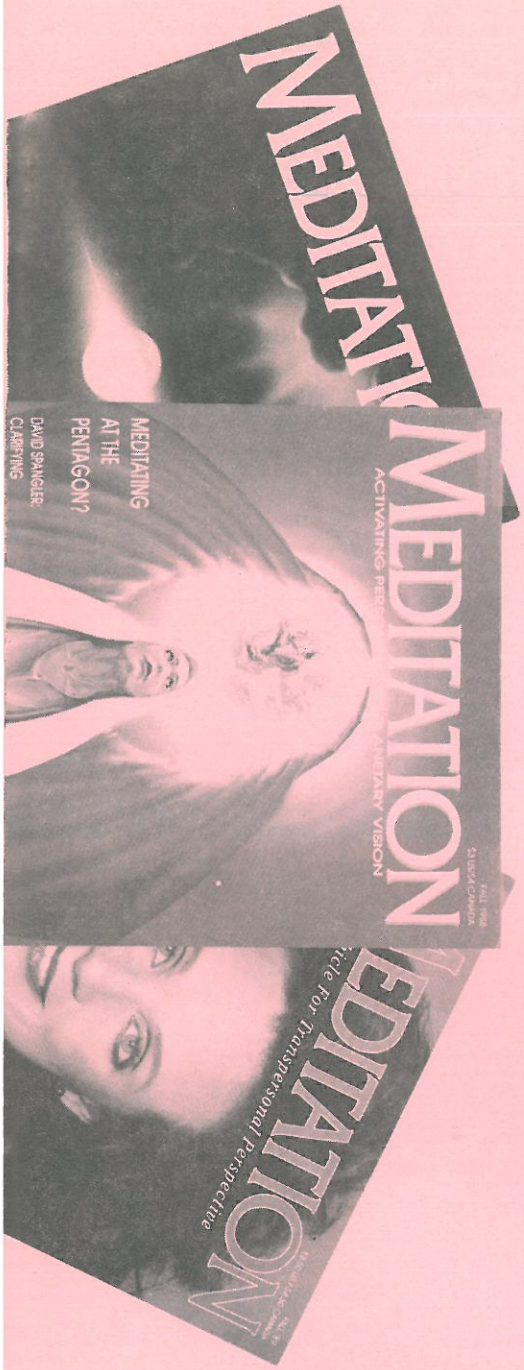
NLP Master Practitioner Training
19 days over 6 months
Begins November 2, 1990
Trainers: Sid Jacobson, Ph.D.
Robert Dilts & Todd Epstein
New Orleans, Louisiana

Trainings & Certifications Approved By The Society Of NLP
A Wide Range of Workshops and Consulting Services Available

SOUTH-CENTRAL INSTITUTE of NLP
Neuro-Linguistic Programming

For More Information
Call or Write

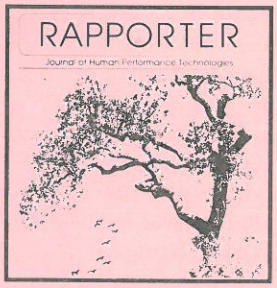
Sid Jacobson, Ph.D. Director
P.O. Box 15757 • New Orleans, Louisiana 70175 • (504) 895-3665
Training, Consultation & Research in Communication Skills & Performance Technology



You can receive many GIFTS through MEDITATION

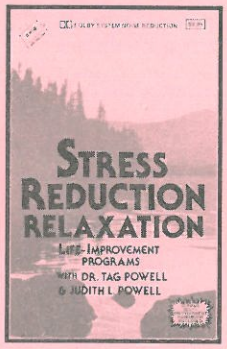
INFORMATION
INSPIRATION
TRANSFORMATION
...AS WELL AS GIFTS OF THE WORLD.

One current issue plus one back issue of **The RAPPORTER**, Journal of Human Performance Technologies. Hang ten on one of the leading transformative waves with communications from top researchers/teachers from various fields including NLP, Ericksonian psychology and healing therapies, providing a variety of models of human interface, empowerment, change and enlightenment. Criteria for success: what works—while respecting different strokes for different folks.



Gift #1—$15.00 Value

Let Dr.s Tag and Judy Powell share with you their **STRESS REDUCTION Relaxation Program,** soothing voice guidance, subtle ocean sounds and music to relax the human body and mind with Sublitones(tm) (musical subliminal overtones). You will be optimally prepared for: (1)The Powell Relaxation Mental Training with "Alphamatic" statements. (2) Reprogramming by desensitizing negatives and accentuating positives.



Gift #2—$9.95 Value

Deepen and quicken your access of meditative states systematically and directly with the aid of **BEYOND SELF AWARENESS Audio Tapes.** In this first tape, maverick NLP developer and instructor Wyatt Woodsmall guides you through his Meditation Enhancement Process. How you interface with the various sub-modalities is explored for their maximum employment in meditation. Other benefits: Inner dialogue control, de-stressment, spiritual self-communion.

Beyond Self Awareness

Wyatt Woodsmall



Gift #3—$15.00 Value

Give a year's subscription to yourself or someone else special for $14 and choose a gift for free. Give another year's subscription for $14 and choose a second gift! Give a third year's subscription and receive all three! Option four is: subscribe for three years for $36 and receive all three gifts! A feast for spirit, mind and body!

___ One year renewal subscription, plus Gift #_____.	$ 14.00	Check___MasterCard___Visa___
___ New subscription for myself or a special friend, plus Gift #_____.	$ 14.00	
___ Additional subscription for a special friend plus Gift #_____.	$ 14.00	Card #_____
___ Additional subscriptions for two special friends plus Gift #_____ and Gift #_____.	$ 28.00	
___ A three year subscription for myself plus all three gift items.	$ 36.00	Expiration Date_____
___ Additional Gift Subscriptions at $11.00 each. (Add on seperate sheet.)	$___.__	
	Total $___.__	Signature_____

To:_____ **To:**_____ **To:**_____

Street_____ Street_____ Street_____

City_____State_____Zip_____ City_____State_____Zip_____ City_____State_____Zip_____

Please allow six weeks processing/delivery time.

Mail coupon to: **Meditation** *magazine* , Dept. NPK,17211 Orozco St., Granada Hills, CA 91344-1132.

Credit card orders (800) 266-6624.

SPECIAL FEATURE

FACTICITY®
RELAXING WITH DUALITY

By Ragini Elizabeth Michaels

As fellow explorers of the mind, I am excited to share with you my work relating NLP and Ericksonian hypnosis towards the acceleration of human consciousness and non-judgmental awareness (choiceless awareness).

Facticity has shaped itself out of the experience of working with my own mind through hypnosis and meditation, as well as working with hundreds of others over the past 17 years. My private practice as a hypnotherapist and NLP practitioner somehow became filled with "seekers" — people consciously on a spiritual journey — who had discovered some block in their minds that kept them going astray from their "Path."

An amazing diversity of content convinced me even more that genuine "help" for a spiritual seeker must remain content-free, for the incredible uniqueness of each individual's experience became blatantly obvious. The "idea" that each person has their own path to walk and create became, for me, an obvious reality. In addition, it became clear that whatever practice was being done, people were reporting the continued presence of that "dark" side of human nature and its various expressions — and feeling bad about it.

Facticity has its roots in the study of spiritual seekers and their patterns of response, Facticity, remains, however, a content-free spiritual process directed towards this advancement of human consciousness and non-judgmental awareness.

The word "facticity" refers to anything existing in time and space that is undeniable and unalterable and has the capacity to be verified experientally. The Facticity Process pinpoints and works with what seems to be the most pervasive pattern underlying the flow and direction of our life experiences. This is the presence of duality or the movement of life from one form of expression toward its opposite form — and then back again.

Facticity is a laser-like process to harness and re-direct the energies of the mind to increase and sharpen the flow of non-judgmental awareness and human consciousness.

Because Facticity affects the way we will work at every logical level (metaprograms, values, beliefs, attitudes, decisions, memories), as well as impacting the basic functions of deletion, distortion, generalization and organization of time, I first thought it to be the meta metaprogram. However, it appears more accurate to describe Facticity as the context in which the logical levels live (i.e., the water in which the fish swim).

Facticity helps us to relax with the reality of opposites (or duality) and encourages the unconscious mind to create new ways to respond to this unalterable and undeniable experience of life *through the mind.* Facticity also acknowledges the reality of what is often called No-Mind or that space *beyond* the mind where "spirit" becomes available for direct experiencing. Our aim is to change the structure and psychology of the mind so that it is no longer a barrier to higher states of consciousness, but rather a *bridge* towards non-judgmental awareness.

You may have overlooked one of the most obvious and yet seemingly irrelevant facts about metaprograms, submodalities, sorting patterns, etc. They all have one particular structure and one particular pattern in common. The structure is a range of possibilities from one extreme form of response to its opposite. The pattern is one of movement from one extreme form to its opposite.

Facticity has pinpointed that, within this structure and pattern of movement, we always choose one end of the spectrum as the "best" or "better" than the opposite response. Even those who choose Balance or the middle path, end up caught in the same response (behaviorally) as they find themselves condemning and moving away from indulgence or extremism. This observation has already been pointed out via the Direction Filter metaprogram.

However, the importance and relevance of this Direction Filter has been grossly underestimated because its power is, in fact, being reflected in every single thought, word and deed a person experiences. It is, in fact, the most single important directive in determining our ability as human beings to psychologically "live in the now" and "go with the flow."

Despite how we have come to joke about New Age terminologies and spiritual jargon, anyone who has looked into their own mind knows the value of being able to relax into the present and the value of allowing things that can't change to be accepted (great stress-reducing activities).

It is the presence of this unconscious directive to move towards or move away that frustrates our ability to live in harmony with something we all know and have experienced again and again — and that is the dual nature of life as experienced through the body-mind. Even as you read these words, you can notice their blackness because of the white background. You can experience the dance of opposites in your breathing — filling up, emptying out, belly rising, belly falling.

In true NLP style, Facticity works to pace the mind and utilize its own abilities and energies. The Direction Filter moves us to choose one half of our experience over the other half — an unending and unrewarding endeavor which is neither a well-formed nor reachable outcome (since it is not possible to get rid of half of life). So, it appears a new option is needed. And Facticity offers the option of choicelessness or the choice of accepting both opposites as necessary, needed and complementary to one another.

The Direction Filter cannot be obliterated and destroyed. First of all, it is rooted in and necessary to our biology. It is essential that

Accelerated Trainings

Practitioner & Master Practitioner

in New York City

Six weekends over 3 months

Practitioner — starts Oct. 19
Master Track — starts Nov. 2

Certification granted through
The Society of Neuro-Linguistic Programming

"The only way to evaluate a trainer is by looking at their students. How competent are they? That's what it's really about for me, excellence and competency."
— Jeff Thaw, Certified NLP Trainer

"Jeff is a model of integrity and holds himself to the highest ethical standards."
— J.L. Brideson, developer of the Emotional Core Pattern Profile

Success Dynamics
Enhancing Excellence
Success Dynamics Training Inc.
Post Office Box 6749
Fresh Meadows, NY 11365
(718) 461-3220

Call (718) 461-3220 for more information and to receive a copy of our **FREE** catalog of books & tapes.

we remain drawn towards pleasure and adverse to pain in order to physically survive and to procreate the species. However, this is neither a useful nor adequate directive for psychological survival or the discovery of other levels of consciousness.

Mental health can be defined as living out of a relaxed mind that is involved in the joys of creatively living. Yet, how is it possible for the mind to relax when its very structure is comparing and choosing? The very mechanisms of mind are designed to direct our energies either towards some desired outcome or away from some undesirable outcome.

Since this basic, undeniable and unalterable experience of duality is created by and intrinsic to the mind itself (i.e., the mechanism of comparison is basic to all sensory experience and, thus, the mind's representation of that experience — linguistically and sensorially), we currently have no way to move beyond comparison as the way in which we make our choices. In addition, our current choices are primarily based upon the Aristotelian view of Either/Or.

However, as we change the Direction Filter to include the new option of choicelessness (Both/And) or choice (Either/Or), a whole new range of possibilities opens up. As Sengsten, the third Zen patriarch stated, "To set up what you like against what you dis-like is the dis-ease of the mind."

The most basic pattern that people can verify again and again is the presence of what *appears to the mind* to be opposing experiences flowing back and forth and back again. After years of living, few people will argue the reality of change or, more importantly, the presence of opposites (life/death, light/dark, sad/happy, rich/poor, alone/together, etc.) and our dismal failure to get rid of what we don't want permanently and forever. In fact, all of the spiritual paths studied include some directive on how to relate to this experience of duality.

Facticity works to alter the Direction Filter so that human beings have a choice to not choose — to relax and accept and allow this flow to be what it is. However, knowing that not choosing is making a choice, the inner experience of paradox occurs, thus catapulting the person to a new position or perspective which allows balance and freedom to "not act" when the action is pointless (when things can't change). When a person is also engaging in developing this position of balance through certain kinds of meditation, the possibility of stepping into that place of No-Mind or Beyond-the-Mind is strengthened greatly.

Imagine a coin and remember the mind thinks of the coin as being two-sided. However, there is a third side and that is the rim. When in that position, both sides can be seen and, more importantly, they are below you. It is indicated that the only difference between madness and enlightenment is perspective in relationship to the mind. Identification with either side leads to imbalance. Dis-identification (or distance) from both sides allows balance and a higher perspective to be available. (Note: dis-identification does not mean dissociation or closing down feeling — both can and do occur simultaneously.)

Since the majority (if not all) of our beliefs and assumptions about life and how to live it happily are rooted in this directive to choose for and against, a change at this deep level produces astounding results.

The Attention Filter is also an integral part of Facticity. It directs our attention either outside or inside. This Filter is also an integral part of a seeker's experience. This focusing of attention is brought under conscious control and strengthened so the individual can shift their attention from certain non-useful or non-skillful mind/body reactions and create the space for higher levels of perception to emerge — perceptions that can become the foundation for walking on out of the mind into the realm called "spirit."

NLP places consciousness as a by-product of experience. Facticity rejects this assumption since consciousness existing without an object to experience is the whole basis of Eastern mysticism — the reality to which mystics point is a final recognition that we are not the mind or the body, but this experience called "consciousness," "turiya," "the fourth" and many other names. As a model for movement beyond the mind, Facticity embraces the availability of many levels of consciousness — at least one of which transcends the body-mind phenomena.

Because of this basic shift in assumption and the recognition of the facticity of opposites as the most basic and influential pattern affecting our psychological health, Facticity shifts the way in which a person will use the NLP techniques and the power of hypnosis. There is a most subtle continuum of "for and against" that will begin to pop into consciousness as awareness of opposites continues to arise.

In NLP language, meditation can be described as "being up-time to your own down-time." Being able to recognize your own patterns of mind and shift your attention away from them to sensory experience of the moment results in the ability to "put aside" your mind and emotions (personality) in a healthy way and make space for higher levels of perception to arise.

As a meditator of 15 years and a hypnotherapist for 17 years, I can verify in my own experience that content-free meditation (insight meditation, i.e., Zazen, Vipassana) is a powerful source of inspiration and understanding. Experience with myself and others indicates transformation is really not the result of changing behaviors. Transformation seems to occur when understanding arises — and Facticity seems to be quite powerful in inviting that phenomenon to occur.

❐

Ragini Elizabeth Michaels, *Founder and Director of Facticity ® Trainings, Inc., is a Clinical Hypnotherapist and a Master Practitioner and Trainer of NLP and Ericksonian Hypnosis and author of* The Facticity Series, *a profound book about a unique process she created as a result of many years of personal exploration meditation. She can be reached at Facticity Trainings, Inc., P.O. Box 22814, Seattle, WA 98122, 202-462-4369.*

SHERLCO®
CORPORATION
COMMUNICATION FOR PROFESSIONALS®

6th NLP Practitioners Certification Training
July 16th - August 4th, 1990 (following the Calgary Stampede)
Enjoy a stimulating training in the Canadian Rockies

2nd NLP Master's Certification Training
Sept. 1990 - Feb. 1991 (Six - 3 day weekends)

Advanced NLP Business Certification Training
April - June 1990 (Three 3 day weekends)
The latest in marketing, sales and negotiation.

Register now for early bird discount -Space limited

Gordon A. Sherley
2022-31 St. S.W. ◆ Calgary, Alberta, Canada ◆ T3E 2N2
403-240-3565

INTERNATIONAL NLP



MARVIN OKA
Director
Maxxum International

NLP & ACCELERATED LEARNING (con't)

In the last issue of the RAPPORTER, we began to explore HOW to facilitate the Learning 3 process within our students through the C-P-T Hierarchy. The C-P-T Hierarchy is a tool which can help us map information by the clean chunking of logical types within clean logical levels.

We can now address the issue of the DIRECTION of the thought processes that occur when using this map. As an NLP trainer, we want to *directionalize* the unconscious in such ways that it can notice its own processing and thus be able to create new learnings on a continuous basis (Learning 3).

The Mind Works in Directions

Richard Bandler emphasizes quite strongly that the mind works in directions and in order to better facilitate the Learning 3 experience, we want to take advantage of this principle.

The mind is like a car with an infinite supply of fuel and its accelerator permanently down. All we do is steer. For instance, what goes on in your mind when I say don't think of an elephant? Especially a grey one .... with a monkey on its back. As soon as you have read it, you think of it, don't you? Why? That's the direction the car has been steered in.

This principle is utilized quite extensively in NLP with such techniques as the swish pattern, hypnotic language patterns, well-formed outcomes, etc. The concept of directionalization is inter-related with the concept of syntax. The sequence in which we think of things greatly affects the end result.

For instance, let's say a student comes to you and says, "I really want to learn NLP but I don't quite understand it." The syntax of this line of thinking may lead them to a stuck state. As an NLP trainter, you might respond with, "Are you saying that you don't quite understand but you really want to learn NLP?" This sequence causes their mind to process in an entirely different direction.

As a NLPer, you may already be quite familiar with these concepts. In order to facilitate the Learning 3 experience within our students, we now need to go further.

Your mind/brain is also survival oriented. As human beings, we are creatures of nature and nature has built us to be able to survive. As a result, the mind/brain is able to function as a solution-seeking mechanism. For instance, take a moment and say these phrases to yourself with a slight pause after each phrase. Notice what goes on in your mind after you say each phrase.

"I'm hungry." "I'm thirsty." "My hair's too long."

Depending upon what state you were in when you posed the statement, most people would imagine the scenario and then instantly come up with "food," "drink," and "haircut." In other words, a solution! But how did your mind do this? How did it go into the direction of a solution without us consciously commanding it? As trainers, this process is important for us to explore as this is the exact process we want to facilitate for both learning and the application of learnings.

Structions

Several years ago, Julian Jaynes, a psychology professor at Princeton University, wrote a book entitled *The Origin of Consciousness in the Breakdown of the Bicameral Mind.* While the title is formidable, the book is a wealth of information for the serious NLPer. In one section, Jaynes discusses a concept which is calls "structions." In analyzing an experiment with word associations, Jaynes noted that people are able to come up with "answers" without really knowing how they did it. Conditions are set up, a trigger given, and an answer "magically" pops into awareness. How does the mind directionalize itself so? As Jaynes puts it:

> Another way of saying it is that *one does one's thinking before one knows what one is to think about.* The important part of the matter is the instruction, which allows the whole business to go off automatically. This I shall shorten to the term *struction,* by which I mean it to have the connotation of both instruction and construction. Thinking then, is not conscious. Rather, it is an automatic process following a struction and the materials on which the struction is to operate.

For instance, wiggle the fingers of your hand. How did you know how to do it? Did you figure it out consciously before you did it? Or did you just give yourself the struction and then do it? When you walk, do you figure out all the dynamics consciously or do you just give yourself the struction to walk and then walk? It seems that our 7-plus-or-minus-2 of awareness is only aware of the initial structions (direction + parameters) and then the final conclusion but not the process itself.

Do we need to know the process itself? At one level, yes, at another level .... no! We only need to know the process of how to FACILITATE the process. This is called utilization. For instance, do you know how every aspect of your refrigerator works? Unless you are a refrigerator engineer, probably not. But does this prevent you from using it? You probably have no problems with the process of utilizing your refrigerator, even though you may not know the exact process of how it refrigerates.

Let's use a more specific example from NLP. As a trained NLPer, you are probably quite familiar with strategies and submodalities. You may notice that you can get a picture in your head followed by a feeling. At one level of thought, we can say we are noticing our own process. At another level of thought, we haven't a clue HOW we get those pictures or feelings. We may also notice this picture is dim and small. We can even change it to bright and big. But how did you do it? How did you make the changes? The odds are you gave yourself a struction to do it and then you did it. How, specifically, you did it remains quite unconscious.

As NLP trainers, we want to learn how to facilitate the learning processes even if we don't know how these unconscious processes REALLY work. The key is in the giving of proper structions at the appropriate logical levels. This will allow us to be free to work with only the relevant processes in order to create Learning 3 experiences.

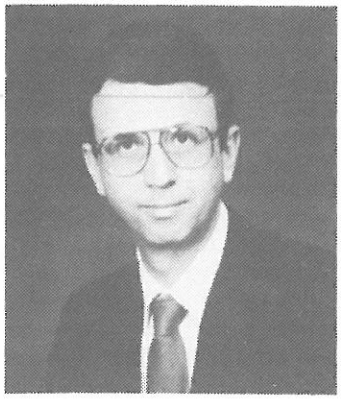
In other words, appropriate structions which facilitate the Learning 3 experience have a structure and direction which occur at specific logical levels. These structions must activate a unique kind of Transderivational Search (TDS) which is to become the foundation for the Learning 3 experience. In the next issue of the RAPPORTER, we will cover how to use TDS in ways which nurture the process of accelerated learning within our students.

❐

© 1990 MAXXUM International Training & Research Pty.Ltd.

Marvin Oka *is the Director of MAXXUM International Training & Research based in Melbourne and Sydney, Australia, and is a Certified Master Trainer by the Society of NLP. He specializes in the field of Accelerated Learning as applied to business trainings and runs an NLP Network for Professionals throughout Australia. He can be contacted at 14/5 Selwyn Court, Toorak Victoria, Australia, 3142, phone 613-822-5884, FAX 613-822-6512*

SPECIAL FEATURE



RENE PFALZGRAF
Founder
NLP Arizona, Ltd.

PRESUPPOSITIONS OF NLP — Part II

Last issue, I began a series of articles which will cover all of the basic skills taught in an NLP Practitioner Training. In the first article, I started covering the presuppositions of NLP. In this article, I will finish covering those presuppositions.

One of the interesting things about presuppositions is that everyone has some. And what is more interesting is that what is espoused and what is in reality may differ. So it is possible for someone who is doing NLP to state that s/he accepts and acts out of the following presuppositions while behaviorally demonstrating something else.

It is more important to pay attention to what is demonstrated than what is said. Richard Bandler once said that what isn't said but is presupposed is much more powerful than what is said. And, of course, if anyone would know about such things, Richard would be the one.

So now let us continue with the presuppositions of NLP or what might more accurately be called the presuppositions that Milton Erickson behaviorally demonstrated — because, without Milton, where would John and Richard have been and how would they have known what to say?

In the first article of this series, I covered the concept of Positive Intent, so now let us continue with the next presupposition.

ALL COMMUNICATIONS ARE REDUNDANT

What is meant by this is that each person communicates on more than one level. In fact, there are three main levels on which any communication is delivered.

The first is the words that are said. People usually consider this part to be the most important because they are the easiest to understand consciously. The second is the auditory content of the communication, which is comprised of inflection patterns, tone, speed, volume and timbre. And the third is the way that the person uses their body, their physiology. This includes general posture as well as more subtle clues such as skin color, muscle tone and body movements.

It has been shown that only approximately 7% of the meaning of any communication is carried by the words and that the remaining 93% is carried by auditory (38%) or physiological content (55%).

So it is that when a person communicates something in words, that person is communicating on multiple levels and may also be communicating mixed messages between what is being communicated consciously and what is being communicated unconsciously.

In addition, a person communicates how they operate, from an internal systems standpoint, over and over again. What this means is that people behaviorally demonstrate how they have problems or solve them, as well as many other things about themselves and they are doing it all the time. (This will become more evident as the material in later sections of this series is presented.)

So it is that people will demonstrate how they process information at a subjective, unconscious level, and will communicate their congruency or lack of congruency in each communication they make. Lack of congruency can be demonstrated either simultaneously by having mismatches between the conscious and unconscious portions of the communication or sequentially, by presenting mutually contradictory information at two or more distinct times. Since this is true, you can realize that if something is important, it will be demonstrated over and over by a client because the client is constantly demonstrating how s/he is processing and utlizing information.

THE MEANING OF YOUR COMMUNICATION IS THE RESPONSE YOU GET

When a person communicates with another, it is the other person's reaction, not the communicator's intent, that is used to monitor the meaning of the communication. This creates a feedback loop between the communicator and the person being communicated with, so that the communicator is responsible for adjusting their communication until it produces the desired result.

This makes the model of the world held by the listener more important to the communication than the model of the world held by the communicator. Since this is true, the more flexible the communicator, the more likely s/he is to be able to get the point across.

PEOPLE RESPOND TO THEIR MAP OF REALITY NOT TO REALITY ITSELF

This means that each of us has our own perception of reality — of what we think is going on at the moment. But what we think is going on is only our perception, not reality itself. In fact, we filter what we see, hear, feel, smell and taste through what we believe and value, so that what is perceived is a deleted, distorted and generalized approximation of what is really going on.

In college, I once had to do a study of a particular event. I was to observe a particular interaction between several people and then have them describe what had taken place. It was interesting that everyone focused their attention on different things, that each of the people interpreted what had taken place differently, and yet they had all been in the same place at the same time. In fact, when I read some of the descriptions and compared them with others, I might have thought that the people were describing different events had I not known that they were describing the same event.

REQUISITE VARIETY: THE ELEMENT IN A SYSTEM WITH THE MOST FLEXIBILITY WILL BE THE CONTROLLING ELEMENT (IN THE LONG RUN)

This means that the person who is best able to adapt to the situation will be most likely to be successful in that situation.

In the short run, the most inflexible part of a system may tend to dominate it, because initially everyone else has to make adjustments for the person who won't bend. But in the long run, the person who is the most flexible will tend to come out on top.

PEOPLE WORK PERFECTLY

Everything that you or anyone else does is done perfectly. Now, of course, you might not think that what you did was perfect, and that is because what you did and what you wanted to do differed.

In actuality, each person works in a systematic way, and the output of the system is a perfect representation of the system. The fact that you were able to act in the way that you did shows that the system is working. It isn't the system, it is the way that it is programmed that is creating your displeasure.

In other words, do you throw away a computer because you want to use worksheets and the computer will only do word processing? No, you simply change the program so that the computer will do what you want it to do. So the computer was working perfectly when it was acting like a word processor, and when it was working like a spread sheet package, but in one case, the way it was acting was different from what you thought you wanted.

PEOPLE ALWAYS MAKE THE BEST CHOICES AVAILABLE TO THEM AT THE TIME

This again relates to your own personal software in your human bio-computer. Your bio-computer, just like everyone else's, is programmed to make the best choices based on the way that it is programmed.

Of course, you can believe that you haven't done the best that you could have, but that would only be a reflection of the fact that you have been programmed in such a way that feeling that you have done the best that you could have isn't the best way for you to feel. So, then, the best way for you to feel about what you have done, based on the way that you are programmed, would be to feel that you haven't done the best that you could.

The corollary of this is that if you really had a better choice in the estimation of the software system in your human bio-computer — you — it would be responding differently.

When you are working on yourself, or with others, realize that all anyone has to do to behave differently is to generate a new solution that is evaluated by the bio-computer's operating system as being superior to what it was doing previously. Simple enough in theory anyway.

EVERY BEHAVIOR IS USEFUL IN SOME CONTEXT

Screaming at the top of your lungs is generally viewed as a less than useful response when attending an opera or the theatre. But that same response is considered to be quite useful if you are being mugged. So it can be seen that the value of what you do is dependent on the context in which you do it.

What this means to you and your clients is that their behaviors are not bad, just less than optimumly contextualized. So all that you need to do is to move some other behaviors that would be more effective in a particular context to that context and move the other behavior to a context better suited to it.

This, again, creates a relative reality so that the value of a behavior is determined by the context and the state of being of the individual is independent of the behavior.

CHOICE IS BETTER THAN NO CHOICE

This refers to the idea that you prefer to believe that you can have some effect on the situation, rather than being forced to do something. So if you are in a position where you have options as to what you might do or what you are going to do, in general, you will feel more comfortable than when you are in a situation where you have no choice at all.

PEOPLE HAVE ALL THE RESOURCES TO DO ANYTHING THEY WANT

This, again, refers to the capabilities of the human bio-computer. Basically, it is not a hardware problem when you think that you do not have what it takes to do something, but is a reflection of the software that the human bio-computer is running at the time.

In addition, this also means that if anyone can do something, it is potentially possible for you or anyone else to do it also. Therefore, you can do anything that you would like to be able to do because it is really within your capability to do it.

THERE IS NO SUCH THING AS FAILURE, ONLY FEEDBACK

Failure is a judgment that some people make when they evaluate what they have done. In order to fail, the person must give up and stop trying to do what they think they want to do. Failure is also a judgment about a person's capability to achieve what was desired. In general, people who achieve very little think in terms of failure, of incapability.

In actuality, there is no failure. Because in reality, what happened was just a response to what you did. This response lets you know that what you did didn't produce the outcome that you wanted, so it is up to you to discover a different way of achieving what it is that you want.

Some inventors see what they have done that did not achieve the outcome that they wanted as simply inventing something other than what they had in mind.

ANY PROJECT CAN BE ACCOMPLISHED BY ANYONE IF IT IS DESIGNED AND SEQUENCED PROPERLY

If you want to achieve something — no matter how outrageous the goal — you need to make sure that each step of the way is of a size that you can accomplish in one step, and you need to sequence the steps so that they lead to your goal.

Large, outrageous goals may require more steps and more elaborate sequences, and if they are structured correctly, you can attain them as surely as something that, on the surface, appears much simpler to do.

SUMMARY

As you look at these different presuppositions, you may begin to notice that they constantly assume that each and every person is capable of making substantial change or improvement to their present performance and that the behaviors in question are viewed objectively and without judgment.

One thing that sets NLP apart from other disciplines is that NLP is primarily concerned with the question: "How is it possible?" So when a person behaves a certain way, instead of asking, "Why is that person behaving that way?" the question that is asked is, "How is it possible for this person to do this behavior?"

When the "Why" question is asked, we must look at and understand the person's past in order to have any hope of making a change. But when you ask "How," you only need to know the process by which the person is able to do what they are presently doing. This allows you to interact with and produce positive change for a client or yourself even when you do not have any understanding or knowledge of the problem.

You may also have noticed that understanding and being able to explain your problem isn't a way to bring about substantial and generative change.

Interrupting the pattern that is generating the problem will allow the person to have new behaviors easily and effortlessly. And, in addition, the time necessary to make the change will usually be very short.

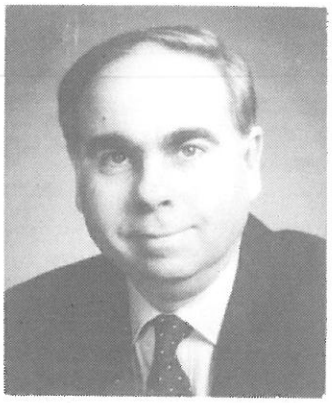
One of the other benefits of NLP is that it is possible to bring about substantial change for a person without having to know anything about the person's problem specifically. Although this may seem a little unusual to you, now, as you read this series you will learn many ways to do bring-about-change work for yourself and others without having to figure out why the old behaviors were the way they were.

❐

© 1990 RENE PFALZGRAF ALL RIGHTS RESERVED

Rene Pfalzgraf *is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP. 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 may be contacted by writing NLP Arizona, Ltd., P.O. Box 2800-291, Carefree, AZ 85377 or by calling 602-252-4840.*

BEYOND SELF AWARENESS



WYATT WOODSMALL
Founder
National Training Institute
for NLP

IDENTIFICATION EXERCISE

Submodalities

Our fundamental thesis, which is very exciting, is that we have discovered the ABCs of the mind. We have discovered the key to the way that the mind operates, and it is this: if the mind is capable of making any distinction, then it must have some way to do this. The way the mind actually does this, which heretofore has remained a mystery, is through the submodalities of the way that it represents the two experiences. The mind makes distinctions by comparing and contrasting the submodalities of its representations of experience. The mind already has a series of templates in place. One template is called degrees of believability. To determine if it believes something or not, the mind simply checks it against its template. This occurs outside of conscious awareness. Then it responds on the basis of that checking.

There are experiments that you can perform to verify that this is the case. As an example, I could give you a list of 10 statements and have you write down which ones you believe and which ones you don't believe. You would then put this list in a sealed envelope. I could then elicit from you the submodalities that you use to represent belief and the submodalities that you use to represent disbelief. Then I would go through this list of 10 statements with you and elicit the submodalities of how you represent that statement to yourself. I would then compare your answers to the grid that I elicited from you for belief and dis-belief. In this way I'd determine whether you believed or dis-believed each statement on the list. When the sealed envelope was opened the two lists will correspond.

Also, knowing how the mind represents beliefs enables us to change them. One of the powerful things about understanding how the mind operates is that, for the first time, we have a precise technology to begin to change things. For some people, to change something they believe to something they don't believe all that is necessary is to move the location of the picture from where it is stored as something remembered to where it would be stored as something they construct. When they go back and access it again in the future, then they'll say, "I don't believe that! It's just a fantasy!" In some cases, that's all it takes. In most cases the submodality template is more complex, but the principle remains the same

You'll be using the ABCs of your own mind as a fulcrum to move you on the path of spiritual progress. You'll discover for yourself the map of the basic structure of the encodings by which your own mind makes distinctions. Once you understand that basic structure, you'll learn how to utilize this information to change.

IDENTITY EXERCISE

Identity is the most basic of all of the distinctions that the mind makes. It allows the mind to differentiate "you" from everything else. It determines who you are. This exercise is designed to determine the template that your mind uses to define your "I."

List 15 "I Am" and 15 "I Am Not" Statements

On a sheet of paper, write down the first 15 things that come to mind to complete the following statement: "I am." These are things that you are. You may find that you'll come up with 5 or 6 immediately, then it might become a more challenging to pull out the rest. On the same sheet of paper make another list of the things that you are not. Start your statements with the phrase, "I am not."

One goal of spiritual work is to escape from the defensiveness of the ego and its endless process of rationalizing, justifying, and excusing its behavior. Self-analysis and psychoanalysis only serve to reinforce the ego and to strengthen its identifications. This sense of identification is what controls your behavior. One of the goals of spiritual work is to break down these identifications, so that you can begin to take control over your behavior and to break the strangle hold of the ego.

As Assagioli, the great Italian creator of psychosynthesis, put it so succinctly: "You are controlled by that with which you identify. You can control anything with which you dis-identify."

In the Hindu tradition, this is expressed in what is called the Great Neti-Neti. In Hindu, Neti means "Not I." Certain Hindu and Buddhist practices include saying, "Not I" to everything one encounters. Another way to do this is to go through a ritual of dis-identification: I have a body, but I am not my body. I have a mind, but I am not my mind. I have feelings, but I am not my feelings. I have sensations, but I am not my sensations. I am I — a center of pure self-awareness. I am I — a center of pure self-consciousness.

The purpose of this ritual is to allow you to break free from all these things with which you identify, i.e. all the things you say "I am" to. Any of the things you identify with when you say "I am" are things you are controlled by.

A fundamental spiritual goal is to break your identifications and the accompanying hold of the ego. In order to do this, you must first know what these identifications are. Then, you must have a process to break them. In the Hindu tradition, you go around saying "Neti, Neti, Neti" to everything. Unfortunately, for most people the process is not so easy. Most people can say "not I" out loud while saying "I, I, I, I, I" continuously in their minds. What we are going to do is apply spiritual technology to get a much more refined process. Unfortunately just saying that you are not something does not "make it so." The process which we are going to use does "make it so."

The first submodality distinction we are going to work with is between the "I" and the "Not I." You made a list of 15 things that you said "I am" to, and you made a list of 15 things that you said "I am not" to. The fact that you were able to make these two lists means that you are able to distinguish between the "I am" and the "I am not." Going back to our fundamental hypothesis, if the mind is able to make a distinction (i.e., between the things that are "I" and the things that are "Not I"), then the mind has to have some way of making that distinction. The way that it makes that distinction has to do with the way that it internally represents each of the aspects of the distinction to itself. To determine how it does this it is necessary to elicit the submodalities of the representation.

In order to find out for yourself how you represent "I am" and "I am not" to yourself and how you distinguish between the things that are "I" and the things that are "Not I," you will make a catalog of the structure of your own mind. This will enable you to run your own mind and to control the path of your own evolution.

Method 1

Look at one of the strongest statements on your "I am" list and discover how you represent it to yourself. What are the submodalities which you use to represent it. Is it a picture? If so, is it black-and-white or color? Continue listing the visual submodalities. Are there any sounds associated with this statement? If yes, list the auditory submodalities. Are there any sensations or feelings associated with it? If yes, list the kinesthetic submodalities. Now, select one of the strongest "I am not" statements on your list and similarly list the submodalities which you use to represent it. Now compare the two lists and determine where the differences are.

Method 2

Simultaneously form representations of "I am" and "I am not" statements. Then, go down the list of submodalities and note any differences between the two. For example, if both the "I am" and "I am not" statements are represented visually in color, then mark down "same" on your list. If they're different, then you note what the difference is (eg., "I am" in color and "I am not" in black-and-white). What you are looking for are the differences.

At the conclusion of this exercise, you will know the differences between how you represent the things with which you identify and the things with which you don't identify, i.e. between what "you are" and what "you are not."

THE PROCESS OF DIS-IDENTIFICATION

Keep in mind the general rule, "You are controlled by those things with which you identify. You can control those things with which you dis-identify." Look over your list of the 15 things with which you identify, and decide which of those things you'd be better off not identifying with. For instance, I was talking to a single person who had as one of their outcomes a change in that situation. I asked them what was on their list, and there was "I am single." If you've got "I am single" on the list, you can be sure that you'll stay single! Your goal is to learn to run your own mind and to create your own identity. You need to decide what identity you want and to dis-identify with those things that are getting in your way of getting there.

To dis-identify with something, change the submodalities of your representation of it to the submodalities that you use to represent the things that you aren't. For example, if you represented your "I am" as a focused, color, movie picture 2 feet away, then change it into the submodalities of something you are not (this might be a fuzzy, black-and-white, still picture 10 feet away). Take the content of what "you are" that you no longer want to be (because it's getting in your way and limiting you) and change the submodalities of that content to the submodalities of what you "are not."

If you're in a great deal of pain and you identify with your body, then you're going to be saying to yourself, "I am in pain, and I hurt and ache all over." Whereas, if you dis-identify with your body, then you can reach a point where you will have control over the pain. "My body hurts, but I don't hurt."

CAUTION

It is necessary to proceed cautiously. Changes in your identity are the most fundamental changes that you can make. If you go through your entire "I am" list and dis-identify with everything on it, there is a danger that you will lose your way in the void. Before you systematically dis-identify with everything, you need to create a part that will protect and guide you in the void. This part is called the Witness Consciousness.

The Stanislavski Method of acting involves the actor identifying totally with the role being played. This happens to the point where they can't distinguish between the role that they are playing and themselves. The problem with the Stanislavski Method is the high rate of psychotic breakdowns among actors using it. This occurs because after playing (identifying with) two or three different roles, the actors have totally lost touch with themselves. We know that Stanislavski was influenced by the mystic tradition, and there is some evidence that his method was influenced by Gurdjieff. To be an effective Method actor, you need to have the ability to go to a null state. From there you can put on any identity you choose to put on. Without having the Witness that allows you to know that you're playing a role, it's very easy to get lost in the role. You then end up with the difficulty of telling the difference between who you are and the role you're playing. So in order to be an effective Method actor, you need to have reached a certain mystic state of Witness Consciousness. Stanislavski understood that. Many modern actors don't.

❐

© 1990 WYATT WOODSMALL, PhD

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.*

BACK ISSUE AVAILABILITY

1-ACORN	18-SOLSTICE
~~2-FOOTPRINTS~~*	19-WINTERSUN
~~3-PASSAGES~~*	20-CHRONOS
~~4-CHRYSALIS~~ *	21-TILLER
~~5-EMERGENCE~~*	~~22-TWENTY-TWO~~*
~~6-DAWN~~*	~~23-SURVEYOR~~*
7-ESSENCE	24-BRIDGES
8-PEACE	25-DOGON
~~9-CROSSROADS~~*	26-HARVESTIME
~~10-DOLPHIN~~*	27-THANKSGIVING
~~11-ELEVEN~~*	28-HARMONY
12-L'CHAIM	29-HALLELUIA!
13-MANNA	30-METAPHOR
14-CHOICES	31-COMES THE SUN!
15-BOUNTIFUL	32-FLOWER POWER
16-CORNUCOPIA	33-SYNERGY
~~17-TRAVELER~~*	34-REFLECTIONS

Back issues are in limited supply. They are available while supplies last for $5 each, US ($7 each, foreign, US funds), postage included. For a Back Issue Index, send a stamped, self-addressed envelope with your request.

**sold Out*: *Due to many requests, we are now offering photocopies of our Sold Out issues, bound in magazine format just like the original printings for $8 each, US ($10 each, foreign, US funds), postage included.*

Mail check or money order and issues requested to:

RAPPORTER • 740 E MINGUS, SUITE#2013
COTTONWOOD, AZ 86326 • USA

EVENTS LISTING

SEPTEMBER 1990

September 1990 — February 1991, Calgary
2ND NLP MASTERS CERTIFICATION TRAINING, *Gordon A. Sherley;* contact Sherlco Corp., 403-240-3565

September 12, Phoenix
HYPNOSIS CERTIFICATION TRAINING, *Rene Pfalzgraf;* contact NLP Arizona, 602-252-4840 or 1-800-224-5NLP

September 14-17 (program begins), **Chicago**
MASTER PRACTITIONER CERTIFICATION TRAINING, contact NLP Institute of Chicago, 312-281-3343

September 15-17, Dallas
THE SECRET OF CREATING YOUR FUTURE, *Tad James;* contact Advanced Neuro Dynamics, 1-800-657-7870

September 18, Dallas
THE LOST SECRETS OF ANCIENT HAWAIIAN HUNA, *Tad James;* contact Advanced Neuro Dynamics, 1-800-657-7870

September 20, Tucson
FREE HYPNOSIS AND NLP PREVIEW, *Rene Pfalzgraf;* contact NLP Arizona, 602-252-4840 or 1-800-224-5NLP

September 22-24, Chicago
THE SECRET OF CREATING YOUR FUTURE, *Tad James;* contact Advanced Neuro Dynamics, 1-800-657-7870

September 25, Chicago
THE LOST SECRETS OF ANCIENT HAWAIIAN HUNA, *Tad James;* contact Advanced Neuro Dynamics, 1-800-657-7870August 17-19, San Diego

September 30, Worldwide
WORLD HEALING MEDITATION; contact the Quaratus Foundation, P.O. Box 1768, Boerne, TX 78006-6768

Stop by our booth at the 1990 EarthStar Expo Tour

San Diego, San Diego Convention Center, October 20, 21
Tampa Bay, Tampa Bay Convention Center, November 3, 4
Tacoma, Tacoma Dome, November 17, 18

RESOURCE GUIDE

If you're looking for books, audio and videotapes, and other products covering neurolinguistic programming and related fields, here's who to contact. (We haven't intentionally omitted anyone; if you'd like to be included in our Resource Guide, send us your most recent catalog or brochure.)

Advanced Neuro Dynamics
1001 Bishop Street, Pauahi Tower, Suite 702, Honolulu, HI 96813, 1-800-NLP-7870, ext. 800

The Changeworks
P.O. Box 4000-D, Berkeley, CA 94704, 415-540-5707

Eastern NLP Institute
P.O. Box 697, Newtown, PA 18940, 215-860-0911

FuturePace, Inc.
P.O. Box 1173, San Rafael, CA 94915, 415-485-1200

Georgian Bay NLP Centre
P.O. Box 1210, Meaford, Ontario N0H 1Y0, Canada, 519-538-1194

Laura Grinder Associates
1803 Mission Street, Suite 406, Santa Cruz, CA 95060, 1-800-338-4667

Grinder, DeLozier & Associates
200 7th Avenue, Suite 100, Santa Cruz, CA 95062, 408-475-8540

Learning Strategies Corporation
900 Wayzata Blvd., Wayzata, MN 55391, 612-475-2250 or 1-800-735-TAPE

Metamorphous Press, Inc.
P.O. Box 10616, Portland, OR 97210-0616, 1-800-937-7771

National Association of NLP
310 North Alabama, Suite A-100, Indianapolis, IN 46204, 317-636-6059

National Training Institute for NLP
801 South 20th Street, Arlington, VA 22202, 703-979-3835

New York Training Institute of NLP
155 Prince Street, New York, NY 10012, 212-473-2852

NLP Arizona, Ltd.
P.O. Box 2800-291, Carefree, AZ 85377, 602-252-4840

NLP Center of New Jersey
P.O. Box 424, Hopatcong, NJ 07843, 201-770-1084

NLP Products & Promotions
13223 Black Mountain Road, #1-429, San Diego, CA 92129, 619-538-6216

Powell Productions
11701 Belcher Road South, Suite 123, Largo, FL 34643, 813-530-0110

Southern California Center for NLP
2075 P.V. Dr. N., Ste. 200, Lomita, CA 90717-3726, 213-833-4234

Southern Institute of NLP
P.O. Box 529, Indian Rocks Beach, FL 34635, 813-596-4891

Success Dynamics
P.O. Box 6749, Fresh Meadows, NY 11365, 718-461-3220



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 1768, Boerne, TX 78006-6768. Beautiful color 11x17 World Healing Meditation posters can be ordered from them at a cost of only $1.00 each plus $1.25 posage for four or less.*

RAPPORTER
Journal of Human Performance Technologies

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

THIRD CLASS

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

ADDRESS CORRECTION REQUESTED

BALANCE #35 AUGUST 1990

NLP ARIZONA, LTD. PRESENTS

HYPNOSIS TRAINING, PRACTITIONER TRAINING & MORE

HYPNOSIS TRAINING
Tucson Oct. 5-7
Phoenix Oct. 19-21
National Certification Available
SAVE $195
CALL FOR DETAILS
Skill areas that will be covered are:
Rapid Trance Induction
Change Patterns for
Stop Smoking
Weight Loss
Stress Release
and More
Ericksonian Language Patterns
Neuro Linguistic Programming
Hypno-Anesthesia
Self-Hypnosis

TWO NLP PRACTITIONER CERTIFICATION TRAININGS
Begins in Tucson Nov. 2-4
Begins in Phoenix Nov. 9-11
SAVE $650
CALL FOR DETAILS

FREE PREVIEW
HYPNOSIS & NLP
Tucson Sept. 20
Phoenix Sept. 12
& Oct. 3
CALL FOR LOCATION

Call NLP ARIZONA, LTD. Today
Phoenix 252-4840 / 1-800-224-5NLP
P.O. BOX 2800-291 • CAREFREE, AZ 85377