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Rene' Pfalzgraf's purpose behind the development of LifeLine Therapy™ and Integrative Behavioral Patterning™ was to produce procedures which would allow a person to change his whole life in such a way that ongoing positive changes would occur and continue to expand throughout his life forever.

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OUR PURPOSE AND PHILOSOPHY IS:

- *To provide the best and most valuable information available in the sciences of human change to our readers*
  by offering information from various fields of human behavior — including NLP, traditional and Ericksonian hypnosis and healing therapies — in order to provide many different models and strategies for interacting with clients, students, friends and relatives
- *To be instrumental in the reinstitution of personal freedom*
  by offering tools whose use empowers anyone to become a master of their own destiny
- *To stimulate and expand minds*
  by presenting techniques that effect controversy, stretching, change and enlightenment
- *To be a bridge of rapport connecting the many different approaches to the pursuance of success, abundance, peace and joy.*

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

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

Peace, RAPPORTER

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

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GETTING REAL ENTERPRISES
Pamela Lieberman, Editor

COLUMNISTS
Dr. Lloyd Flaro • Marvin Oka
Rene Pfalzgraf • Wyatt Woodsmall, PhD

THIS 'N THAT!



PAMELA LIEBERMAN
Editor

Hi, again! I got so chatty (long-winded?) when writing about this month's Book Club specials that I didn't leave much space for "my" column . . . . so I thought I'd use what little space remains to share with you some of what's coming up in future issues.

In addition to our regular columns — Behavioral Modeling, Hypnosis, NLP in Education, International NLP — and the two series of Special Features we're running (Tad James'and Rene Pfalgraf's) that will continue in our next issue, I have a wealth of wonderful material that's recently been submitted to be shared with you. In future issues you'll be seeing the following articles:

"Preliminary Reflections on Smuts' Holism; Certain Parallels with Contemporary Scientific and Metaphysical Thought and Ethical Considerations," by Claude van Wyk, South Africa; "The Old Road to Kindamba," by Judith DeLozier and Julian Russell, California; "Unconsciously Unlocking the Gates," by Monica Knobloch, Australia; "Neural Networks, Modeling and Time Lines: An Interesting Synergy," by Dr. Edwin Sylvester, Michigan; "Feedback, Art and Learning in the NLP Community," by Judith DeLozier and Susan Grace Banch, New York; "The Elf, the Wizard and Enellopy," by John Emerick, Texas; and an interview with Robert Dilts by Sherry Entus, Canada.

And there's more: Books to be reviewed, including *The Science of Getting Rich* and *The Science of Being Great,* by Wallace Wattles; *Be Word Wise, A "How-To" Handbook for Understanding, Influencing, Motivating Yourself and Others,* by Robert McCrory; *Facticity — A Door to Mental Health and Beyond,* by Ragini Elizabeth Michaels; and tapes to be reviewed, including the first two tapes in the new Facticity Series™, *Beginnings & Endings — Relaxing with Change* and *Balancing in Motion,* both by Ragini; and Tim Loeb's *The Advanced Self.*

Since we don't yet have anyone to do the reviews (do you all miss Nancy Beplat as much as I do?), I'm open to suggestions as to how to meet this challenge. So far, what I've come up with is to print excerpts from the books (see p. 8) — still no ideas on how to handle the tapes! I read the books that are sent in for review and listen to the tapes and can offer you my opinion — but that's all it would be, one person's opinion, reflecting my own taste, etc. I'm a rotten reviewer — they read something like this, "I love it, you will, too" or "I didn't like it a bit" or "It's OK." So, what do you think I should do? Your ideas are welcome! I'm counting on you! Thanks!

Peace, Pam

(Continued from p. 14)

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BOOK CLUB — "Classics" List

Applications of NLP, Robert Dilts, $21.95

Changing Belief Systems with NLP, Robert Dilts, $22.00

Changing with Families, Virginia Satir, Richard Bandler, John Grinder, $10.95

The Emotional Hostage, Leslie Cameron-Bandler & Michael Lebeau, $11.95

The Emprint Method, Leslie Cameron-Bandler, David Gordon, Michael Lebeau, $11.95

Frogs into Princes, Richard Bandler & John Grinder, $7.50

Insider's Guide to Sub-modalities, Richard Bandler & Will MacDonald, $12.95

Magic in Action, Richard Bandler, $14.95

My Voice Will Go With You, Milton Erickson, $19.95

NeuroLinguistic Programming, Vol. I, Robert Dilts, John Grinder, Richard Bandler & Judith Delozier, $23.95

Patterns of Hypnotic Techniqes, Vol. II, Richard Bandler & John Grinder, $17.95

Phoenix: Therapeutic Patterns of Milton H. Erickson, David Gordon & Marybeth Meyers-Anderson, $13.95

Reframing: NLP and the Transformation of Meaning, Richard Bandler & John Grinder, $8.50

Roots of Neurolinguistic Programming, Robert Dilts, $21.95

Solutions, Leslie Cameron-Bandler, $11.95

Structure of Magic, Vol. I, Richard Bandler & John Grinder, $10.95

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TRANCE-Formations: NeuroLinguistic Programming and the Structure of Hypnosis, Richard Bandler & John Grinder, $8.50

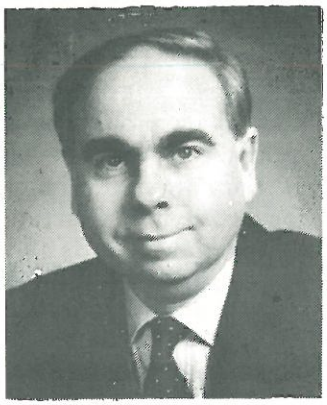
Turtles All the Way Down, John Grinder & Judith Delozier, $24.95

Unlimited Power: The New Science of Personal Achievement, Anthony Robbins, $10.95

Using Your Brain — for a Change, Richard Bandler, $7.50

Here's the fine print: In the US, add $3.50 shipping and handling for the first title you order and $.75 for each additional title. Foreign orders, add $7.00 for the first title you order and $2.00 for each additional title for Air Mail shipping.

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EXPRESSIVE AND SACRIFICIAL SYSTEMS (con't)

Each level . . . is a coping system in response to a class of problems. Each level . . . lies at the conjunction of a set of problems/challenges posed by existence and a set of coping mechanisms in the human mind activiated to deal with the problems in the context or milieu. . . . Each level also has specific ways of learning, thinking and motivation, as well as specific means and ends, values and views, as to the nature of the world. . . . Now let us explore the systems in more detail. (Excerpt *from* Part 1, May 1991 Issue #42.)

LEVEL FOUR — ABSOLUTISTIC

Maxim

Sacrifice self now to obtain later.

Perspective

The world is deterministic, rationally ordered, and is characterized with rigid categories for ideas, people, objects, and events. Exemplified by formal logic and the Newtonian assumptions of time and space.

Goal in Life

To conform to a directive design, i.e. those superior forces which guide mankind and its destiny along prescribed paths. The purpose is to maintain stability for the present and to guarantee the future reward which is being earned by hard work and sacrifice in the present. To bring order and stability to the world by dividing it into categories of "good" and "evil." To control impulsivity and punish evil deeds.

Coping Mechanism

Seeks to live in the right way as prescribed by higher authority through following the rules, striving to maintain an orderly existence, and steadfastly pursuing what is right and shunning that which is wrong and those who do wrong; supports the system, the way, the belief, and the cause through sacrifice and discipline; creates hierarchical structures, institutions and rules to create and maintain a just society; crusades against evil, unrighteousness, lawlessness, and non-compliance to the just order.

Manifestations

Obedience orientation; systems orientation; punitive orientation. Historically this is the base of the agricultural revolution and so-called civilization. This is reflected in the formation of national boundaries and political units. Essential to the establishment of an orderly and progressive society among developing nations. Seen in a pure form in highly doctrinaire religions and in absolutistic philosophical and political systems. Seen in military and religious hierarchies. Appears in punitive and regimented social and educational constraints. Underlies the Calvinist work ethic. Seen in the silent majority, the right-to-life movement and in conservative and fundamentalist America. Evident in President Bush's response to Saddam Hussein and in his Supreme Court nomination of David Sutter.

Range of Functioning

Low: De-humanization and callousness; rigid; intolerant, and authoritarian; fanatical; punitive.

High: Stability and responsibility; strong sense of law and justice; healthy commitment to systems and procedures, order and tradition; systematic and well-organized.

Organizational Structure

Passive Hierarchy: Rigid rules for structure and rank; person with appropriate positional power makes

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decision; divine authority speaks through secular authority; communication downward and horizontal across classes; people stay in their rightful places.

Communication

"I need to know what should be done." Do use the printed word and stress "shoulds" and "oughts." Do not be inconsistent or leave out details.

LEVEL FIVE — MATERIALIST

Maxim

Express self now calculatedly so as not to arouse the ire of others.

Perspective

The world is rich in natural and human resources which provide vast opportunities for individuals and cultures to create for themselves the "good life" full of material abundance.

Goal in Life

Individually: To achieve politically and materialistically through the skillful use of power, popularity, and prestige, enjoying the thrills of winning and the satisfaction of accomplishment.

Culturally: To conquer the world by learning its secrets in order to provide a higher level of existence here and now. To create a better life for all by the skillful manipulation of natural and human resources and to create distribution channels to make this material abundance available to the masses of humanity. To escape from deterministic and fatalistic dogma through the use of science and technology to control our human destiny.

Coping Mechanism

Individual: Success — the result of competitiveness, investment of time/energy, and determination; high achievement motivation needs; effective game-playing and manipulative skills; multiplistic thinking and acceptance of risk.

Cultural: Progress — the result of pragmatic decision-making strategies using science and technology and reflecting real political realities; rewarding entrepreneurism and progressive thinking and relying on the free marketplace and competition to generate continuous improvement; use of material rewards and status to provide incentives to progress; promotion of the culture's "manifest destiny."

Manifestations

This is the keystone thinking process for modern industrialized nations. Eastern Europe is making this transition and Russia and China are attempting to follow. Reflected in a high-tech, energy-dependent, status-conscious, upwardly mobile, progress-oriented society. Highly visible in sales, marketing and advertising. Seen in political gamesmanship and in the traditional business, educational and leadership functions within industrialized societies. Seen in the focus on productivity and task-orientation.

Range of Functioning

Low: Conniving, swindling, purely selfish motives and drives; a rip-off artist willing to do anything for a price; the flim-flam man.

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High: Constructively ambitious; high energy levels are used in the pursuit of organizational and societal goals; actions reflect a concern for others' welfare, as well as one's own.

Organizational Structure

Active Hierarchy: Bureaucratic and status-oriented; person with the delegated authority makes decisions; distribution of specific amount of responsibility; communication down, up, and across; power related to prestige and position within the structure; allows for upward mobility; theory Y management; task-oriented leadership.

Communication

"What is the payoff?" "Show me the figures." Do imply personal career advantage. Do not quote what the "book says."

LEVEL SIX — PERSONALISTIC

Maxim

Sacrifice self now to obtain now for self/others.

Perspective

The world has been depersonalized through determinism and tarnished through technology, thus creating a spiritual void that can only be filled by rediscovering basic humanity.

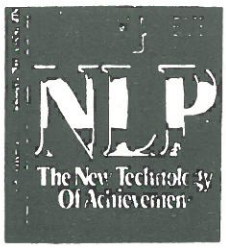
Goal in Life

To seek peace with the inner self and to establish contact with the inner selves of others, in the belief that

Laura Grinder Associates

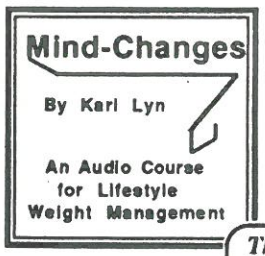
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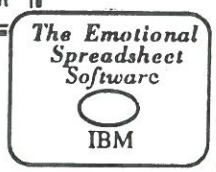


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people need to be needed. To free the human spirit from exploitation, regimentation and consumerism. To eliminate poverty, racism, chauvinism, divisiveness, and social alienation through the experience of the universal family of humanity.

Coping Mechanism

Individual: Emergence of true interpersonalism with focus on "I and Thou" relationships. To be sensitive to the feelings of self and others and to focus on issues concerning emotions and spirit.

Cultural: To strive for an ideal society through egalitarianism (the guarantee of "equality" for each person to develop to his/her fullest potential) and humanitarianism (the moral imperative to provide for all the needs of all members of the human race). To achieve this end through the use of persuasion if possible and legal mandate if necessary. Emphasis on consensus decision making, group effort and harmony, and peacekeeping.

Manifestations

Emerged with the counter-culture of the late 60s and early 70s. Manifest in the anti-war movement. The root of the liberal political agenda and the human potential movement. Found in helping professions, education and feeling-oriented business activity. Touchy-feely activity. A major theme in Scandinavian countries and emerging in Japan, Germany and Switzerland. Arises as a product of the success of achieving affluence and as a response to technatization and the alienation and depersonalization of society. Has produced the primary concern for equal rights, social services and humanitarian programs.

Range of Functioning

Low: Overly permissive and unrealistically idealistic; unbalanced emphasis on affect/feelings, happiness, etc.; tends to ignore the need to produce tangible results.

High: Genuinely people-oriented; seeds inner tranquility in a reality base; emphasis on warm interpersonal relations and social responsibility.

Organizational Structure

Social Network: Organization of equals for mutual benefit; little concern with status or privilege; the "people" make decisions as a group; frequent communication in all directions; emphasis on consensus, sensitivity to feelings, and human needs; theory Z management; human relations departments; organization effectiveness; concern for maintenance functions.

Communication

"What is it going to do for the employees and how does it help people?" Do make people the most important subject. Do not oversell profits and production.

LEVEL SEVEN — EXISTENTIAL/SYSTEMIC

Maxim

Express self now but not at the expense of others.

Perspective

A world in danger of collapse because the human species has misused both nature and itself, thus creating scarcities. Sees life as a diverse, paradoxical, and pluralistic experience in which man must restore a balance to humanity and nature.

Goal in Life

To re-acquaint man and nature and to approach the problems of living in a world of scarcity with delicate and diminishing resources. To live as functionally as possible in a world of rapidly changing needs and an uncertain future.

Coping Mechanism

Individual and Cultural: To begin to examine man's relationship with the world and to begin to explore behaving in systemic terms within a living systems framework in order to ensure personal and cultural survival.

Traits: Seeks to do better but is not ambitious, measures self against self; responds to competency, reason, and necessity, but not to authority and rules; respects the power of knowledge and necessity, but not status, seniority, group or national allegiance, absolutes or dogma; satisfaction from doing well, but anathema to praise; fights for self, but is not defensive or suspicious; free from inner compulsiveness, but can enjoy the best of life; focus on flexibility, individual competence, self-motivation, and tolerance for ambiguity; works to construct systemic, free-flowing transitory organizational forms which can deal with both complexity, uncertainty, and rapid change; may not accept traditional values and responsibilities inherent in other systems.

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Manifestations

Just beginning to emerge into the main stream of "Western" thought but not yet manifest in many developing countries. Still very much emerging as a way of thinking. Present in living systems theory and cybernetics.

Range of Functioning

Low: Self-protective avoidance of problems of other "realities"; tends to "let it be" to excess.

High: Flexible and accepting of diverse experiences; emphasis on functionality; primarily concerned with the quality of "being."

Organizational Structure

Systemic Flow: Structure according to task at hand; project-centered with changing functional leadership; competent person makes the decision; communication only as needed; may adopt other structures as appropriate to the situation.

Communication

"How does it fit with the broad perspective of where society is heading?" Do simply make information available. Do not quote what "management says."

LEVEL EIGHT — GLOBAL ORDER/RENEWAL

Maxim

Sacrifice self and others as may be required for global survival.

Perspective

A world in danger of geo-political collapse. A world where short-sighted solutions bring the ecosphere into jeopardy.

Goal in Life

To implement meta-solutions beyond conventional geopolitcal/economic boundaries to ensure species survival. To eliminate war, poverty, hunger, disease and political oppression.

Coping Mechanism

To abandon traditional human barriers and establish world-wide networks to address global concerns and accept monitoring and controls to create a new kind of order that maintains the individual without harming the group. To work to align human needs with the planet's limited resources. To sacrifice self and others as necessary to maintain quality of life without upsetting the essential order of the natural and metaphysical flow.

Manifestations

A revised spirituality and unity in a living system is beginning to emerge as a post-New Age mind set that will balance individual and collective needs with the Earth's limitations.

Range of Functioning

Low: The space cadet.

High: The prophet.

Organizational Structure

Holistic Organism: Preserves and renews from macro level with each entity seen as global-in-miniature; blends both consensus and competency in meta-management with self and parochial interests subsumed in the greater good; uses highly complex models combining both physics and metaphysics which operate on a instant global information flow.

✡ ✡ ✡

This article has drawn extensively on the work of Clare Graves and on written material produced by Christopher Cowan and Dr. Don Beck of The National Values Center at P.O. Box 797, Denton, TX 76202-0797. Doctor Woodsmall will be conducting a training on the Graves model in conjunction with Chris Cowan of the National Values Center July 26-28 in Toronto, Ontario. For further information, write Dr. Woodsmall at address below.

❐

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Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler and Founder and Chairman of Advanced Behavioral Modeling, Inc. and Director of the National Training Institute for NLP, has pioneered in applications of modeling in the governmental and private sectors. Richard Bandler, co-creator of NLP, has described him as "a walking encyclopedia of NLP," and as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." Doctor Woodsmall is co-author of* Time Line Therapy and The Basis of Personality *and is currently working on books on human typological analysis, advanced behavioral modeling, negotiations, training, and NLP and personal growth. He can be reached at Advanced Behavioral Modeling, Inc., 801 South 20th Street, Arlington, VA 22202, 703-979-3835 or FAX 703-979-4530.*



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SPECIAL FEATURE

THE SECRET ATTITUDE OF SUCCESS

By Wallace D. Wattles

Many people who order their lives rightly in all other ways are kept in poverty by their lack of gratitude. Gratitude will lead your mind out along the ways by which things come; and it will keep you in close harmony with creative thought and prevent you from falling into competitive thought.

◆ ◆ ◆

Gratitude alone can keep you looking toward the All, and prevent you from falling into the error of thinking of the supply as limited; and to do that would be fatal to your hopes. ... The law of gratitude is the natural principle that action and reaction are always equal and in opposite directions.

The grateful outreaching of your mind in thankful praise to the Supreme is a liberation or expenditure of force; it cannot fail to reach that to which it is addressed, and the reaction is an instantaneous movement toward you.

◆ ◆ ◆

You cannot exercise much power without gratitude; for it is gratitude that keeps you connected to Power. But the value of gratitude does not consist solely in getting you more blessings in the future. Without gratitude you cannot long keep dissatisfied thoughts regarding things as they are.

The moment you permit your mind to dwell with dissatisfaction upon things as they are, you begin to lose ground. You fix attention upon the common, the ordinary, the poor, the squalid and mean; and your mind takes the form of these things. Then you will transmit these forms or mental images to the Formless Substance — and the common, the poor, the squalid and mean will come to you.

◆ ◆ ◆

To permit your mind to dwell upon the inferior is to become inferior and to surround yourself with inferior things.

On the other hand, to fix your attention on the best is to surround yourself with the best, and to become the best!

Also, faith (belief) is born of gratitude. The grateful mind continually expects good things, and expectation becomes faith. The reaction of gratitude upon one's own mind produces faith; and every outgoing (thought) wave of grateful thanksgiving increases faith.

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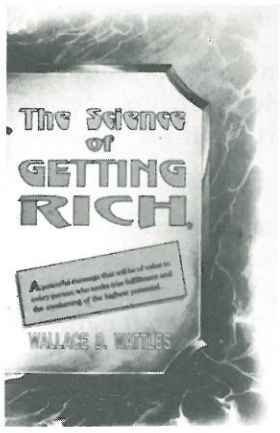
It is necessary, then, to cultivate the habit of being grateful for every good thing that comes to you; and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude.

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HYPNOSIS



RENE PFALZGRAF
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ERICKSONIAN LANGUAGE PATTERNS — A PACE IN TIME

Although Milton Erickson MD, employed many different language patterns, there are certain patterns which are basic to everything that Dr. Erickson did. These patterns have to do with the concept of pacing and leading.

In pacing, the hypnotist takes care to state things which are going on or which cannot be verified as not going on. By making such statements, the other person's unconscious and conscious minds begin to enter into rapport with the speaker. When this rapport deepens sufficiently, the listener goes into a trance state.

After establishing rapport with pacing, it then becomes possible to begin to lead the subject. The lead statements can direct the client in a variety of directions, but the effectiveness of the lead statements is determined by the depth of rapport. The depth of rapport is, in part, determined by how effectively you pace.

The structure of pacing is to state what is there or to state something that cannot be proven false. As an example, "You are reading this." Another example would be, "You are breathing." Each of these observations may seem trivial because, out of context, they are, but when incorporated into an hypnotic induction or an hypnotic change procedure, they serve to enhance the effectiveness.

There are things which may not be true, but which are not false, either. Example, "You are about to begin to experience certain learnings." Since I have not stated when these learnings which you are about to begin to experience are about to begin, and even if you are not yet experiencing any learnings of which you are consciously aware, you cannot at this point in time prove that you will not begin to experience certain learnings at some point in the future. Because you cannot prove this to be false, it becomes accepted by the unconscious and then by the conscious mind as true.

The next step after establishing a pace is to establish a lead. A lead is a new direction or a direction in which the client has affirmed that s/he would like to be going, but as yet has not successfully begun heading. In general, it will be best if you primarily utilize leads which pace the outcomes of the client. By doing this, you will have a much higher probability of having the client accept the suggestions.

There are certain words which will aid in the effectiveness of hypnotic language. These words create the illusion that the speaker has yet to finish what is being said. In essence, they always have the speaker appear as if whatever is being said is only partially over and that there is still more to come.

What this does is build in the expectation for more. Whether the listener agrees or not, they will be unlikely to break in because they are waiting for the syntactic indication that the end of the communication has occurred. This allows the speaker to continue uninterrupted until the listener actually consciously loses track of the material which might have created some form of resistance and which now, because it has been lost consciously, begins to be accepted at an unconscious level as true or plausible.

Some of the words that accomplish this are as follows:

AND
SO
AS
IF
WHEN
BECAUSE
SINCE.

These words create the illusion that there is still more information of importance which is yet to be communicated.

By incorporating these words into what you say, you can begin to create a more hypnotic environment. This will allow everything that you say to have more effect on the person who is listening.

Another word which is very valuable is

OR.

"OR" allows the speaker to compensate when something with which the client disagrees or that mismatches the client's reality is presented.

In order for ideas and suggestions to go in smoothly, the client must consciously accept the ideas at the moment. This does not mean that the client would not take issue with the ideas if they were presented one at a time, but rather means that they are presented in such a way that the client refrains from making any objection and continues listening while remaining in trance.

"OR" can also be used to delineate a series of choices. This allows the client to make the choice that most clearly matches what the client is doing at the time. It also establishes the presupposition that the client is allowed choices. Since the client is allowed explicit choices, the client may believe that they are choosing what they will do, whereas, in fact, they are only choos-

ing which way they will carry out the instructions that they have been given. So on one level the client is being directed to do something and is not given the option of not doing it, and on the other level the client is given the choice of how to carry out the instructions.

By doing this, the client is added as an apparent active participant, and in a sense, a co-creator of the process. This allows the client to experience "being in control" because they have the ability to make a choice. This will make it easier for the changes to go into place and to be permanent.

I do not know for certain if you would like to be able to work with a client in such an indirect way that the client is unaware of the full impact of what you are doing, and may even be of the opinion that nothing is taking place as it happens, but if you were interested in that or if you are curious now or if you are just reading this article for enjoyment, you may begin to allow yourself to pretend that you are in such a situation, because by so doing you will increase your learnings. Now, since you are reading this and you have read to this point, you have learned some things already, and there are other things which will become clearer as time goes along.

Since we are now working on imagining how you could work with a client in a more indirect way, you might begin to imagine a client and notice that if you begin to pace what the client is doing and what has to be true and what can't be false, the client begins to listen

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more intently and then goes into trance, and you might say to the client "You have some problem in your life that you would like to change, and you came here for a reason, and there is something that you would like to accomplish and you may be wondering how easily you will begin accomplishing what you want now." Or you might have the person begin to imagine what it would be like if the changes requested had already gone into place before and now as time has slipped by to the point a year in the future is now and you can look back at all that has happened and begin to notice how easily you were able to make those changes and what it is that you did to overcome obstacles and to circumvent barriers, and to sidestep inconveniences.

You might begin to make an inventory of all of the learnings that took place so that you could use them regularly both now and in the future, whenever you wanted to from the present on, and so the changes began when they did and completed before you had realized how easy it would be to do this now you can realize this, and then in a moment you could just let yourself begin to imagine the past that was where you had just been gazing and let yourself return to the real present rather than the one where you were presently just before now you have returned, or you may have just suggested to that person that you didn't know just how they were going to discover how to change because each person is unique in ways which allow the changes to be made in ways which the unconscious mind knows and which the

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conscious mind may marvel at, and that relaxing into whatever was about to take place, or just letting go of the idea of how and allow the unconscious mind to do that now, or imagining something or nothing or just as you continue to wonder, since you are reading what it is that you are about to do is only just before you as you allow yourself, and you can just let yourself, because there is a reason, and you have decided, so that you can now just begin. Since it is what you may have wanted or so you can choose what it is that you want now, and allow it, and want it as you can begin to just remember, and you are already, as your eyes move, and you think something, and there is always something that you might learn, if you chose to learn it now as you look at one thing and then another. Thinking about how easily it could be done, just by making some suggestions, and the changes have already begun before the client, you can be assured, is aware of anything, as you are reading, and thinking, and absorbing the ideas presented here.

I am not certain how many new ideas will spring forth so that you can easily use this material in ways which will please you with their effectiveness, but you can be assured that something has happened.

Have you wondered how many other places you could use this also? Have you? Your task is to begin to notice where else this would be useful, and then to begin using this in those places in useful ways. If you want to you can also begin to imagine what other foundations have been put in place, so it will soon be time to raise the walls as you continue to build what is a building of great beauty or functionality or whatever you would like it to be.

So as you begin to practice what you have learned in this article or what you will learn as you allow yourself to review what has been presented, you might begin to anticipate what additional learnings will be yours when you read the next article which will continue the building of the structure of sound hypnotic language patterns. So until next time, practice when you do, and when you don't, practice in other ways of which you are yet unaware, and allow yourself to have pleasant and wonderful dreams because in your dreams you can practice in additional delightful ways, and before you realize it, my next article will be before your eyes, and we can again journey together hypnotically as you learn newer learnings and more yet to come.

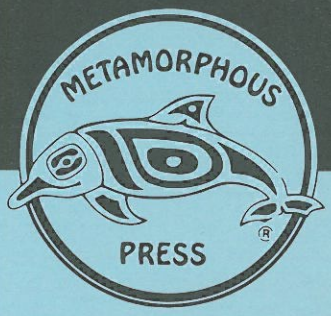
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Rene Pfalzgraf *is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP. He has a bachelors degree in Psychology, a masters degree in Business and is presently working on a doctorate. He has been providing NLP trainings in Arizona for the past four 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. He may be contacted by writing NLP Arizona, Ltd., P.O. Box 2800-291, Carefree, AZ 85377 or by calling 602-252-4840.*

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> *Rene Pfalzgraf has been generating new patterns in NLP almost from the time he first began to learn the technology. He has developed new modeling procedures, new reframing models, including but not limited to the One-Step Six-Step Reframe™, new submodality patterns, new interpretation models which allow a Practitioner of NLP to pinpoint how many pieces of work, which pieces of work and how and where to begin each piece of work that needs to be done for a client and to do this in just ten to fifteen minutes.*
>
> *In early 1988, he developed the Value and Belief Line concept which was later joined with Time Line Therapy™ to from LifeLine Therapy™. With this new technology it is possible to shift value or beliefs in seconds, and to rearrange how a person orders their internal universe so that the person can become more productive in ways that they want. It also offers new strategies for modeling soft skills like investing, creativity, and others.*
>
> *As a result of his father's death, he developed a new grief procedure by self-modeling how he resolved his own grief in less than 24 hours. This new procedure is faster and more effective than other procedures currently in use. In addition, he is presently successfully working on new models for developing lasting emotional balance within anyone.*
>
> *He has more recently devoted himself to working with processes which change the structure of identity, and has developed processes which can substantially rearrange a person's perceptual biases, values, beliefs, and model of the world in a matter of one to three hours. He has also done some pilot work in the treatment of severe PTSD cases, and has been extremely successful in this area.*
>
> *Some of his newest developments are Change Personal History Without Resources, Patterns for Shifting Metaprograms, Reverse Modeling or Modeling Excellence When There Is None, and more. He has structured many of his new developments under the name of Integrative Behavioral Patterning™.*
>
> *Rene is a Certified NLP Trainer, a Board Certified Hypnotherapist and Board Certified Hypno-Anesthesiologist. He is listed in Who's Who in Arizona.*

Okay, now that you know a little bit about Rene, here's a little bit more about his newest manuscript, ***LifeLine Therapy™*** (from the book's Preface):

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"This book is structured to first present you with how you structure your internal reality which includes the structure of time, values and beliefs. This is the part which has become known as LifeLine Therapy™ (LLT).

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Continues on p. 2

NLP IN EDUCATION

DYSLEXIA: CHARACTERISTICS AND TREATMENT STRATEGIES — Part 1

By Dr. Lloyd Flaro

In the classroom there are a number of students who appear bright, creative and resourceful in a variety of subject areas, but when they are asked to read, they freeze, faint or fight. For whatever reason, these students seem unable to read like the other normal students; they often exhibit poor reading comprehension and typically find the whole reading process frustrating and laborious. When further testing and other psychometric investigations have been completed, they often profile students who share similar and, more often than not, identical characteristics, such as:

- Slow and hesitant when reading; it often appears laborious and strenous to an outside observer.
- They are a one-word reader, often sounding out each word as they attempt to decode the next. More often than not, this process produces a monotone-style of reading with little expressiveness or intonation patterns.
- They often move their heads along the page as they read, rather than their eyes. This correlates with the one-word approach and focuses on seeing only one word at a time.
- They frequently lose their place on the page, which causes them to omit words or to insert ones not in the text to begin with. Many students follow the text with their fingers.
- They frequently guess at words, often using the first letter of the original word to come up with one they know. While they mispronounce words, this may be a function of random guessing. Some students read words backwards and sometimes are able to read the text better if read upside down.
- Students put letters in the wrong order, mis-read initial consonants.
- They spend so much time attempting to decode the written word that they fail to synthesize the sounds into whole gestalst units.
- They read one word, analyze and decode it, and then fail to recognize the same word when it appears in the text later on.
- They read more fluently when they hold the book up around eye level than they do when holding the same book in their laps. Indeed, some changes are so pronounced that it sounds like a completely different student.
- They exhibit inapporpriate breathing patterns, often shallow and quick. If often appears that they are out of breath or else are beginning to hyperventilate. Along with poor breathing patterns is associated poor postural responses and inefficient physiological states.
- There is an inability to comprehend the written word. Comprehension is poor because of the over-specialization in the use of phonics and other sequential linguistic processes.
- They are often poor spellers, writing the letters in the wrong order, reversing letters or inverting them.
- They exhibit mirror writing.
- They spell words as they sound and often exhibit bizarre spelling.

Usually no one characteristic appears by itself. There is usually a matrix of characteristics that combine together to produce an entity called dyslexia. There isn't just one type of dyslexia — there are many varieties, each with onset, development and prognosis. Many researchers have spent their entire lives categorizing the various forms and manifestations; few have actually developed treatment strategies to remedy the problem. Many think it's genetic and, thus, is untreatable; others attempt to do the best they can. The end result is that there are a myriad of students who never learn to read and enjoy its benefits. Is there hope for these students? Or should we leave them to their journeys into Dante's Inferno?

Continues in our next issue. ❐

Dr. Lloyd Flaro *is an NLP Trainer and 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 and has been trained in a variety of therapeutic treatment modalities and educational approaches. He is the author of the successful book,* Mending Broken Children *and is in the process of writing a second one called* Mending Broken Spirits. *He can be reached at 403-452-4660 or 403-459-2515.*

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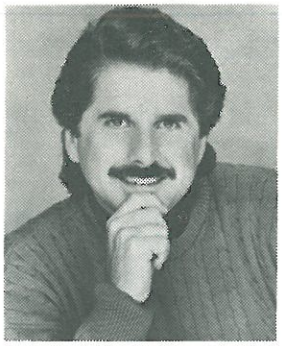
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SPECIAL FEATURE



TAD JAMES
Director
Advanced Neuro Dynamics

HEALING CANCER AND OTHER MAJOR DIS-EASE USING TIME LINE THERAPY — Part 2

How do you use this information (*see* Part 1, May 1991, Issue#42) to assist the healing process using Time Line Therapy? It seems that there are two main stages in the process of cancer.

Stage 1: The Dis-ease Phase

SEE occurs, emotion is trapped in an area of the brain, the brain begins to send wrong signals to the area of the body, and a tumor growth occurs in a corresponding area of the body.

During this phase, the patient feels uncomfortable, tense, sometimes sleepless, and has cold hands and feet. This indicates activity of the sympathetic nervous system. (The sympathetic nervous system is the system that we use in thinking, planning, action, etc.) A healthy person can switch from the sympathetic to the parasympathetic nervous system at will. During the Dis-ease Phase, the client is in the sympathetic system only.

Stage 2: The Healing Phase

The SEE is released, conflict is resolved and the trapped emotion in the brain is released;[1] an edema in the area of the brain occurs; and the tumor stops growing.

In this phase, the client immediately switches to the parasympathetic system. The client will feel relaxed, tired, will need more sleep and be more hungry.

Sometimes the Healing Phase can be uncomfortable. A client called me the day after Time Line Therapy, and said, "My whole body is uncomfortable, it aches — especially my head." I told him to get a deep-tissue massage and a hot tub, and to be happy because the reaction of the body was telling him that we were releasing some major "stuff" (a technical term).

According to Hammer,[2] if the tumor has been growing for more than nine months, it is possible that the client will not be totally comfortable during the Healing Phase. In this case, the resolution of the Dis-ease Phase may produce other dis-comfort which could include swelling of the brain, edema, heart arrhythmia or other temporary organ dysfunction, headache, migraine or even mild epilepsy, in some cases.

During the Healing Phase, the client needs to be comfortable. Schedule the Healing Phase to have a minimum of stress on the client. While healing, get away from it all, take a nap each time you yawn, exercise daily, and eat and drink moderately. Above all, no responsibilities except healing.

Client Experiences

My experience with clients leads me to say that you can tell which phase a client is in. "Marlene" had several bouts with cancer before she came to me. In the first session, Marlene could barely walk into the room. Marlene looked gray; she could not hold her head upright for more than a minute or two; and she spoke so softly that I had to strain to hear her.

The first assault of this dis-ease was in August 1984 with breast cancer. The first tip-off was a lump in the right breast in 1983. Between 1984 and 1990, she had cancer in the mid-back, hip, right shoulder, back, pelvic area, left shoulder, neck and liver. She had surgery, radiation and chemotherapy in the process of treating



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all these cancers. Of course, by the time I met her she was very weak and, as I mentioned, gray.

In taking her history, I found that she was suffering or had suffered all her life from a number of negative emotions including depression, sadness, fear, guilt, anger, hate, anxiety, hurt feelings, pain, low self-esteem and jealousy. So I asked her what had happened one to three years prior to discovery of the lump in her right breast in 1983. She gasped and said that in 1980, she and her husband had first met and had gotten together. In 1981, she had married the man, even though he was extremely aggressive and in spite of her numerous fears and misgivings. Her husband had then systematically cut her off from all her friends and family.

During the first intervention, we released all of her negative emotions including depression, sadness, fear, guilt, anger, hate, anxiety, hurt feelings, pain, low self-esteem and jealousy. In addition, we cleared the decision to have the lump in the right breast and any subsequent choices for less-than-perfect health.

During the intervention her hands became hot. She felt tired, sleepy and extremely hungry. That night she had the best night's sleep she had in five years. During the therapy, she shifted over from the Disease Phase to the Healing Phase. The next day she came in alert, smiling and all trace of the gray had disappeared.

A client I saw in London had bladder cancer and had been operated on twice with laser surgery. The second time, the surgeon missed and cut the client's backbone. With the third recurrence of the symptoms, the client decided that he would like to seek a different route. When I saw him in London, we cleared all his negative emotions and limiting decisions, including the decision to have the symptom that looked like cancer. Six weeks later when he went to the doctor, the cancer had disappeared to such an extent that the doctors denied that he had ever had the cancer. He then asked them, "Well, why did you operate on me?"

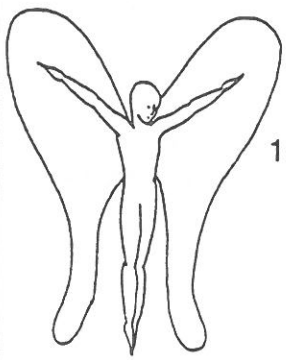
There is Hope

We have had some excellent results in assisting clients to relieve their symptomology. Of course, anyone with a life-threatening dis-ease should see a medical doctor first before seeking a non-traditional route like Time Line Therapy. Even so, we have had results that now prove the theories we have been using in the processes of healing various symptoms that produce the illusion of dis-ease.

The University of Calgary Department of Medicine now uses *Time Line Therapy and the Basis of Personality* as a textbook in one of its oncology (cancer) treatment classes for training medical doctors.

Several psychology departments — including St. Joseph's College in Calumet, Michigan — are teaching Time Line Therapy to psychology students and they are using *The Secret of Creating Your Future* (1989, James).

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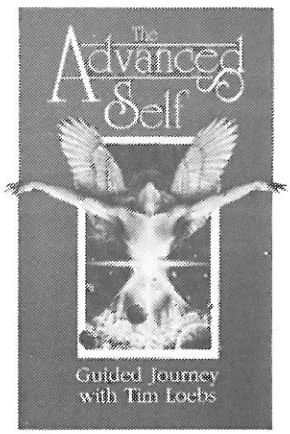
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There is hope! Because there are some enlightened doctors in the world who are willing to stop doing what doesn't work and start looking for what does produce results. Then they use what they have learned to make changes that will affect the planet (and in case you hadn't noticed, that's what my life is about). I think that attitude is wonderful whereever I find it — in our own community and especially in the medical and psychological communities, and I salute it.

Further, I am sincerely honored that some enlightened members of the medical and psychological community are willing to continue to learn and to look to Time Line Therapy to provide other alternatives for healing.

❐

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Continues in our next issue.

Tad James PhD, *Certified NLP Master Trainer, is author of* The Secret of Creating Your Future *and co-author of* Time Line Therapy and the Basis of Personality. *For a free catalog of books, tapes and seminar opportunities on NLP, Time Line Therapy and The Secret of Creating Your Future, contact Advanced Neuro Dynamics, Inc., 1001 Bishop Street, #702, Honolulu, HI 96813, 800-800-MIND and 808-521-0057.*

I asked Tad if he'd furnish us with a more specific procedure to follow and received the following FAX dated 5/10/91: "Re: Steps in using Time Line Therapy in working with cancer. The subject is very complex and the number of steps will vary with the client's needs. It is not something I could just jot down but something about which I could write a third article for the series. If that's OK, I'd like to do that. Tad" Of course we said yes, and a big "THANK YOU" Tad, for taking time out of your busy training schedule to write out the steps for us! Part 3 will be in our next issue. — *Editor*

[2]*See* RAPPORTER Issue #42, May 1991

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Gert Hammer, MD, *Krankweit Als Vermachtinis - Dasontogenig Systeme der Tomore und Verwandte Krankheiten,* uncertain publisher

Tad James and Wyatt Woodsmall, *Time Line Therapy and the Basis of Personality,* 1988, Meta Publications

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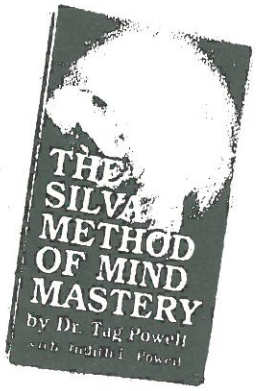
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WORLD HEALING MEDITATION

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

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

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

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

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

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

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

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

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

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

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

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

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

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

It is done. And it is so.

The RAPPORTER *wishes to thank the Quartus Foundation for generously providing us with information about The Planetary Commission. For more information and up-dates on the effect of the ongoing World Healing Meditation, contact the Quartus Foundation, P.O. Box 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.*

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