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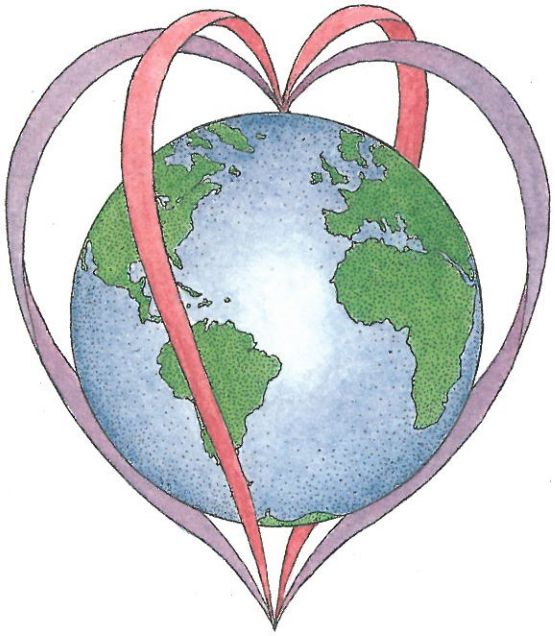
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- *To be instrumental in the reinstitution of personal freedom*
  by offering tools whose use empowers anyone to become a master of their own destiny
- *To stimulate and expand minds*
  by presenting techniques that effect controversy, stretching, 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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THIS 'N THAT!



Pamela Lieberman, Editor

For months I'd been intending to make an appointment to have my picture taken so I could replace the photo accompanying my column with an updated version — one that more accurately reflected me "now." The message finally got through — the reason I'd been putting off scheduling the photo session was because having a studio portrait done wasn't in alignment with my desire to let you get to know the "real" me. So, I went through my photos looking for a recent candid shot of myself and found one taken about six months ago.

As I look at this photograph, I am amazed, once again, by my physical body's "plasticity" — by the magical way it transforms itself to match/mirror my inner changes/transformations. This truth — that whatever I hold in my consciousness outmanifests itself in the physical — was taught to me in a most profound way by a most wise and beautiful teacher — my body. And here's the way that story unfolded:

I'd been obese for most of my life and in 1976 weighed in (on the scale at the Farmers Market in Chicago, 'cause my bathroom scale topped off at 350 and I didn't) at 360+ pounds. I was desperate and suicidal — in NLP jargon, I had been successful in creating a massive (pun intended!) move-away piece for mself, but as yet had nothing to move towards. (Life, itself, was what I was moving away from.)

For over two decades I'd been dieting, which, for me, meant eating only those foods I disliked intensely — thankfully, I was only "allowed" small portions of the disgusting stuff. And for years, I'd been subjecting myself to endless hours spent in numerous waiting rooms (huh?) of scores of "diet docs." I'd even paid them for their expert advice and followed their diet programs "religiously" — only to have them fail again and again and again. And, with each failure, I heard some version of the experts' (by now familiar) defense — which always included the "fact" that I was a glutton and a liar. A glutton because only ingesting enormous amounts of the "wrong" food could account for my continued weight gain (glandular imbalances, etc., had long since been ruled out); liar because it was obvious (look at the scale!) that my protestations of "but I *am* following your program!" were untrue. After all, their programs worked, I wasn't losing weight, therefore I wasn't following the program. Case closed. (Minds, too.)

In my desperation, I devised my own Quick Weight Loss Program: stop eating! Made sense to me at the time; if food was the cause and fat the effect (I believed what I'd been told by all those experts, after all, they had letters after their names and framed pieces of paper on their walls proving they were right), then no food = no fat. My plan was elegant in its simplicity and guaranteed to work: a total fast (water and black coffee only) complemented by a one-hour daily session at the local chamber of horrors (cleverly disguised as a "health club").

I was almost cheerful as I weighed in on the first of the month. After all, in my training to become a nurse, I'd learned some basic "scientific facts" about how the body works and *knew* that a decrease in caloric intake coupled with an increase in caloric output would result in weight loss. I would have argued vehemently then that the above statement was more than "just a belief" — that it was "proven, scientific fact."

Imagine my feelings as I stepped on the same Farmers Market scale at the end of 30 days of fasting and exercising, anticipating a significant drop in weight, only to discover I had *gained* six pounds! Along with the feelings of shock and disbelief came thoughts and questions — lots and lots of questions — leading to "how is it possible ....?"

The search for an answer to that question led me to finding, within months, through a series of "remarkable coincidences," my Teacher (thank you, Jim Bateman, wherever/whatever/whoever/whenever you are) and my Self. "It" happened on July 4, 1976. My moment of awakening to the Truth of My Being. Now I had my move-towards piece. I quit dieting, turned my attention to exploring other realms/realities/beliefs/models of the world and, as I transformed on the inner, my body mirrored the magic and I watched in amazement and awe as 200 pounds of "me" disappeared. My eating habits did, of course, change: when I was dieting, I consumed 500-800 calories a day, mostly in the form of veggies and fish, now I enjoy formerly forbidden foods such as pizza, gooey, chocolaty desserts and ice cream — and never cease to wonder at and be grateful for the ultimate alchemist — my body.

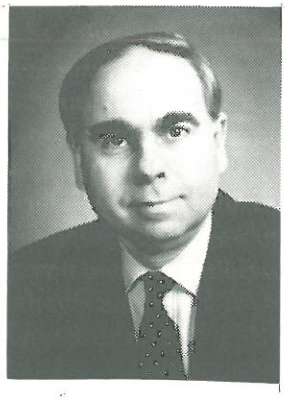
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I had so much fun with this issue of the RAPPORTER. Last month, three days before press time and the issue nearly complete, Wyatt Woodsmall's article was eaten by the ethers, leaving a four-page hole in the issue. As "luck" would have it, I had just received Eric Robbie's long-anticipated article on the levels of auditory dialog and was eager to get it out. A perfect solution presented itself: fill the four-page hole left by WW's disappeared article with Eric's five-page (oops!) article .... hmmm ... where to get that other page? I know! I won't print my editorial. And so I didn't get a chance last month to introduce you to Peter Joyes, artist. Peter has been a subscriber for over three years and I first became aware of his artistic nature in the winter of 1988 when I received a beautiful note from him, embellished with an air-brushed rainbow and delicate calligraphy. Then, earlier this year, along with his renewal check, Peter sent some mail order brochures for his unique, 7"x22" color, airbrush pictures personalized with your message in his elegant handwriting. I fell in love with his work — it touched my heart — and dared myself to ask for what I wanted: Peter Joyes' artwork adorning the RAPPORTER covers. To my great delight, Peter agreed!! I'll be sharing more of Peter's work with you in upcoming issues and if you want to meet him and see his work, look for him at the Monroe, Washington State Fair Aug 24-Sept 4 and the Western Washington State Fair Sept 6-23.

Our *Special Feature* this time was submitted by another subscriber, Jerry Teplitz and his wife Marilyn; a new column debuts this month; and this issue also contains a gift for us from Hearts, Inc. More about all this in September . . . .

Peace & Joy Pam

BEHAVIORAL MODELING



WYATT WOODSMALL
Chairman
Advanced Behavioral Modeling, Inc.

CYBERNETIC EPISTEMOLOGY
Part 1 — THE LAWS OF THOUGHT

Prologue

> A number of people in the history of civilization have made this point — that there is an irreducible difference between the world and our experience of it. We as human beings do not operate directly on the world. Each of us creates a representation of the world in which we live — that is, we create a map or model which we use to generate our behavior. Our representation of the world determines to a large degree what our experience of the world will be, how we will perceive the world, what choices we will see available to us as we live in the world.

Richard Bandler and John Grinder, *The Structure of Magic 1 — A Book About Language and Therapy*, 1975, p. 7.

> Two important characteristics of maps should be noticed. A map is not the territory it represents, but if correct, it has a similar structure to the territory, which accounts for its usefulness. If the map could be ideally correct, it would include, in a reduced scale, the map of the map; the map of the map, of the map; and so on, endlessly,... If we reflect upon our languages, we find that at best they must be considered only as maps. A word is not the object it represents; and languages exhibit also this particular self-reflexiveness, that we can analyze languages by linguistic means. This self-reflexiveness of language introduces serious complexities, which can only be solved by the theory of multiordinality.... The disregard of these complexities is tragically disastrous in daily life and science.

Alfred Korzybski, *Science and Sanity — An Introduction to Non-Aristoleian Systems and General Semantics*, 4th Ed., 1958, p. 58.

General Semantics

The map is not the territory is regarded as one of the presuppositions of NLP. It has been used as a slogan by countless generations of NLP practitioners. But what does it mean? Isn't it obvious that a map is only a map? Isn't it obvious that a map is different from the territory that it represents? Yes, it is! One might thus be tempted to respond by asking "Who cares?" or "So what?" There must be something else at stake here. There is! Perhaps this is only meant as a symbolic statement. Then what is it symbolic of?

What else is being discussed in the above quote? It says that a word is not the object it represents. Three questions occur: 1) What does that mean? 2) Who would mistake the two? 3) Who was Korzybski, and why was he bothering to discuss the matter in the first place? The answer to the first question follows below. The answer to the second question is almost everyone, including most of the NLP community. To the third question we turn now.

Alfred Korzybski (1879-1950) was a Polish nobleman and scholar. He was trained as an engineer, and during the First World War was attached to the General Staff

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Intelligence Department of the Second Russian Army. After the war, he studied the verbalizations of mental patients. When Hitler began to come to power, Korzybski was greatly disturbed by the similarities between Hitler's language and that of the mental patients that he had studied. He left Poland before the Second World War and traveled and lectured in England, Canada and the United States. He was a War Lecturer for the United States Government. After the publication of his first book, *Manhood of Humanity*, in 1921, he decided to remain in the United States and develop the methodology by which his new theory of time-binding could be applied. These studies culminated in his magnum opus *Science and Sanity* in 1933. He founded the Institute of General Semantics in Chicago in 1938 as the center for training in his works. He served as its director and continued to lecture and write until his death in March 1950.

Science and Sanity is subtitled *An Introduction to Non-Aristotelian Systems and General Semantics*. To understand what Korybski meant by *The map is not the territory* and why he was so concerned about the matter, we have to find out who would mistake the two to start with. As we have indicated, almost everybody speaks and behaves as if they believed that The map equals the territory and The word is the thing that it represents. How did this all get started in the first place? To discover that, we have to go back to ancient Greece and a man named Aristotle.

Aristotle

Aristotle (384-322 BC) was one of the three greatest philosophers of the ancient Greek world (the other two being Aristotle's teacher, Plato, and his teacher, Socrates). Aristotle was born in Macedonia where his father was physician to the king. At 18 he entered Plato's Academy, and studied there for nearly 20 years. Upon Plato's death, a rival was named head of Plato's Academy, and Aristotle left Athens. Around 342 BC he became tutor to Alexander, son of King Philip of Macedom. In 335 BC he returned to Athens and founded his own school, the Lyceum. Upon Alexander the Great's accession to power, Aristotle received support, financial and otherwise, from the young ruler. Upon Alexander's death in 323 BC, in the face of a surge of anti-Macedonian feeling, Aristotle went voluntarily into exile where he died the following year.

Aristotle's extant works cover almost all of the sciences known in his time. His works are characterized by subtlety of analysis, sober and dispassionate judgment, and a wide mastery of empirical facts. Collectively, Aristotle's works constitute one of the most amazing achievements ever credited to a single mind. In the entire history of philosophy, perhaps no other philosopher was to have such a powerful and lasting influence on the minds of humankind. As the great philosopher, Bertrand Russell, appraises Aristotle in his *History of Western Philosophy*:

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EMBODY WHAT YOU TEACH – TEACH ONLY WHAT YOU HAVE EMBODIED

> In reading Aristotle, it is necessary to study him in two ways: with reference to his predecessors and with reference to his successors. In the former aspect, Aristotle's merits are enormous; in the latter his demerits are equally enormous. For his demerits, however, his successors are more responsible than he is. He came at the end of the creative period in Greek thought, and after his death it was two thousand years before the world produced any philosopher who could be regarded as approximately his equal. Toward the end of this long period his authority had become almost as unquestioned as that of the Church, and in science, as well as philosophy, had become a serious obstacle to progress. Ever since the beginning of the seventeenth century, almost every serious intellectual advance has had to begin with an attack on some Aristotelian doctrine; in logic, this is still true at the present day.

It is to logic that we must now turn to understand the thinking codified by Aristotle that has shaped the intellectual history of the planet for the last 2300 years and which, even today, dominates the minds of most people. This brings us to what has come to be known as *the laws of thought*.

Laws of Thought

What Aristotle did was to observe the behavior, and especially the language, of the people of his world and time. He was a remarkably astute observer. He formulated his observations into words. These words have proven to be all but indelible and to capture precisely the as-ifness, so to speak, of the behavior and language not only of his people but of most people to this very day. What Aristotle, in essence, said was this: "These people act and talk as if all that they feel and believe and live by might be reduced to three fundamental premises or rules." These three premises have come to be known in the history of logic and philosophy as *the laws of thought*.

First, Aristotle said, people seem always to talk and act as if a thing is what it is. That is to say that "a man is a man" and "truth is truth." Second, according to Aristotle's observation, people talk and conduct themselves generally as if they take it for granted that something cannot both be a particular thing and also not be that particular thing. That is to say "something cannot be both a man and not a man" or "something cannot be true and not true." Third and finally, people speak and behave as if they assume that anything must be a particular thing or it must not be a particular thing. People are oriented in an either-orish or a two-valued way. They have a penchant to divide the world into two opposing forces and to ignore or deny the existence of any middle ground. That is to say "anything is either a man or it is not a man" or "anything is either true or it is not true." Aristotle felt that these three premises when taken together represented the basic mold in which men shape their feelings, thoughts and all of their living reactions.

More technically, Aristotle said that people seem to always act and talk as if they believe that the world consists of things (substance) which have certain characteristics (attributes). They normally express statements with regard to the attributes of a substance in singular propositions of the subject predicate form *This S is P.* An affirmation with regard to *This S* was held both by Plato and Aristotle to be an affirmation with regard to a definite thing or individual having a determinate nature.

Using this language, Aristotle stated the three fundamental premises or rules or laws of thought that people acted as if were true as follows:

1) The Law of Identity. Everything is what it is; or, A is A.

2) The Law of Contradiciton. A thing cannot both be and not be so and so; or A is not both B and not B.

3) The Law of Excluded Middle. A thing either is or is not so and so; or A either is or is not B.

What do these laws mean? The law of identity states that whatever is, is. A word means what it means within the same discourse. If "A" be regarded as symbolizing a subject of attributes, then the formula may be interpreted as expressing the permanence of substance or as the persisting of something through change. In other words,

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an object remains what it is. Such a statement is clearly metaphysical; it expresses a theory with regard to the nature of persistent individuality.

With respect to the law of contradiction, Aristotle argues "the most certain principle of all is that regarding which it is impossible to be mistaken." Such a principle is "that the same attribute cannot at the same time belong and not belong to the same subject in the same respect... For it is impossible for any one to believe the same thing to be and not to be." In other words, if I classify a proposition as true, then it cannot at the same time be false.

With respect to the law of the excluded middle, Aristotle argues, "If it is true to say that a thing is white, it must necessarily be white; if the reverse proposition is true, it will of necessity not be white...It may therefore be argued that it is necessary that affirmations or denials must be either true or false." This law states that a two-valued system is necessary and sufficient. A must be either B or not B. A statement must be either true or false.

Both laws 2 and 3 are required in order to define the relation of contradiction between propositions, since contradictory propositions cannot both be true and one must be false. In other words, every class (B) has its contradictory class (not B) from which members of B are excluded, and a phenomenon cannot appear in both classes. Phenomenon A cannot belong to a class and a contradictory class at the same time.



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These laws are based on an underlying assumption that language mirrors reality. Regarded extensionally and scientifically, they are the laws of Indo-European grammar. They form the deep structure of our language and of our thinking processes. All Aristotle assumed was that the structure of his and our language would mirror the structure of whatever reality is. In other words, all Aristotle assumed was that the operations within the symbols, if they were good grammatically, would necessarily reflect the same structure "out there."

These three laws are not just talking about the form of our reasoning, as in modern symbolic logic. Instead, they are talking about the way that the world actually is and the orientation by which we live in it. They are talking about any and all "things" that exist in the universe. They are talking about the way people think and live and have their being.

These laws are, in large measure, just as descriptive of most people of today as they were of Greeks in the fourth century BC. They are, in the final analysis, what we speak of when we speak of common sense. They are now, and they have long been, commonly accepted. Most people are not aware of the history of these laws or that Aristotle formulated them, but once stated they sound as "right" to us as they did to the ancient Greeks. What Aristotle did was to give men words with which to make acquaintance with themselves. He gave them a "blueprint" or "map" of language and of thought and action. The society which was created on the basis of Aristotle's laws gradually became civilization as we know it.

These three laws seem undeniable. Doesn't everybody think this way? Yes, most people do, and therein lies the problem. As Korzybski puts the matter, "The main difficulties ahead are neuro-semantic and neuro-linguistic because for more than 2,000 years our nervous systems have been canalized in the inadequate, intentional, often delusional, aristotelian orientations, which are reflected even in the structure of the language we habitually use."

❐

Continues in our next issue with
"Part 2 — A Critique of the Laws of Thought."

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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.

SPECIAL FEATURE

SWITCHED-ON SELLING: BALANCING YOUR SELLING BRAIN

by Jerry V. Teplitz and Marilyn L. Teplitz

You are about to do cold-call canvassing. As you reach for the phone, you glance at your desk and quickly decide to clean it first. Then, as you reach for the phone again, you remember that you need to get some things from your car. And after that, you stop and list the things you need to pick up on the way home.

The day ends, and the calls are never made. You really did intend to do the calling, but time and time again you just didn't seem to get to it.

Sound familiar? It's not that you don't know how to cold call — you've taken all of the seminars, read all of the books, and know the techniques. But when you finally force yourself to do it, it just doesn't go very well.

Very often you make excuses to put it off. For some of us, it may be closing the sale. You believe you can close a transaction and know the techniques but you just can't seem to be able to do it.

In a word, you are stuck. Your body and your brain seem to take you anywhere but to the place you need to be. You are "switched off" for a part of the selling process.

If you are saying to yourself that cold calling and closings aren't your problems, simply think of a part of the selling process that you find difficult to do or that you avoid. In all these examples, it's actually your brain and body that have switched off. The task you wanted to do has become a struggle.

Selling requires that you think clearly, be analytical and be attentive to details — all functions of the left hemisphere of your brain. Selling also requires being creative, intuitive and able to see the broader picture — all functions of the right hemisphere of your brain. To be truly successful in sales, you need to use both sides of your brain together. For example, you need to understand your clients' needs, create answers to fulfill their needs and find alternatives as you attend to all the details in between the opening and the closing of the sale. If you are using only one side of your brain in the selling process, you will be stressed and switched-off. Successful selling requires a whole-brain, integrated approach.

Educational Kinesiology

There is a way to switch your brain on for selling — to ensure that both the left and right sides of the brain are active and empowering you in every step of the selling process. Success can be created in the selling process, stress can be alleviated, and both sides of the brain can be activated through a process for brain integration called Educational Kinesiology.

Educational Kinesiology was developed over a period of 15 years by Dr. Paul Dennison, a specialist in learning disabilities and a leading pioneer in brain dominance patterns. In working with learning-disabled children and adults, Dr. Dennison found that when they are reading or doing a math problem, for example, one side of the brain is switched off while the other is attempting to figure it out. It's similar to trying to drive a car while using only your left hand and foot. Although you may be able to do it, it's much more effective to use your whole body in the process.

Doctor Dennison discovered that by using very simple body movements which stretch the muscles and facilitate the integration of both sides of the brain, direct changes in brain functioning and reduction in stress levels take place in the body. With the integration of the brain toward the goal of success, the task of selling becomes easier and less stressful. Doctor Dennison synthesized these simple body movements from work done in the fields of developmental optometry, neuro-linguistics, left- and right-brain research, acupressure and kinesiology (muscle testing). This method has now been tailored expressly for the selling process through the concept of "Switched-On Selling."

S.O.S. Success Stories

Switched-On Selling does not teach selling techniques — rather, it teaches simple physical movement techniques to allow salespeople to use the whole brain to exceed their present levels of success. What are the benefits of this concept? As an example, one real estate agent had been in the business for five months and had listed six houses but had not sold any. Within a week after using the Switched-On Selling techniques, she sold five out of the six listings by herself. Another real estate agent had been avoiding follow-up calls to clients with whom she had been in contact. In the week following her taking a course that taught the Switched-On Selling concept, she made four follow-up calls and closed three sales.

An insurance agent had been averaging one contract every three weeks. In the year since she attended a Switched-On Selling seminar, she has averaged two sales every week for the first seven months and then increased her sales to three a week when she moved to a new company. And within one month of being with the new company, she became the top sales agent for the month.

Another insurance agent reported that when she was getting ready to make calls, she found herself picking up the phone and putting itdown several times. Realizing that she was blocked, she did the simple exercises she had been taught for two minutes. That same day she made 40 calls and was able to schedule 35 appointments.

An insurance company in South Carolina ussed the seminar as part of its training program last year. It compared the four-month production of the agents who had gone through the seminar with that of those who had not. It found that those who had gone through the seminar had sales averaging 39 percent above those who did not.

Check Your Muscles

One of the most interesting and unique components of Educational Kinesiology and Switched-On Selling is the use of "muscle testing" to determine what movements the body and brain need to switch on the brain for selling. As someone exerts pressure on another person's deltoid muscle (in the arm), the muscle will either stay locked (switched on) or release (switched off) depending on how it is responding to internal or external stimuli. This muscle checking indicates the response of the person's subconscious, and the responses are remarkably accurate.

Kinesiology also allows us to easily see and experience how everything around us and within us affects our strength and ability to act. Using a partner to practice, try it for yourself using the following simple steps:

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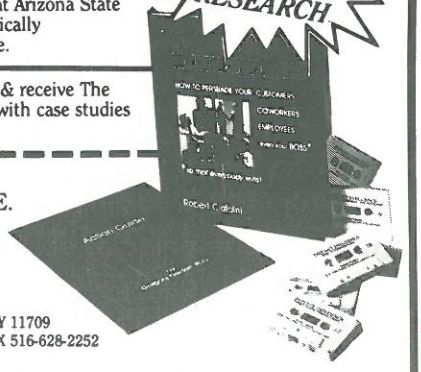
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1. Face your partner. Have the partner raise one arm straight out, perpendicular to the body, thumb pointing down. (This position is similar to when a bird spreads its wings.) The other arm should remain at the side.

2. Place one of your hands on your partner's extended arm, just above the wrist. Place your other hand on the partner's opposite shoulder.

3. Instruct your partner to resist as you push down firmly on the extended arm. You are not attempting to force the arm down, but are simply checking your partner's normal level of resistance. You should start firmly, not suddenly or with a jerk, push for several seconds and release.

4. While your partner keeps the arm extended, have them close their eyes and think of a negative sales experience. Have them shake their head when it's firmly fixed in their mind, then tell them to resist while you press down on the arm. The arm will usually go down easily, even though your partner attempts to resist.

5. Now tell your partner to close their eyes and think of a positive sales experience. Once your partner has the experience fixed in their mind and shake their head, tell them to resist again while you press down on the extended arm. The arm will usually stay level and strong, even if you push harder than you did just a moment before.

6. Now have your partner extend the arm and change the original negative situation into a positive in some way. When you press down, the arm will usually stay extended as the person has literally changed their mind about the situation and the negative is no longer affecting them.

7. Switch roles and have your partner check you.

This muscle-checking technique is not a trick — the results are real and repeatable. In fact, many thousands of people have been checked this way, including thousands of business and salespeople who have checked each other during seminars.

Because you already checked the normal level of resistance the person demonstrated at the start, the results have nothing to do with muscular strength. The thumb is turned down to make sure you are only checking one muscle, the deltoid. The muscle will either stay firm during the checking, which means that the body's life energy and brain functioning are strong or the arm will go down easily, which means the body's energy and brain functioning are weakened. The contrast is very easy to see.

❐

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Continues in our next issue with "Change Your Brain."

Jerry V. Teplitz, PhD, JD *is president of Jerry Teplitz Enterprises, Inc., a consulting company specializing in stress management, employee productivity, and sales development seminars. He is a professional speaker and author of the book,* Managing Your Stress: How to Relax and Enjoy.
Marilyn L. Teplitz *is a certified trainer and consultant in edu-kinesthetics and brain-body integration techniques with the Educational Kinesiology Foundation. She is also an associate trainer in stress management with Jerry Teplitz Enterprises, Inc. and is a consultant with Performax Systems International. The authors may be contacted at Jerry Teplitz Enterprises, Inc., 219 53rd Street, Virginia Beach, VA 23451, 804-498-1552 or 800-77-RELAX.*

REVIEWS

E.T. 101
THE COSMIC INSTRUCTION MANUAL
AN EMERGENCY REMEDIAL EDITION

by Diana Luppi

The extraterrestrials are here. Don't panic. Unlike most of the indigenous population, they are unarmed and not dangerous. Nor are they green, and none of them is sporting antennae. Instead, they look remarkably like you and me. In fact, they may be you and me.

According to the recently published book, *E.T. 101, The Cosmic Instruction Manual,* many millions of E.T.s voluntarily incarnated on the Earth and assumed all of its dysfunctional patterns. This was not done as a display of interplanetary machismo nor out of some cosmically deranged sense of masochism. And it was *not* an invasion. It was an unprecedented act of love that is intended to transform and transmute this planet. By incarnating here and assuming humanity's experience, its pain and all of its denial, these beings will have *earned* the right to steward this planet and its inhabitants into a new consciousness and reality.

According to *E.T. 101,* the cost of this incarnation was high. The manual states, under "Rules for Dysfunctional Patterns," that you cannot fake a dysfunctional pattern and still legitmately disarm it. As a result of this rule, every incoming volunteer immediately fell asleep — just like the locals. Besides, *E.T. 101* also clearly states, "In Rome, do as the Romans." In this case, "doing as the Romans," entailed lapsing into unconsciousness, masking with the same false identity that everyone else on the planet was hiding behind and totally relinquishing all sense of personal power. Again, the manual is very clear on this point: "When extraterrestrial incarnates on mission to Planet Earth have finally arrived at the point where they are no longer able to demand air they can breathe, water they can drink or food they can eat without killing themselves, they are to understand that Step I of the mission has been successfully completed. The incarnates have truly become Earthlings and Step II may now begin."

Step II is a little tricky. Again, referring to the manual ("In Rome, Do As the Arcturians"): "After falling asleep profoundly, the extraterrestrial incarnate is now expected to wake up, equally profoundly. Now begins the awesome process of altering human history. Now is the time to dismantle all false identity. Now is the time to forget that which has been learned in deference to that which is deeply known. Now is the time for everything, and now is here." As the manual stresses repeatedly, when the encoded entities reach the point in time called "now," the awakening of all seeded consciousness will



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unfold. The mission will begin to complete itself all at once. (Refer to "Pre-Encoded Activation," "Time/Space Anomalies & Their Physical Function" and "Coming Out of the Closet.")

The article, "Pre-Encoded Activation," bears a little more explanation. It refers to a genetic structure that, prior to entry, was set to go off, like a time bomb, in order to accommodate more light than the current human model was prepared to entertain. In short, it is like replacing a 1949 Ford pick-up with a brand-new Ferrari. Well, not quite like that, since no car is designed to do anything but destroy the environment. Doing it with class has no real edge. The new model of human being, however, has both class and edge. These human beings are capable of transmuting all denial, all dysfunctional thinking and all its consequent technologies. These human beings are extraterrestrials — the lovers of the planets. And *E.T. 101, The Cosmic Instruction Manual,* is the planet lover's guide.

☆ ☆ ☆

E.T. 101, The Cosmic Instruction Manual, co-created by Mission Control and Diana Luppi, was first published in July 1990. The first printing of 10,000 copies soon sold out, as did the second printing of 20,000 copies and it is now in its third printing (30,000 copies this time!). If you are interested in distributing *E.T. 101,* you may buy six or more at distributor prices. Contact Pam at the RAPPORTER for further details.

Special Note from the Publisher

Although you were warned to acquaint yourselves with the original manual before departing, a great number of you did not. "If you've seen one manual, you've seen them all" has proved to be a cavalier attitude that many of you have lived to regret, even though most of you are too stunned and dazed by the process to remember just exactly what it is you are regretting. Being four hundred light years from home and suddenly wondering "Did I forget my toothbrush?" is both annoying to Mission Control as well as useless to the mission.

So, for those of you who left your galaxy without it, an unprecedented reprinting of the manual has been authorized by the mission's governing councils. This is the remedial edition of the original manual because you couldn't possibly handle the unexpurgated version at this time. This edition is the official American and Canadian translation, written in the vernacular and made current to your circumstances. It is the strong recommendation of the Councils, now that you have yourselves totally disassembled, why not take a moment to read the instructions? It is, after all, at your request that we had them written.

— The Intergalactic Council

EXCERPTED WITH PERMISSION FROM *E.T. 101* BY DIANA LUPPI
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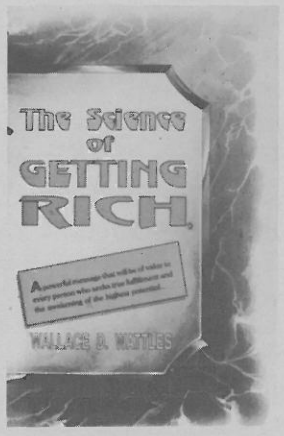
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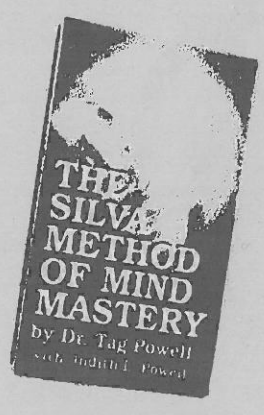
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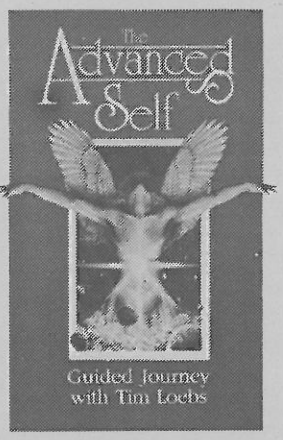
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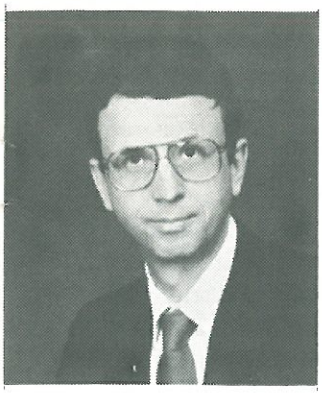
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HYPNOSIS



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NEGATIVE EMBEDDED COMMANDS .... OR NOT

One of the interesting things I learned when I first began to study NLP was the negative embedded command. It was said that when a person hears a negative embedded command s/he receives a mixed message.

One of the messages is what we thought we heard and the other is the exact opposite. The question is, which one is the one that you really follow? The reason that I ask this is really quite simple: If negative embedded commands always worked, then the best way to get you to read this article would be to say, "Don't read this article." Unfortunately, if I had said that, most people would have believed me and done something else besides reading this article.

In spite of that, I ignored the obvious and began to pay more attention to the negative embedded commands that I gave myself and that others gave themselves. I noticed that some people only state what they don't want, and that certainly did seem to provide them a lot of that. So I began to believe in negative embedded commands, but there was still a lingering doubt.

I had heard the example of telling a child, "Don't spill the milk," only to have the child spill the milk. But I reflected on how many times my parents told me not to do something and how apparently I had missed the real intent of their message because I wouldn't do what it was that they said not to do. It isn't that I never didn't not do it, it was just that sometimes, although I did want to not do it, it didn't happen to cause me to instead. I just did something else that was more acceptable than doing what it was that not's were tied around.

And yet I believed. After all, there it was in living black and white for all to read. Certainly, John and Richard wouldn't have lied to us. (Now, does that mean that they certainly did?) But if someone said to you, "Don't go in there," do you say to yourself, "Oh, they really want me to go in there because they said they warned me not to go in there?" And yet negative embedded commands do work, sometimes.

It was at this time that I became familiar with the work of another hypnotist, not Milton Erickson. This poor person obviously didn't know anything because he used negative embedded commands like they meant what the surface structure said. The only thing that was puzzling was that the instructions worked the way he wanted them to, not the way we have been re-preconditioned to believe they are supposed to work.

You might wonder how it is that I can be so certain that the commands worked so well, and that is a good question. Yet I am quite certain that these commands worked because what they were used to do can be tested absolutely. The commands were used to produce hypnotic anesthesia.

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Now if you were going to go see a dentist, and if that dentist were going to do a root canal, and you weren't going to be given any chemical anesthesia, you would want to be certain that any commands you were given to have the pain disappear were commands that worked. But this isn't all.

If I told you that you had fifteen minutes to get ready to go into the anesthesia state, you might worry a little, but there would be time. If I told you that you had only five minutes to do the same thing you might begin to worry. But the hypnotherapist I am talking about taught doctors and dentists, and he was a very insightful man because he realized that if a doctor or dentist had to take fifteen minutes or even five minutes to produce hypnotic anesthesia which was the equal of chemical anesthesia, almost no doctor or dentist alive would use the procedure.

For this reason, when he first began to teach hypnotic anesthesia to doctors and dentists, he gave them three minutes to produce full hypnotic anesthesia. Now, he didn't test how well the anesthesia worked by pinching a person's hand or something like that. No, he would have a dentist come up and jab the person's gums repeatedly with a dental probe or he would take a hemostat (one of those gadgets that looks like a pair of very dull scissors, and is actually a small set of ratchet pliers so that as you tighten them they lock in place) and clamp a fold of skin in the hemostat and ratchet it up three or four notches which, as any doctor will tell you, is sufficient to send almost anyone through the ceiling screaming.

Think about it for a moment. You have three minutes to produce full anesthesia in your mouth or your hand or your entire body, because someone is going to take a sharp object and jab your gums repeatedly or something equally painful. How comfortable and confident would you be? If you were going to give yourself instructions, you would want those instructions to be ones that work, wouldn't you? I would, and that's why I was fascinated with the instructions that were given, because what he would say is, "You won't feel anything."

It doesn't take a brain surgeon or a rocket scientist to feel uneasy about that and to see all the potential problems, it only takes someone trained in NLP or Ericksonian hypnosis, because everyone else would just take the instruction literally and have all the feeling disappear.

This hypnotist that I have been mentioning did notice after he had been training doctors and dentists for a while that three minutes simply wasn't working the way he wanted it to for the students, and so he changed the length of time. Of course, you knew that it was too good to be true, and that people must have run out of the seminar screaming because three minutes wasn't LONG ENOUGH, so you can easily relax in the knowledge that he did in fact change the time frame for producing full anesthesia to a full 60 SECONDS.

Actually he or one of his students could do it in less time, but 60 seconds was the maximum time needed to produce somnambulitic trance (supposedly the deepest level of trance) and create full anesthesia. You might wonder who this person was, since he was a contemporary of Milton Erickson, and is also dead now, and you might wonder how he did what he did do. If you are wondering that, you might begin to LOOK FORward to MY subsequent ARTICLE on hypnosis and hypnotic anesthesia which will be in an UPCOMING RAPPORTER, but for now I would like to continue on with negative embedded commands so that you can learn how to use them effectively or have you begin to apply them well, but in order to do that we will be taking a closer look at negative embedded commands, and that is something you would like to do, is it not?

So let us begin by saying that only 7% of a communication is carried by the words. It is interesting how often NLPers forget about this. This means that 93% of the communication is occurring at other-than-conscious levels because it is being delivered by voice

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quality and physiology. Or to put it another way, delivery is everything or nearly everything.

People do use negative embedded commands in an Ericksonian way and get results consistently, and the most fascinating thing is you didn't even have any formal training, did you?

"Me?" you say. Yes, you and everyone else. One of the things that I noticed when my father died was that people came up to me and tried to comfort me. They meant well but all they did was "try" because they were doing Ericksonian embedded commands so well. They said things like, "My father died ten years ago and I have always missed him, but you shouldn't FEEL BAD, because this isn't the END OF THE WORLD. I wish there were something which I could say so that you wouldn't CRY YOUR EYES OUT."

People mean well and well sometimes it just comes out mean. It all depends on delivery. If someone had a gun to your head and said, "Don't move or I'll blow your brains out," would you figure that if you sat still they planned to shoot you and if you moved they would let you go? When your parents said, "Don't do that!!!!!" did you always assume that they really wanted you to do it, or did you get the real message? Most of the time most people got the message whichever was the real one.

The congruence of the delivery or rather the congruence or lack of congruence in delivery determines which of the two messages will be followed. The main distinction is whether you analogue mark, that is emphasize, what comes after the "not." If you emphasize that part of the sentence and deliver it with the proper physiology which is congruent with that second message, the person will take the underlying message rather than the surface message.

If, on the other hand, you keep the delivery style constant for the whole sentence and are congruent with the surface message, the person will take the message at that level and ignore the second level.

Are there ways to use negative embedded commands positively? Pretend for a moment that you had a client who said something like, "I'm really depressed. I'm going in circles in my life. I just can't motivate myself, I have no direction." (Notice that the two embedded commands used by the client were delivered in a constant delivery style.) You could say something like, "So you aren't able to FEEL GOOD, and you can't SET A COURSE of ACTION, because you don't FEEL MOTIVATED and you WANT DIRECTION. I appreciate that you feel that you can't CHANGE NOW."

My suggestion is that you avoid the use of negative embedded commands in most of what you are saying because that will ensure that you will more consistently deliver congruent messages. It is also useful to use the Ericksonian Negative Embedded Commands to pace a person consciously while redirecting their unconscious to a more constructive outcome.

So you might want to begin to practice what you have learned in one way or another, and if you were interested in how you could produce hypnotic anesthesia in 60 seconds or less, you can also begin to look forward to my next hypnosis article for the RAPPORTER.

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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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THE CUTTING EDGE



ZOEV JHO
aka Diana Luppi

THE WAGES OF FEAR

Beginning in the mid-60s, when the influx of postwar babies finally reached an age where they could scream and actually be heard, the status quo fell under serious assault and an entire generation claimed that a "new age" was dawning. The Age of Aquarius made its way into the media, and suddenly everyone was forced to notice that a 2,000-year cycle was coming to its historic and somewhat hysterical end. Young people dropped out like flies, disinterested in the dead future their parents were handing them instead of bequeathing them life. Parents turned against children, Nixon turned against everyone, and a generational war began.

Another generation followed, notably different and extremely boring. Acting like they were stamped out in some Hong Kong plastics factory that was a subsidiary of IBM, they marched out, dressed in "power suits," eager to seize their profit and position in the corporate world. "The status quo is the way to go" replaced the quieted cries of the generation that had preceded them.

But meanwhile, back at the New Age . . . .

On schedule and with or without a cheerleading squad, it continued. After all, 2,000 years is over in 2,000 years, no matter where our attention is, and planets wait for no man.

Out of the still smoldering ashes of the 60s, a new New Age was emerging. People once again began to proclaim its imminent arrival or that it had arrived, depending on which astrology system you were following. New tools arose, new healing systems, new thinking, new approaches and everyone and his mother was suddenly channeling. Disembodied entities arrived by the truckloads, without the benefit of green cards and with no immigration officials anywhere near to question them. If that did not prove the New Age was back in full swing, it did prove that it really *is* very easy to get into this country. It also proved that our physical borders were the least of our problems.

However the New Age got here again, it was definitely back. "Yuppies, we hardly knew ye" rose up in a triumphant chorus as New Age adherents realized they were back on target, religiously and politically correct and now armed with new tools and techniques. Great. Charge!

Not quite. Something's missing. What's missing is the *new* in all of this. Unless the great tennis match of the generations is ended, the match of the enlightened automatons following disembodied teachers versus the corporate zombies following profit directives, nothing new *can* happen. It can't because the source of the dilemma has yet to be dismantled. The energy cartel that has directed this entire scenario has been fear, and the cartel has not been challenged.

Fear has been the faulty prime directive that has caused all people to run amok, for generation upon generation. It is the reason for everything we do, all technologies we use and every institution we have created. It is the voracious sacred cow of the personal and national defense systems we hide behind. It is a reason for survival, a reason for doing time — not a reason to live.

All we need do now is take possession of what is ours. We must stand up for ourselves, our planet, our individual lives and say that we now take command, in love, in presence, in purpose and in joy. That's it. That's the end of the statement. That statement ends all fear. And the end of fear is the beginning of the real New Age.

❐

Zoev Jho *co-creator with Mission Control of* E.T. 101 *is a free lance writer whose articles have appeared in the* Sante Fe Reporter *and* Light Speed. *You can contact her by writing Intergalactic Council, Post Ooffice Box 1556, Sedona, .AZ 86336-1556 or phoning 602-282-0635.*

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DYSLEXIA: CHARACTERISTICS AND TREATMENT STRATEGIES — Part 3

by Dr. Lloyd Flaro

George was still motivated to learn to read, but he believed he couldn't read or learn to spell, for that matter. So, he needed an intense experience that would shift his belief system and produce new behavioral evidence that he could learn to read. In diagramatic form, this would look like:

EXPERIENCE — BELIEF SYSTEMS — BEHAVIOR

Since he couldn't remember words from one moment to the next, it was determined that the Spelling Strategy could be used to generate a success internal learning experience. At the same time, this new learning could be used to build on to generate and install cognitive strategies which made learning to read fit with his natural learning and cognitive styles. The treatment procedure outlined to effect change for George (and typically for other students with dyslexia) is a basic and general strategy that needs to be supplemented with information-gathering procedures and strategy-elicitation methods to understand the deficits causing the reading problem and the identification of the steps required to remediate the dysfunction. The following strategy is also made up of the following sequential and hierarchial strategic steps.

1. The employment of the SPELLING STRATEGY was used to install the sequence of HEAR — SEE — SPELL. This strategy would allow George to store information into long-term visual memory. In other words, when someone asked him to spell a word, he would look up to the left, retrieve the visual image of the word (and hear himself verbalize it) and then spell it out loud.

2. The next step was to expand on the above step by having George say a word inside his mind and then see it as a whole image with the appropriate verbal label. Later, this strategy could be generalized to creative writing.

3. The above procedures would not only allow him to develop spelling competency; it would also provide him with the basis for developing a sight-word recognition vocabulary. This will occur much faster if the student is taught the spelling strategy using flash cards and then they could be used to determine how many words s/he can recognize immediately.

4. Once George successfully installed the above strategies and they became automatic, they were then generalized to reading. Now when he doesn't recognize a word, he can sound it out; see it in his mind's eye; verbally label it as a whole unit and store it into long-term memory. Furthermore, as he learns new words via the reading process, he can stop, see them in his mind and remember them later on when needed.

5. In addition to the above, George was taught to move his eyes rather than his head so that this set of behaviors would support the new strategy. It would also force him to increase his recognition span; again, supporting the new reading strategy. Once his fluency in recognizing words became automatic, he could be taught the "Reading Comprehension Strategy" outlined in the book *Mending Broken Children*.

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Conclusion

Most dyslexics seem to have a phenomenal ability to generate internal images; this rich internal source of visual imagery can be used by educators to teach them a different cognitive strategy for learning to read. In my clinical practice, employing the above strategy has produced exceptional results. In this case, what dyslexic children need is not so much remediation as it is more specific remedial enrichment procedures: combine both strengths and weaknesses but work on them simultaneously. In this way, you teach them how to run their own brains so that they can begin to become self-learners or more efficient students.

❐

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.*

There are three motives for which we live: we live for the body, we live for the mind, we live for the soul. No one of these is better or holier than the other; all are alike desirable, and no one of the three — body, mind, or soul — can live fully if either of the others is cut short of full life and expression. It is not right or noble to live only for the soul and deny mind or body; and it is wrong to live for the intellect and deny body and soul.

— Wallace Wattles, *The Science of Getting Rich*

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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.*

Gaelic Blessing

Deep peace of the running wave to you.
Deep peace of the flowing air to you.
Deep peace of the quiet earth to you.
Deep peace of the shining stars to you.
Deep peace of the gentle night to you.
Moon and stars pour their healing light on you.
Deep peace of the light of the World to you.



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