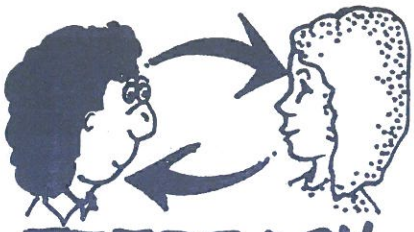
$5.00 ($8 Int'l) Issue 51
May/June 1992

the Rapporter magazine

Highlights in this issue...



FEEDBACK
THE BREAKFAST OF CHAMPIONS
by WYATT WOODSMALL, Ph.D.

learn to use STEP BY STEP
STRATEGIES
BY RENÉ PFALZGRAF





BOOK REVIEW BY DR. Tag Powell
&
ASKING YOUR PENDULUM "The Right Stuff" PART 5
YES.. NO

TEACHING JOHNNY TO WRITE **SHORT STORIES**



By DR. Lloyd FLARO

SEE THE N.L.P. PRESUPPOSITIONS in a NEW WAY!
#1 IN A SERIES OF ILLUSTRATIONS BY Peter Jones

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.



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

Opinions expressed in *The Rapporter Magazine* are those of the writers and advertisers and not necessarily those of the publishers.

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

PUBLISHED BY
GETTING REAL ENTERPRISES
Pamela Lieberman, Editor
740 EAST MINGUS AVENUE • SUITE #2013
COTTONWOOD, AZ 86326 • USA
602-634-0554

Issue 51: May/June 1992

the Rapporter magazine

Notes from the Editor's Desk 2
By Pamela Lieberman

Cybernetic Epistemology
Part 5 — Cybernetics & Feedback 4
By Wyatt Woodsmall, PhD

Teaching Johnny to Write Creative Stories . . 7
By Dr. Lloyd Flaro

Strategies — Part 1 9
By Rene Pfalzgraf

***Think Wealth* by Dr. Tag Powell** 12
Reviewed by Kirk VandenBerghe

Human Dynamics — Part 4
Your Unconscious Mind/Biocomputer 13
By Tim Loebs

The Care and Feeding of the Wild Pendulum
Part 5— The Right Stuff 16
By Dr.Tag Powell

Who's Who 19

Order Form 20

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

ANNUAL SUBSCRIPTION RATES (8 Issues)

	U.S.A	OTHER
USA & POSSESSIONS, 3rd Class	$35	N/A
USA & POSSESSIONS, 1st Class	$50	N/A
CANADA & MEXICO (Sent Air Mail)	N/A	$50
ALL OTHERS, Surface Mail	N/A	$50
ALL OTHERS, Air Mail	N/A	$75
CURRENT ISSUE	$ 5	$ 8



Pamela Lieberman, Editor

Since my personal philosphy influences the types of articles I publish in *The Rapporter Magazine,* as well as the products and services offered, you might want to know a little bit more about what interests me — especially those of you who are recent subscribers.

Even as a very young child, I never "bought" the regligious notion of "suffer now, be rewarded later." Let's face it, at six-years-old, the idea of waiting (to enter heaven) until I was old (and dead!) was not very attractive — it still isn't! My taste in furniture, clothes .... and philiosphies .... is eclectic; a lover of beauty for its own sake, I'm also enamored of beauty combined with function. Fluffy,"feel-good" trainings, books, etc., seem to be a waste of (my) time, energy and money — if I want to "feel good" without putting forth much effort (as so many of the so-called "new age" and pop psychology authors and lecturers claim), a dry martini does the trick (that's Stoli, no ice, a twist of lemon, if you're in the neighborhood). I "feel good" when my life is working — when I'm achieving my personal goals NOW — and anything that helps me create my own "kingdom of heaven" here on Earth is delightful.

And because my spiritual being is as important to me as my intellectual being, my emotional being and my physical being, I especially appreciate methods that, at the very least, acknowledge the importance of all four aspects of "me." Because of my eclectic approach to life, it's always been easy for me to integrate and use methods not specifically designed for spiritual growth into my daily life; it's even better if the spiritual aspect has been taken into consideration by the developer of the tool/technique/method I'm experimenting with.

Since January, I've been teaching a weekly class incorporating NLP, Silva Method, traditional and Ericksonian hypnosis, kinesiology, shamanic drumming, rock 'n roll, dance — and even wyrder stuff! In other words, sharing with others what has worked — and is working — for me. The class is more of a success than I ever dreamed; I wasn't too sure if what I did would be of use to anyone else, keeping in mind other models of the world, belief systems, values, etc. (I know the classes are successful because the participants are achieving results. Oh, yes, they feel good, too!)

These classes give me an opportunity to "test" various tapes and books and I thought I'd share with you my experience with a couple of items that get "thumbs up" from class participants. First, about *Think Wealth* by Dr. Tag Powell (the book and tape set reviewed in this issue) and *The Science of Getting Rich* by Wallace Wattles: Wattles' book enjoins us to "act in a Certain Way," while Tag's book shows us how to; Tag's book combines the mind and spirit, while Wattles' concentrates on the physical and mental; combining the two leads to acting, thinking and believing in that "Certain Way" — reframing limiting beliefs about money and abundance.

While some books present us with "raw data" and others expose us to new or different ideas, there are those few that actively engage the reader in process — *Think Wealth* accomplishes all three. The author, in line with his "Keep It Simple, Sweetheart" (K.I.S.S.) philosophy, has scaled down information and concepts to the bare minimum, making it an

Continues on p. 18

See the NLP Presuppositions in a New Way!

Capture the attention of your students with these large, brightly colored posters graphically depicting all of the NLP Presuppositions, laminated for years of use.

Brighten Up & Lighten Up Your NLP Trainings

Full Color 23"x35" $15 each

Black & White 17"x22" $2.00 each

Black & White 8 1/2"x11" Only $1.00 set

Buy a set to use as masters, ☞ make copies for each of your students

Shouldn't your materials be as professional as you are?

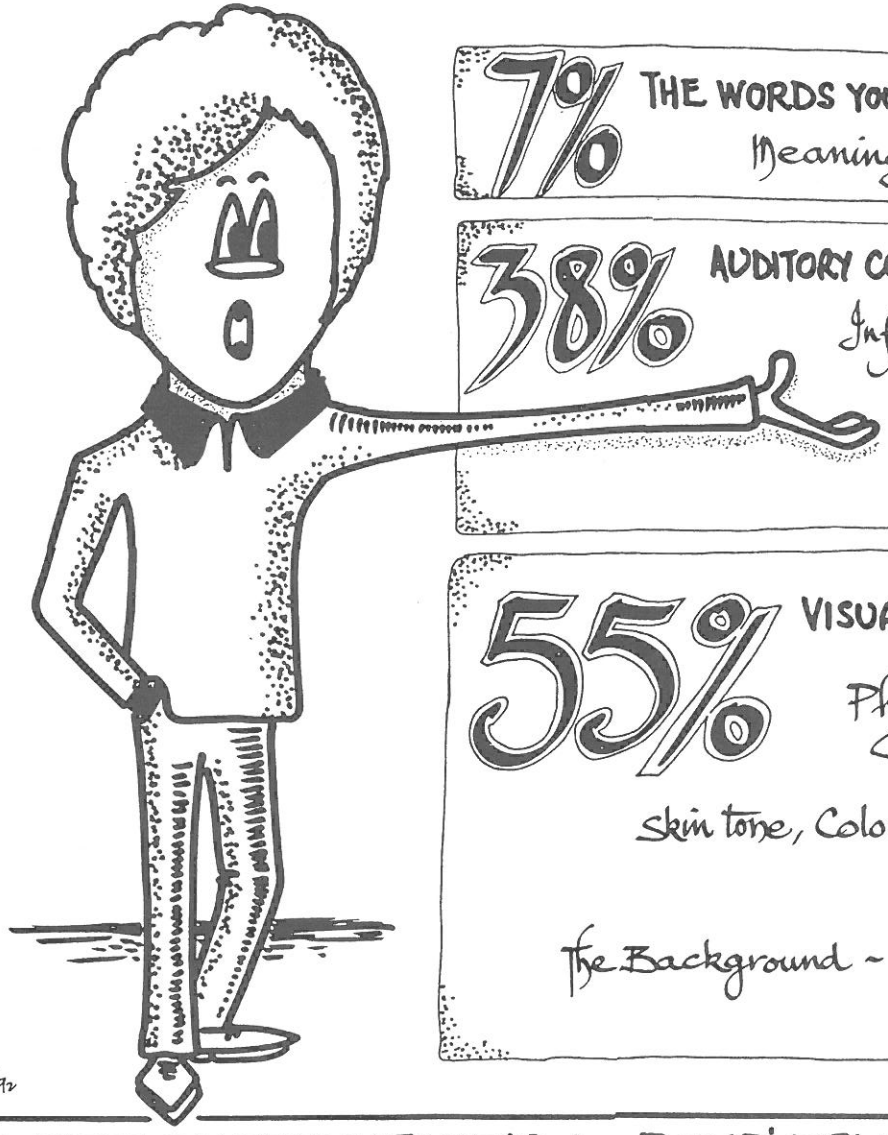
Custom Full Color 23"x35" Posters for any type training also available for only $25

Designed by Peter Joyes

Use Order Form on p. 20 or call 602-634-0554

There are 3 main levels of Communication

PERSON TO PERSON

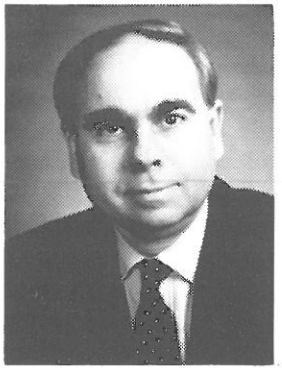


7% THE WORDS YOU USE ~
Meaning ~ Grammar ~ Images · Vocabulary

38% AUDITORY CONTENT: THE SOUND OF YOUR VOICE
Inflection patterns, Language, Accent,
Tone, speed, Volume, Timbre

55% VISUAL CONTENT : THE USE OF YOUR BODY
Physiology, Posture, Body Movements
skin tone, Color changes, Breathing, Muscle Tone,
the Background ~ colors, setting, lighting, ambience.

N.L.P. PRESUPPOSITIONS by RENE' PFALZGRAF #1 ©1992 The Rapporter Magazine



WYATT WOODSMALL
Chairman
Advanced Behavioral
Modeling, Inc.

CYBERNETIC EPISTEMOLOGY

Part 5
CYBERNETICS & FEEDBACK

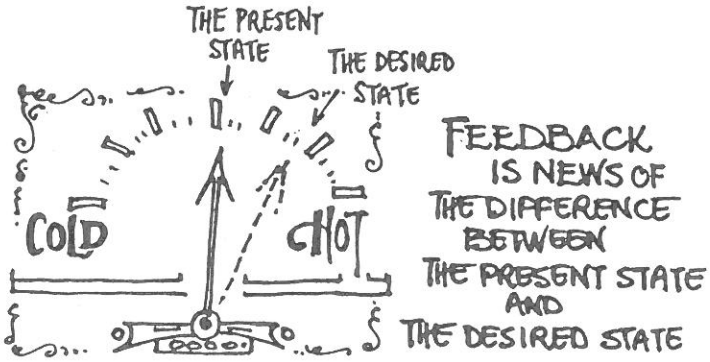
PROLOGUE

In NLP books and articles one often hears words like feedback, logical levels, perceptual positions, multiple descriptions, arcs and loops. These words are often thrown about by people who should know better and grossly misunderstood by people who don't know better. What do these terms mean anyway and where do they come from and how are they useful? The answer to these questions will occur in this and the next several articles. Before we can understand this new language, it will be necessary to understand what lies behind it. Our journey will begin with feedback and with the question, "what does your mind and the heater in your office and the engine in your car and the refrigerator in your home have in common?" The answer to this question will take us into a strange world in which effects can precede causes, in which we construct or invent reality rather than discover it, and in which the more things change, the more they remain the same.

CONTROL THEORY

Imagine a simple thermostatically controlled heating system. You probably have a device called a thermostat where you live. It is responsible for regulating the temperature in your house. How does it work? You decide at what temperature you want your home to stay. You set this temperature on the thermostat. The thermostat has a thermometer built into it that measures temperature. Let us say that it is cold outside and the temperature begins to fall. When the temperature falls below the level you have set, the thermostat turns the furnace on to warm the house. Let us say that your house is warmed by radiators. It takes the furnace awhile to heat water which begins to circulate through the radiators to warm up the house. During this time the temperature may continue to fall. After awhile the radiators begin to warm the house and the temperature begins to rise again. Once the temperature reaches the temperature that you set, the thermostat turns the furnace off. Hot water is still in the radiators, however, and the temperature continues to rise for awhile. After a time, however, the temperature begins to fall again. Once the temperature falls to the preset level, the process begins to repeat. The system monitors its own performance and is self-corrective.

Let us call the temperature in the house the present state and the temperature that you want the house to be at the desired state. We will call the thermostat the programmer and the house the subject. The programmer has a resource called heat. The programmer also relies on information about the subject called feedback. Feedback is news of the difference between the present state and the desired state. The programmer calibrates the subject to see if the subject is too cold. When the present state of the subject is too cold the programmer adds resources to change the present state into the desired state. When the programmer gets feedback from the subject that he is in the desired state, then the programmer stops applying his resources. The system works because feedback opposes the direction of the initial change that produced the feedback. This process which Bateson called "negative feedback" is simply "a circular chain of causal events, with somewhere a link in the chain such that the more of something, the less of the next thing in the circuit."



Suppose that the thermostat fails to function properly. Then one of three things will happen. If the thermostat fails to function when the furnace is off, then it will fail to turn the furnace on and the temperature will continue to drop. If, on the other hand, the thermostat fails to function when the furnace is on, then it will fail to turn the furnace off and the temperature will get warmer and warmer. This is called runaway. If the thermostat functions only partially, it may send the furnace into a wild oscillation in which it is usually too hot or too cold.

CYBERNETICS

You may be asking: "What does all of this have to do with me and with NLP?" The answer is "a great deal!" To understand why, let us begin with an American mathematician named Norbert Wiener (1894-1964). In 1948 he published a seminal book called *Cybernetics: Control and Communication in the Animal and the Machine.* The word "cybernetics" comes from the Greek word "kubernetes" which means "steersman." Plato uses this word in *The Republic* to signify both the art of steering and of command, thus referring both to nautical and social control.

Wiener said that "cybernetics" was the best word that he could find to express the art and science of control over the whole range of fields in which it applies. Cybernetics for Wiener is the theory of feedback systems. Wiener defines "feedback" as follows:

> Feedback is a method of controlling a system by reinserting into it the result of its past performance. If these results are merely used as numerical data for the criticism of the system and its regulation, we have the simple feedback of the control engineers. If, however, the information which proceeds backward from the performance is able to change the general method and pattern of performance, we have a process called learning.

This theory is applicable to machines such as the thermostat described above. It is also applicable to living systems, including human beings like you and me.

History does not reveal who the first person was to apply a feedback mechanism to regulate or control a machine. Certain kinds of regulating devices to regulate the outflow of waters in reservoirs and the level of oil in lamps were being used over 2000 years ago. It was not until 1948, however, with the publication of Wiener's book that the unifying theory of control and communication as applicable both to man-made machines and to living systems became generally recognized.

When Wiener published his book on cybernetics it was generally recognized that important organ systems of the body are self-regulatory (homeostatic) mechanisms. At this same time Wiener and other scientists including Ross Ashby (of Ashby's rule of requisite variety fame), W. Sluckin, J. Annett, F. Emery, A. Rosenblueth, J. Bigelow, W. McCulloch, and W. Pitts begin to propose a more radical thesis. This was that self-regulatory mechanisms also apply to the mind and underlie human behavior. Pattern thus organizes both physical and mental activity.

At the same time, an anthropological investigator named Gregory Bateson developed a view of interactional process and a psychologist named Jean Piaget began to study the mechanisms involved in the emergence of knowledge in young children. These ideas were further elaborated by Miller, Galanter and Pribram in their classic work, *Plans and the Structure of Behavior.* Their proposal that "the unit we should use as the element of behavior . . . is the feedback loop itself" serves as the foundation of strategies in NLP.

What all of these researchers shared was the recognition that the laws governing the embodiment of mind should be sought among the laws governing information and not among the laws governing matter and energy. As Papert expressed the idea:

> The principal conceptual step was the recognition that a host of physically different situations involving the teleonomic regulation of behavior in mechanical, electrical, biological and even social systems should be understood as manifestations of one basic phenomenon: the return of information to form a closed control loop.

SEMINARS

NLP

NLP Certifications
- Practitioner
- Master Practitioner
- Trainer

Hawaiian Huna
- Introductory One Day
- Basic Intensive
- Advanced Intensive

Time Line Therapy™

- **Time Line Therapy™ Certification**
- **The Secret of Creating Your Future**

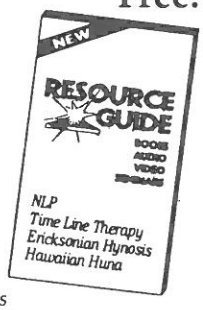
Hypnosis Certification
- Ericksonian
- Master Hypnotherapist

Featuring Master NLP Trainer and author
TAD JAMES, MS, PhD

DATES	PLACE	EVENT
July 5-19	Hawaii	Master NLP Cert.
Aug. 1-16	Toronto	NLP Trainers Trng.
Sept. 19-27	Hawaii	Huna Intensive

Accelerated Human Change Technologies

Free!



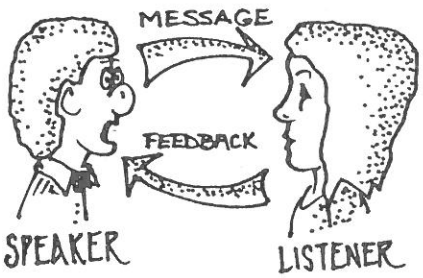
"I attended four 'time line' trainings from leading NLP trainers and I thought I knew about time line. However, Tad James' Time Line Therapy™ Certification was my most significant learning experience since first discovering NLP. Time Line Therapy may be to NLP what NLP was to traditional psychotherapy."

—Martyn Carruthers
Certified NLP Trainer

Call for your FREE Resource Guide of books, tapes & seminars: 1-(800) 800-MIND

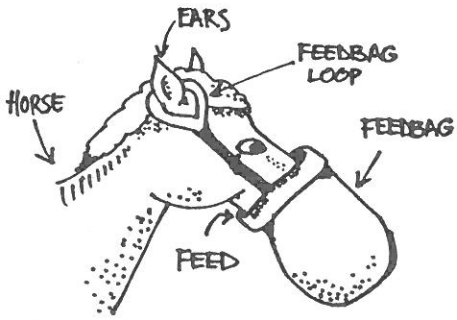
Advanced Neuro Dynamics, Inc.
1833 Kalakaua Ave., Suite 908-R
Honolulu, Hawaii 96815
(808) 941-2021 ◆ Fax: (808) 951-0417

The "return of information to form a closed control loop" is "feedback." This feedback applies not just to mechanical systems but also to living systems and to human minds. In fact, as Wiener put it, "all purposeful behavior may be considered to require feedback."



THE RETURN OF INFORMATION TO FORM A CLOSED CONTROL LOOP IS "FEEDBACK."

To state this a different way, all simple and complex regulation of behavior, including learning, involve feedback. Thus, all processes of human learning and change are principally concerned with altering or establishing feedback. All successful NLP processes and all successful education and therapy require the creation of alternative forms of feedback to provide an avenue for appropriate change. In other words, feedback and not Wheaties is the true "breakfast of champions."

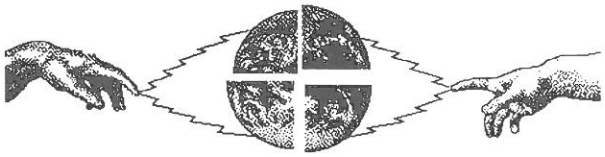


FEEDBAG LOOPS PREVENT LOSS OF BAG, RETAINING OATS.

Change and stability are interconnected. As Bateson noted, "Corrective action is brought about by difference." The human mind is "error activated" in the sense that the difference between some present state and some desired state activates the corrective response. As Bateson says "all change can be understood as the effort to maintain some constancy and all constancy is maintained through change." If this is the case, then which precedes which — the cause or the effect? Classical science is based on the notion that the cause precedes the effect. But in human beings and other systems which pursue goal-directed behavior, the effect may precede the cause. More on this next time when we explore causality and cybernetics. ☆

© 1992 WYATT WOODSMALL, PHD

NeuroLink International
Announces
The State Enhancement Coach
for **IBM** and **Macintosh**
by Robert Dilts



- Utilize the Mind-Body Connection
- Integrate NLP Principles With Biofeedback
- Monitor Heartrate, Skin Temperature & The Electrical Activity of the Left and Right Side of the Body
- Elicit, Record and Compare Key Physiological Features and Submodalities of Desired and Problem States
- Receive Computer Coaching for Optimizing States
- Calibrate, Confirm and Anchor Changes in Deep Physiological States
- Own the Most Powerful Research Tool in NLP

Only $775 for Hardware and Applications

Demonstration disks available for Mac and PC for $10
Phone: (408) 438-5679 Fax (408) 438-7367

HYPNOSIS TRAINING
BY RENE PFALZGRAF

"Rene Pfalzgraf teaches Ericksonian Hypnotic Inductions better than the training I received at the Ericksonian Foundation. He makes NLP easily and thoroughly understandable."

— Dr. G.P. Rudd,
Vitreo-Retinal Surgeon

Order this
7-TAPE SET PLUS MANUAL
for the very special price of
$135 plus $10 s&h
(int'l, add $20 for Air Mail s&h)
Send check or money order to:
RAPPORTER
740 EAST MINGUS AVENUE, SUITE 2013
COTTONWOOD, AZ 86326 • USA

TEACHING JOHNNY TO WRITE CREATIVE STORIES

by DR. LLOYD FLARO

For most students, creative story writing is a normal assignment that requires little effort with the formulation of the story line, the sequence of events, character descriptions and plot resolution. In the case of learning disabled (LD) students, the opposite is true. The task of generating internal cognitive representations, matching these visual constructions with appropriate language skills and processes, and then writing the information down on paper literally creates cognitive overload for many learning disabled students. There is just too much to remember, too much to try to accomplish all at once. Often this fact is evident to teachers because the LD's stories contain a variety of disjunctive ideas, fragmentary sentences and disconnected thought processes. It resembles a computer whose circuits are jammed. So, how does the teacher make the whole process of creative story writing more palatable and meaningful to the LD student? What strategies and methodologies can be taught to the LD student that will provide the individual with a set of procedures or steps designed to generate creative stories? How can we make the task of creative story writing more comprehensible and meaningful to the LD student?

BRAIN RESEARCH AND CREATIVE STORY WRITING

The act of writing creative stories involves the complex interaction and coordination of a variety of cognitive processes. It requires the integration of left- and right-brain functions; it includes achieving a balance between left-mode (sequential, analytic and verbal) abilities and right-mode (simultaneous, synthetic and visual/emotional) capacities. In other words, creative story writing engages the language abilities of the left hemisphere and the visual/emotional processes of the right hemisphere. In essence, the right brain generates the internal pictures or slides accompanied by the emotional nuances often exhibited by the individual characters while the left hemisphere verbally reports on the content of the story. As a teacher, how do you teach the LD student to balance both hemispheres and to use the abilities and capacities associated with each one?

A CREATIVE STORY WRITING STRATEGY

Over the last 12 years of working with LD students and non-LD individuals, the author has developed several creative writing strategies designed to teach them how to put their thoughts down on paper. The strategic procedures have produced positive and successful results, primarily because the learning format provides a basis for LD students to organize their thoughts, to stay focused and, at the same time, engages

BREAKTHROUGH STRATEGIES AND LEARNING TECHNIQUES FOR PROBLEM LEARNERS

The Second

Becoming Peak Performance Educators Workshop Series

Presented by
Flaro & Associates, Ltd.

Certified Educational Instruction
with Dr. Lloyd Flaro
Psychologist, Author, NLP Trainer, Learning Disability Specialist and Curriculum Developer

Level 1 (Introductory):
BUILDING BLOCKS TO LEARNING
August 3-7 • $375

Level 2 (Intermediate):
DIAGNOSIS, STRATEGIES, INTERVENTION
August 10-14 • $375

Level 3 (Advanced):
EDUCATING THE WHOLE CHILD
August 17-21 • $450

Completion of all 3 levels will lead to Certification in Cognitive Ability Patterning at the Practitioner level

West Harvest Inn • Edmonton, Alberta Canada

"Informative with lots of practical strategies to take into classroom situations and put into effect immediately. Why don't they teach this in teacher education courses?"
— C. Bouthilliar, Teacher

FOR FURTHER INFORMATION, CALL
403-452-4660 • 403-459-2515 (eves)

many cognitive processes of both hemispheres. The following procedure is a beginning strategy designed to generate ideas and vocabulary words and then put some order to these thoughts.

The Steps

1. For many LD students, their organizational abilities are poorly developed. This predisposes them to generate fragmentary thoughts and incomplete sentences. More often than not, they start a thought, think of something else and then write it down to complete the first thought. So the first step is to give them a **focus point** — something that can keep them on track!

Since the right hemisphere is good at generating internal pictures, the teacher should have the student look at an external picture representing some activity or event. It would be best if the teacher had a series of three pictures that represented a whole story; however, at this point, one picture, photograph or slide will do. An alternative would be to have students draw their own pictures.

2. The next step is to have the student look carefully at the picture. S/he is not only to scan it, but also notice as much detail about it as possible, given the student's sensory acuity. After looking at it for a period of time, the student is to **verbally brainstorm vocabulary words** which describe what is going on in the picture. S/he is to write as many words as possible without being concerned about the spelling at this point. The student can ask the teacher for assistance in spelling the words correctly. After the verbal brainstorming is done, that is, the words have been written down, the student is to make sure that all the words are spelled correctly, so that as s/he writes s/he incorporates the correct spelling of the words into the story.

Many teachers will want to let the student do inventive spelling; however, I strongly disagree with this procedure since it actually reinforces poor spelling! As the student writes the incorrect words, their brain begins to code them that way, so that on written assignments you frequently see the same misspellings occurring again and again.

3. Once the student has generated as many words as possible, the task is to write the story. It doesn't matter if the sentences are short. The student is simply to use the words generated and to use them as a basis for writing the story. You may notice that the act of creative writing seems easier for the LD student. This seems to happen because the individual has generated information externally and so doesn't have to pay a lot of attention to his internal processes. This creates less interference between the thought processes and the actual writing process.

4. As soon as the student has acquired the competence to use the above strategy, s/he can move on to the next stage. In this stage, the LD student begins to look at a series of pictures that make up a story. Again, s/he is to look at each picture and verbally brainstorm words that describe what's going on in the story. Next, s/he writes the story. The teacher can point out to the student that when s/he writes about each picture, s/he will start a new paragraph. When the student hands in the written story, the teacher should positively reinforce the progress and simply pencil in corrections without explicitly stating what's wrong. Remember, this strategy is designed to get the LD student to begin writing as well as provide successful experiences aimed at changing the student's belief system associated with the writing process.

At this point, the beginning creative story writing strategy is designed to get the student to write. It's not to instantly make the individual a writer, it's to get the student to coordinate the cognitive processes associated with each hemisphere. By externalizing these processes, the LD student has a focus point to keep them on track. At the same time, it provides a method for them to organize their thought processes as well as releasing psychic energy for the writing process itself.

In the next article, we will look at expanding this basic format by incorporating questioning processes, looking at the components that make up most stories and examining the character roles most often seen in every story. This information will teach the LD student specific ways to perceive the characters and to understand the predictable sequence of interactions and relationships among them.

❐

© 1992 DR. LLOYD FLARO

SHERLCO
CORPORATION
COMMUNICATION FOR PROFESSIONALS

10th NLP Practitioners Certification Training
July 1992 Three weeks in the Canadian Rockies

◆◆◆◆◆

11th NLP Practitioners Certification Training
Six 3-day modules Jan. - May 1993

◆◆◆◆◆

3rd NLP Master's Certification Training
Sept. 1992-Jan. 1993 (Six 3-day weekends)

◆◆◆◆◆

Communication for Business®
Negotiate, Sell, Manage & Communicate your way to Success

◆◆◆◆◆

Communication for Success®
Three-day intensive introductory NLP workshops

Register NOW *Space Limited*
Call for additional information and dates
403-240-3565

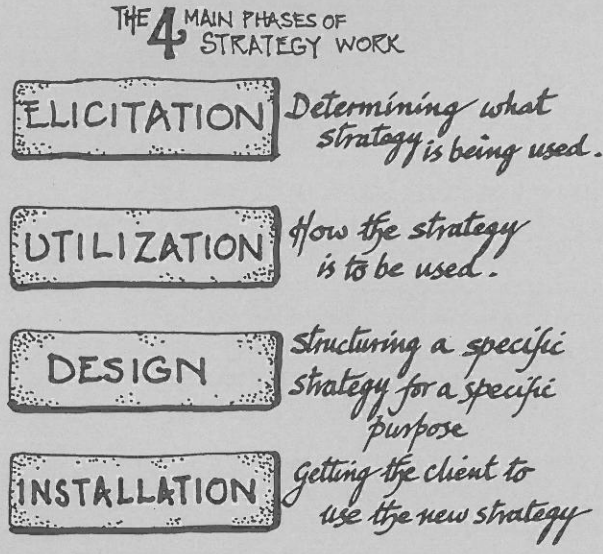
Gordon A. Sherley
2022-31 St. S.W. ◆ Calgary, Alberta, Canada ◆ T3E 2N2



RENE PFALZGRAF
Director
NLP Arizona, Ltd.

STRATEGIES — Part 1

What is a strategy? How can it be used? Can it be changed? How would you go about changing a strategy? All of these questions are pertinent to effective utilization of strategies, whether it be in a therapeutic or business context.



A strategy is a sequence of steps that a person goes through in order to accomplish some specific outcome. In essence each of the NLP interventions is a strategy, although not usually referred to as such. In NLP, strategies are usually thought of as the sequencing of the different modalities — visual, auditory, kinesthetic, olfactory and gustatory — which produces a specific outcome.

Strategies can be thought of as the order in which a person processes information to produce a specific outcome. In addition, the different types of strategies are fairly limited because the way in which a person decides in one context is usually the same way in which they decide in all contexts. Therefore, a person has a small set of strategies which are applicable to a wide range of situations.

Strategies may be developed to accomplish any task. And in some cases there may be a preferred strategy, e.g. spelling. The ability to elicit strategies from a person is one of the key building blocks of the modeling process, especially when the desired outcome is to enable another person to be able to do what the first person is able to do.

There are four main phases of strategy work:

1. **Elicitation** or determining what the strategy is. It is obvious that if you do not know what the strategy is, you cannot do anything with it.

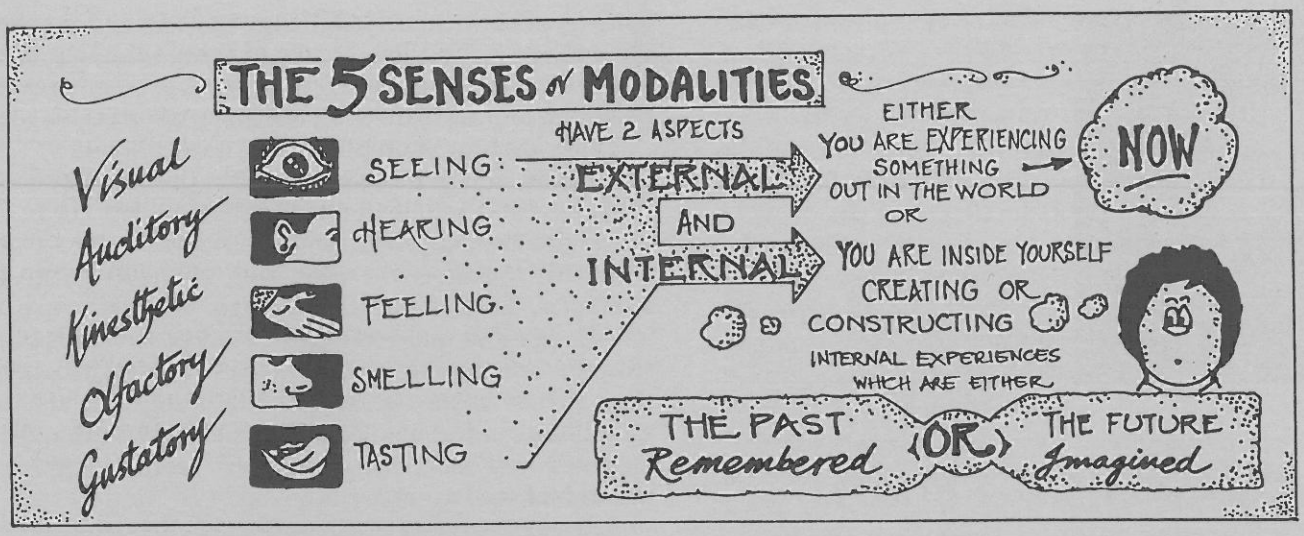
2. **Utilization** is the next step when dealing with strategies. In this phase you begin to put to use the knowledge that you have gained when you elicited the strategy. This can be in the form of structuring presentations so that they are more effective, being more effective at closing in sales contexts, being able to more quickly hypnotize a person, being better able to motivate a given individual, and much more.

3. **Design** is the next step when you have determined that the strategy that is already in place is not successfully reaching the desired outcome. This phase includes restructuring a strategy or redesigning a strategy from the ground up.

4. **Installation** follows the design phase. No matter how well you have designed a strategy, unless you can get the client to use it, you will not be able to get the results that you desire.

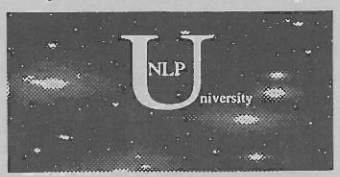
As mentioned earlier, strategies are considered to be a string or sequence of different modalities. The first thing to do is to become familiar with the different aspects of the different modalities.

METAMORPHOUS
ADVANCED PRODUCT SERVICES
Books
Manuals
Workbooks
Cassettes
Videos
Software
• CALL (503) 228-4972
• FAX (503) 223-9117
• WRITE PO Box 10616
Portland, OR 97210-0616
Toll Free Order Line
1-800-937-7771



There are two main divisions in each modality and those two divisions are EXTERNAL and INTERNAL. So whether you are seeing, hearing, feeling, smelling or tasting, you are either experiencing something out in the world or you are inside yourself creating/remembering the experience. For internal experiences there are two additional distinctions. The internal experiences are either constructions of something that has not yet taken place or they are the remembrance of something that has already taken place. And these are either presented as actual experience or as digital information. Digital information usually comes in two forms, auditory digital (self-talk) or visual digital (pictures of words, such as the page of a book).

NLP University
Neuro-Linguistic Programming
Robert Dilts & Todd Epstein with Judith DeLozier
June 21 - September 1 ~ Course Catalogs *Available*



New Publications from Robert Dilts

Cognitive Patterns of Jesus of Nazareth
$22. US / $27. International
Wolfgang Amadeus Mozart: Songs from the Spirit
$15. US / $18. International

Dynamic Learning
P.O. Box 1112, Ben Lomond, California 95005
telephone (408) 336-3457 / fax (408) 336-5854

NOTATION

The following is a listing of the notation used in each of the modalities:

Ve Visual External
Ae Auditory External
Ke Kinesthetic External
Oe Olfactory External
Ge Gustatory External

Internal

Vc Visual Construct (Eyes up to their right)
Vr Visual Remembered (Eyes up to their left)
Ac Auditory Construct (Eyes directly to their right)
Ar Auditory Remembered (Eyes directly to their left)
K+ Positive Kinesthetic (Eyes down right)
K- Negative Kinesthetic (Same eye position as K+)
Oi Olfactory Internal (Down centered)
Gi Gustatory Internal (Down centered)

Additional

Vd Visual digital (No designated eye position)
Ad Auditory digital (Eyes down left)

You will note that Kr and Kc are not listed. That is because, first, there is no clear access that indicates a differentiation of Kr from Kc and, second, feelings are present-time because you either have them or you don't, and feelings are connected to some other information whether it is visual or auditory. People very seldom have feelings without content either at the conscious or the unconscious level.

There is also the possibility of Kd or Kinesthetic digital but only for those people who are either trained in braille or those who have modeled DAREDEVIL, the comic book character who can read with his finger tips, although technically speaking there is a high probability that the tactile sensations would be recoded into either visual digital or auditory digital.

In addition, sometimes people will do more than one thing at a time, i.e. they may be doing both a visual image and getting a feeling for or about it, at the same time. When this happens this is referred to as a synesthesia

pattern. A way to notate it is V/K. In addition to the fact that two things are going on, there is another question about the synesthesia, and that is, which of the components is foreground and which is background.

The foreground elements are the ones that need to be paced when you are testing the strategy or utilizing it in a conversational setting, such as business, sales, indirect work. The background elements will need to be there if you are going to transfer the strategy to another person or if you are going to make adjustments to the person's strategy.

T.O.T.E.

The concept of the TOTE was first put forth in the book *Plans and the Structure of Behavior* by George Miller, Eugene Galanter, and Karl Pribram. The acronym, TOTE, stands for Test, Operate, Test, Exit. These constitute the four steps in all strategies.

The first step is the TEST or trigger that begins the sequence. Two things are accomplished at the initial test step. The first is to start the strategy and the second is to establish the criteria that will be used at the second test point to determine if it is time to exit the strategy.

The second step of the strategy is to perform operations. This can be gathering information, either internal or external, or processing information.

The third step is a second test. At this stage there will be a comparison in some or several of the representational systems to determine if the criteria established at the first step have been met.

The exit is the last step in any strategy and it is used to confirm the results of the second test. If the comparison establishes that the criteria have not been met to an "acceptable level," the strategy will loop back to either the operation phase (most likely) or the original test phase in order to reset criteria (less likely). If the criteria have been met, then the person will exit from that particular strategy. This final check can be done in any of the representational systems, although in Western culture it is usually either K+- or Ad+-.

In addition to obtaining the sequence of the representational systems used, it is also useful to get a description of what is going on in each of the steps. As an example, if a Decision is being made and the strategy being used is

Ve— Ad— Vc— Ad— K+

the question is, what is it that was seen that triggered the start of the strategy, what is then said internally, what is imagined, what comments are then made, and finally how do they know whether it feels right or not? This additional information will allow the operator to then more accurately test the strategy and to better utilize it for either modification for the client or to transfer it to another person.

In the next article in this series, you will learn the characteristics of a well-formed strategy, how to elicit a strategy and the steps to installing a strategy.

❐

© 1992 RENE PFALZGRAF ALL RIGHTS RESERVED

Special Introductory Offer for Book Club Members Only

Exciting New Audio and Video Tapes from RENE PFALZGRAF

Persuasive Selling

Learn how to establish rapport, the two ways to handle objections, the two ways to close, how to stay motivated and more

3-Tape Set Regular Price $40, NOW $34 plus $3 s&h (int'l $6 s&h)

NLP, What to Do When

More precisely determine what NLP procedures are indicated and if more than one is indicated. If you've ever been confused about which procedure to use or wondered why the procedure you thought should work didn't, this is the tape set for you

3-Tape Set Regular Price $40, NOW $34 plus $3 s&h (int'l $6 s&h)

One Step 6-Step Reframe™

You read Rene's article in *The Rapporter Magazine*, now learn how to do the procedure with others or yourself. You will also deepen your understanding of presuppositional language, as well as gaining insights into business applications and strategies.

2-Tape Set Regular Price $30, NOW $25.50 plus $3 s&h (int'l $6 s&h)

VIDEOS: Stop Smoking: Steps to Resolving Compulsions

A straight-forward series of procedures which ensure ecological change for smoking cessation or working with other compulsions such as overeating or chemical addictions. The material is rich in hypnotic language, sleight of mouth and more.

Regular Price $40, NOW $34 plus $4 s&h (int'l $8 s&h)

AND JUST AVAILABLE AS WE GO TO PRESS:

Resolving the Past Content Free

Regular Price $40, NOW $34 plus $4 s&h (int'l $8 s&h)

Life Line Therapy™

Regular Price $45, NOW $38.25 plus $4 s&h (int'l $8 s&h)

USE THE ORDER FORM ON p. 20 or CALL 602-634-0554 BYJULY 1 TO TAKE ADVANTAGE OF THIS 15% DISCOUNT

THINK WEALTH
by Dr. Tag Powell
Reviewed by
Kirk VandenBerghe

I think about each book I review differently, that is, with a different set of perceptual filters. The moment I received Dr. Tag Powell's new book, *Think Wealth ... Put your money where your mind is!*, I knew the frame I would review from. I would ask the open question "What unconscious presuppositions maintain scarcity and prevent abundance?" Beliefs around scarcity and abundance have a global impact on the quality of life because they are fundamental statements regarding the universe. I found some useful insights regarding my question.

Dr. Powell focuses in on how our common language is full of limiting beliefs about money, wealth and abundance. Most of us have heard the following statements: "Money is dirty" (children put things in their mouths to learn about them), "Poor, but happy," "Poor, but honest," "Poor baby," "Filthy rich," "Money can't buy happiness," "Money is the root of all evil," "Money doesn't grow on trees," "It takes money to make money." The author does a good job of reframing many of these limiting beliefs. My favorite is "Money is energy."



I found many of his comments thought provoking concerning my query about scarcity and abundance. However, the book is much more than just a commentary about how we think about money, wealth and abundance. *Think Wealth* is a very simple and practical book. Many advanced NLP and human potential concepts and techniques have been boiled down to small, easy-to-understand chunks. The book offers a whole program to transform limiting scarcity beliefs into empowering abundance beliefs. Readers are encouraged to work on themselves through affirmations (mostly reframes of limiting beliefs), guided visualizations (many helpful hints), reminder cards and through Dr. Powell's Alphamatic Power Script (self-hypnosis). Of course, this kind of strategy will work only for those people who have the motivation to pick up a book, read it and work a plan day after day.

Lack of motivation is not the only stumbling block to implementing a plan to change one's own beliefs. The book assumes that the reader can consciously access unconscious beliefs. The problem is that many people have not developed the level of self-awareness required to get at their deeper levels of unconscious processing. In addition, many of us have conflicting beliefs that create ecology problems or unconscious objections when we start to change any part of the system. Those readers may become quickly discouraged and lose interest. It's much harder to start again after quitting and belief change can be very challenging.

Someone said "The good thing about Scotch tape is that it sticks to everything and the bad thing about Scotch tape is that it sticks to everything." The good thing about *Think Wealth* is that it is short and simple and the bad thing about *Think Wealth* is that it is short and simple. Fortunately, readers who are interested in transforming their reality about abundance can order the "Think Money 2-Audiocassette Action Kit." At $14.95 it is very reasonably priced and a great companion to the book. Tag also offers Think Wealth seminars around the world that offer the added boost of learning with others who are also moving beyond their old programming. All things considered, *Think Wealth* is a valuable contribution to helping us step out of impoverished thinking.

Top of the Mountain Publishing, 1992, Soft Cover.

❐

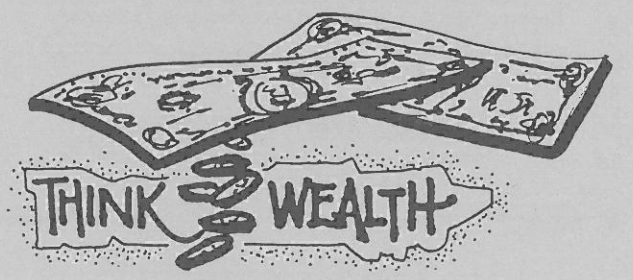
Special Introductory Offer

Think Wealth ... Put Your Money Where Your Mind Is!

Easily transform limiting scarcity belilefs into empowering abundance beliefs!
$9 plus $3 s&h (US)

Think Money Action Kit

A great 2-tape companion to the book!
$15 plus $3 s&h (US)



SPECIAL VALUE
Book and Tape Set Only $20 plus $6 s&h (US)
Use Order Form on p. 20 or call
602-634-0554 before July 1

HUMAN DYNAMICS

Part 4
YOUR UNCONSCIOUS MIND/BIOCOMPUTER

by TIM LOEBS

Any study or understanding of Human Dynamics would be remiss without mention of the unconscious or subconscious part of our personality. Your unconscious mind and understanding how it is designed to work is, in my opinion, the key to understanding personality.

Nearly everyone today is familiar with the concept of computers. We know that they work very quickly, can store a lot of information and can repeat similar functions over and over again. Once you have a computer and become familiar with using it, it's very difficult to do without it. When the computer goes down, it seems that whole companies cannot function. It's the same effect that hand calculators have had on simple arithmetic. Once you're used to them, going back to the old way of adding and subtracting, multiplying and dividing seems like such a task and takes so long.

I like to think of our unconscious mind as a biocomputer — the most sophisticated computer ever created in the history of the universe. I saw on a television program that if the functions of our biocomputer were to be duplicated with today's technology, it would have to be the size of the state of Texas, ten stories high. Now, if that's not sophisticated or nearly unlimited by our standards today, then I don't know what is. The only problem is that, even though we have this marvelous device built in, someone forgot to give us the operator's manual. I have often wondered if that may have been by design by our creator — I'm not really sure. What I do know is that sometimes this biocomputer of ours is not very user-friendly and since it is a living, breathing organism and we have these things called sensory perceptors, the effects of mis-programming can be other than pleasurable to our conscious minds.

We all perceive reality (or our sense of reality) through our five senses. These are our sensory perceptors and are, in effect, the way our biocomputer receives input from our environment from the moment of conception (as discussed in a previous article). Our biocomputer has also been programmed by genetic disposition from our ancestors, as well as by information accumulated from any past life experiences (providing this concept is part

Who Else Wants to Know EverythingThat's Going On At the Cutting Edge of NLP?

Richard Bandler, Co-founder of NLP, In A Rare East Coast Appearance.

June 12, 13 & 14, 1992, in New Jersey*

Presenting an introduction to his latest technological breakthrough!

Design Human Engineering

Register now for this rare opportunity to learn the latest in NLP human performance technology from Richard personally.

$495 Complete, paid in advance.
Call 1-800-35-NLPNJ for more information and reservations.
Limited seating, so reserve in advance!

Sponsored by the NLP Center of New Jersey.

*** Convenient public transportation from New York City and Newark International Airport**

Create Your Future Now!

NEW ENGLAND INSTITUTE FOR NLP NEURO-LINGUISTIC PROGRAMMING

Irish Touch-Healer, FINBARR NOLAN, RETURNS for a *NEW* seminar!

HEALING FROM OUTSIDE IN AND INSIDE OUT

Awaken and utilize the mind-body connection for healing as you experience the powerful combination of Finbarr's internationally recognized touch-healing and several of the newest and most effective methods from the frontiers of mind-body healing. Come participate with us. Learn new ways to promote favorable responses to both traditional and alternative healing processes and access your innate ability to heal yourself and others.

Presented jointly by: RICHARD CLARKE, Ph.D., NLP Trainer, past-president of IANLP and one of the first successful modelers of Finbarr's healing process and FINBARR NOLAN, celebrated Irish healer who has practiced his healing art for over thirty years and is the subject of a BBC documentary and a number of NLP modeling sessions. September 11-13. Hartford, CT area.

ERICKSONIAN HYPNOSIS RESIDENTIAL CERTIFICATION TRAINING

This August spend two weeks by the waterfront at beautiful, secluded Wainwright House in Rye, NY.

Come RELAX AND LEARN with us on Long Island Sound, August 8-21. Go beyond the limitations of your conscious mind. Acquire the skills of Ericksonian Hypnosis that you can use personally and professionally as you enjoy this beautiful location with five acres on the waterfront, 45' to NY City, fine cuisine, relaxed atmosphere and plenty of free time to enjoy the sunshine!

Utilize your innate creative talent for communicating, for telling stories which effect long-lasting changes. This comprehensive training will present the fundamentals of Ericksonian Hypnosis in a carefully sequenced format, giving you a set of approaches, resources and skills that will allow you to deal much more creatively and effectively with your own and your client's needs. Come to this 78+ hour training to achieve behavioral competence.

For a FREE catalogue of all of our many other programs:

New England Institute for NLP
125 Pratt Corner Road, Dept. RAP,
Amherst, MA 01002-9606
413/259-1248

of your current belief system, if not, please disregard and continue on).

Just as any computer is designed to complete certain functions which are built-in to its design, so, too, our biocomputer is "hard-wired" to operate in a certain way and to complete various functions. One distinction about our biocomputer is that it never shuts off — it is continuously receiving and processing information and is carrying out maintenance and upgrading functions of its entire system. This is done as part of its basic program to maintain the system and always move towards a balanced state (homeostasis). If all this sounds complicated, it's because it *is* complicated! The good news is that we (our conscious minds) do not have to be concerned or even understand all about the inner workings or design of our biocomputer. Just as with any computer, in order to operate it effectively and efficiently, we don't have to know how each chip works or how, specifically, information gets stored, etc. All we really need to know is how to operate the computer in such a way that it gives us what we want. When we do a certain operation (thinking and feeling), we get a certain effect (behavior). Since we weren't given that operator's manual at birth, we do the best we can, gather as much information as we can (books, tapes, articles, etc.), seek out teachers who seem to know about this biocomputer (parents, friends, gurus, psychics, ministers, therapists, etc.) and go forth with curiosity to explore and discover ourselves and how we relate to our environment, other people, God, etc. We then experience our reality (or even create our reality, if you will) in a unique way.

What follows, then, is my understanding of how our unconscious mind — our biocomputer — works. It will include what I have learned from various teachers, books and my own experience with programming or playing with my own biocomputer. Each experience with our own biocomputers, mind you, is unique, but the hard-wiring is, for the most part, identical.

Your biocomputer has as its primary or highest function (which is written into the design) protection, self-preservation and survival. This function, at a very basic level, will override all the other functions and will take a tunnel-vision approach in order to ensure survival. At this level, the thinking, rational functions of the left brain become somewhat frozen and the basic nature goes on automatic until the immediate threat has passed and the controls are then returned to the conscious mind. Interestingly, this occurs whether the challenge to survival is real or imaginary. It only has to be perceived as so through the programming that is present and operating inside your biocomputer.

According to Deepak Chopra ("Magical Mind, Magical Body" audiotape series), we consciously perceive only one-billionth of the information available to us through our environment. Our biocomputer filters out all the rest, again to protect us — if not, we would go crazy if we were simultaneously aware of all the input available to us at any one moment. So you may already

be beginning to appreciate what a wonderful device we are walking around with. And because it is so sophisticated, understanding how it works is necessary for our own health and well-being. The old saying of "garbage in, garbage out" can take on a whole new meaning, as will become more apparent as we go on.

Another marvelous function of our biocomputer is that it stores all input received through our sensory perceptors. It is like a faithful VCR operating at regular speed recording everything we see, hear, feel, smell, taste, think, etc. This includes not only what we are focusing on in the moment (foreground), but also whatever sights, sounds, internal dialogue, etc. that is present in the moment that we are not consciously aware of (background). It's all there, stored, logged, categorized, available to us and affecting us either consciously or unconsciously.

This information is stored in a couple of ways. One is by time. Many people think of time as linear or as a continuum that we move through. It is like a slide rule with each of us as the piece that moves across the rule. At one end is when we came into this lifetime. The notches or vertical lines on the slide rule that we have already slid past are all of our past memories. The notches ahead of us are our future memories, only they are not filled in yet. We can only imagine and wonder what they will be like. Those who are familiar with neurolinguistic programming know this concept of organizing memories as your time line.

The other way information or memories is stored is in the body. Since your unconscious mind/biocomputer is also known as your body/mind and it runs the body's involuntary functions like breathing, digestion, respiration, etc., it's only logical that memories would be stored in the body. Anyone who has had a deep massage, Rolfing and various other kinds of body work can attest to this fact. It seems that the memories that do pop up during body work are of the unpleasant variety and I'll explain why that happens later.

Another way memories are stored and available to us is by association. An example is your favorite song reminding you of something long past. Or hearing a funny joke reminds you of other ones you've heard. So, in addition to running our bodies and protecting us, our biocomputer stores all of our memories. It's all there and available to us in different ways. Knowing how the information is stored can then be the key we push to get our biocomputer to retreive and present to us that information we want to know.

I'll be continuing my discussion of the functions of our unconscious mind in my next article.

❐

© 1992 HEART & MIND PSYCHOTHERAPY AND TIM LOEBS

THE NLP CONNECTION
Chris Hall, Director & Master Trainer

in association with

ChangeWorks
William Monteiro, M.D., Director
Master Trainer

Schmidt & Partner
Karl Schmidt, Trainer

P R E S E N T
a special international training opportunity

NLP Certifications • Los Angeles

Free NLP Introductories • May 15 • July 10 • Sept. 25

6th annual • starts Oct. 10
NLP Practitioner

5th annual • starts May 22
NLP Master Track

Neuro-Linguistics of Hypnosis
Starts Oct. 23

For more ...
NLP of Southern California
4387 York Blvd. • Los Angeles, CA 90041
(213) 254-3841

A RESIDENTIAL MASTER TRACK
The Art of Change • August 1-15 • Bavaria

THE TRAINERS
Chris Hall, Dr. William Monteiro & Karl Schmidt
A unique and unified international teaching team,
Chris, Willie and Karl are recognized for their personal integrity, deep commitment, in-depth knowledge of NLP and for the sense of discovery and joy they bring to the training environment.

EARLY ENROLLMENT: 2700 DM (£ 900)
(when paid in full by May 31). Thereafter until June 30, tuition is 3000 DM (£1000). After June, tuition is 3300 DM (£1100). Deposit of 300 DM (£100) is due by May 31 to save your place. Enrollment includes training fees, certification & Training Manual.

THE SETTING • Bad Aibling
Rosenheim, Bavaria, only 5km from Lake Chiemsee.
Full Pension: single & double-occupancy.
Amenities include: sauna, solarium, indoor pool, whirlpool, gynasium, tennis and park.

FOR MORE...
In United Kingdom (0384) 442-867
In Germany (089) 157 7016
In U.S. (408) 425-3614



Dr. Tag Powell
Co-Director
Powell Productions

THE CARE AND FEEDING OF THE WILD PENDULUM

Part 5 — THE RIGHT STUFF

In last month's issue we covered the left-hand side of the Powell Multimeter and now it's time to swing right.

Place your Multimeter flat in front of you and touch your pendulum to the Y-N circle on the mid-upper-left. This will give your inner conscious the clue that you are desiring a "Yes" or "No" answer. You should always do the Y-N checking before you proceed with more complex usage of your Multimeter. Allow the pendulum to become still above the center point at the middle bottom of the Multimeter. Ask the pendulum if conditions are right to accurately use the Multimeter. If you get a "Yes" answer proceed, if "No,"ask if you can change the conditions to proceed. We explained this process in the February/March issue of this publication.

How To Set Your Multimeter for a 1-to-10 Reading

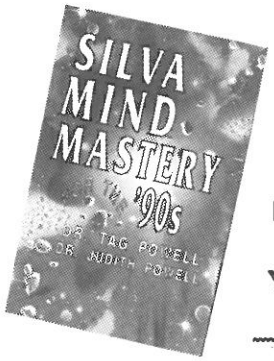
Your Powell Multimeter will give your pendulum the ability to count. You will now be able to go beyond the Yes-No answer and have a higher scale to get information. You can get a qualitative answer. You might want to find out how many will show up at a function, how many times to mentally program for desired results, how many vitamins to take or how many of anything you need for a solution. You can even ask which calendar date would be best for a specific occasion, what your perfect weight is, how many days to go on a cruise, how much money a particular project will yield.

While you are still in the Yes-No mode ask if the answer can be given in a specific volume or amount or date. If "Yes," touch your pendulum to the 1-10 circle at the upper right-hand side of the meter. This now sends the clue to your innerself that you want an answer from 1 to 10. Now allow your pendulum to come to rest above the center point at the bottom center of the Multimeter. Now ask a question that requires an answer within a range of 1 to 10. Take your time; since this is new to you it might take a little more time to respond than the usual Yes-No answer. You will note as the pendulum begins to swing, it will move in the direction of the number above the center horizontal line and continue its arc (swing) below the center horizontal line. Note the number it is swinging toward. Allow plenty of time as it may change the answer after about four of five swings and then settle in and continue to swing toward and away from a specific number.

How To Set Your Multimeter for Percentages

At a recent seminar I was giving on the care and usage of the pendulum, I asked the class to check if my three new books would be finished on time for the New York Exhibition. The Yes-No answers brought a "Yes" on *Think Wealth* and *Slash Your Mortgage In Half* and a "No" for *Silva Mind Mastery for the '90s*. The next question asked was if there was anything that could be done to remedy the situation on the last book. The pendulum swung to "Yes."

We then went from Y-N mode to (X10) our Multimeter Percent mode. The next question was to narrow down the likelihood for delivery. "What is my chance



IS IT REEL OR IS IT REAL?

By Using Holographic Visualization to Create Experience, Your Mind Won't Know the Difference!

Utilize the full range of VAK stimuli, re-program at Alpha level, key in getting past subconscious blocks that oppose getting what you want.

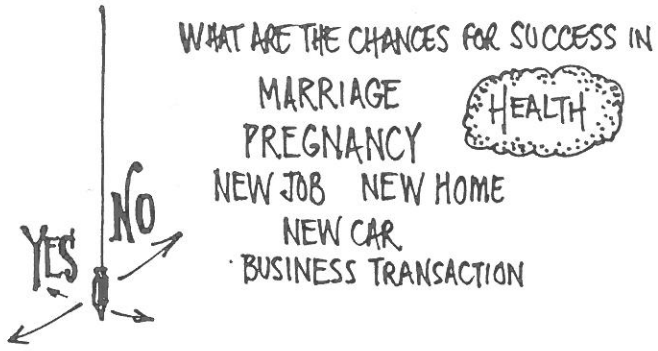
Master Secrets to Improve Communication
Instant Stress Reduction and Relaxation
Holographic Visualization and Innergization
Instant Attitude Adjustment
Defeat the Blue Funk Monster of Depression

Order today! Make check for $16 ($13 plus $3 s&h) payable in US funds & mail to **RAPPORTER**
International Orders:
$27 ($13 plus $14 Air Mail s&h)

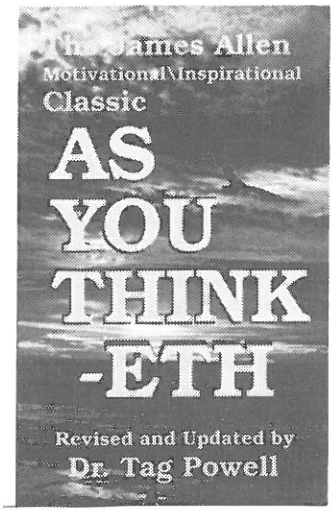
or percentage for success?" On the Multimeter scale, the pendulum hovered over 8-9 or an 80 to 90% chance for delivery. When I called the book binder, they said all three books were okayed for delivery. I was, at first, relieved that the pendulum had given the wrong answer. However, one hour later I got a phone call from the binder stating that *Silva Mind Mastery for the '90s* would not be ready for the exhibit because they had used the wrong paper for the cover.

The pendulum was right! And yet it said that there was an 80% chance for delivery, so I persisted. I asked if there was any way we could have samples at the New York Exhibit. Because the mistake was the book binder's fault, they agreed to run hand samples and have them delivered to us in New York just in time for the exhibit. The books arrived on time for the exhibit and the corrected copies arrived at our office last week. The pendulum was right again. The ability to get a chance or percentage of success (or failure) greatly enhances the usage of the pendulum.

While you are still in the Yes-No mode, ask if the answer can be given in a percentage for the odds of success. If "Yes," touch your pendulum to the X10 circle to enter the Percent mode. The Percent mode allows you to enter the gray areas and widen the scope of your psychometer. You will now be able to go beyond the Yes-No answer and have a higher scale to get information. As you look at the outer circle of the Multimeter, beginning on the left you will see the numbers from 1 to 10. When you are in your Percent mode (X10) imagine a zero after each number — 1 becomes 10%, 2 becomes 20%, etc., when you touch your pendulum on the X10 circle at the upper-right side of the meter. This shows your intent to your innerself that you want a percentage answer. Now allow your pendulum to come to rest above the center point at the bottom center of the Multimeter. Now ask a question that requires an answer within a range of 10 to 100%. Take your time; as this is new to you it might take a little more time to respond than the usual Yes-No answer. The Percent mode allows you to check on how well a body organ is functioning, what percent of a vitamin or nutrient is needed for better health, what your chances are for

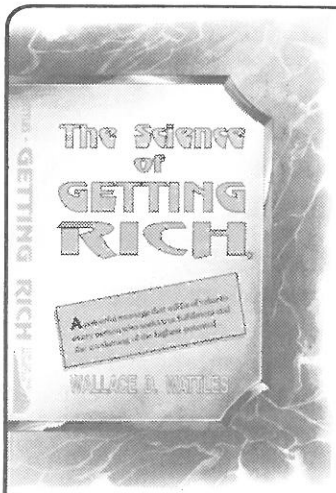


AS YOU THINK -ETH



A CLASSIC FOR YEAR ROUND INSPIRATION

Order today! Make check for $10 ($7 plus $3 s&h) payable in US funds & mail to **RAPPORTER**
International Orders:
$21 ($7 plus $14 Air Mail s&h)
Also available on 60-Minute Audiocassette:
$13 ($10 plus $3 s&h)
Int'l Orders: $16 ($10 plus $6 Air Mail s&h)



The Science of GETTING RICH

A powerful message that will be of value to every person who seeks true fulfillment and the awakening of the highest potential....

Order today! Make check for $10 ($7 plus $3 s&h) payable in US funds & mail to **RAPPORTER**
International Orders:
$21 ($7 plus $14 Air Mail s&h)

successful completion of a project .... a marriage .... a pregnancy. Also what chances you have in being satisfied with a new job ... a new home ... a new car. You can even check, as I did, on a percentage of successful outcome of a personal or business transaction. Think of what percent of your answers can be improved with the Powell Multimeter!

You can also set your Multimeter to read one-hundreds by slowly and deliberately touching your Multimeter X-10 circle TWICE; or one-thousands by touching the X-10 circle THREE times.

Next month we will swing into relationships and discover who might be your perfect: mate, friend, employee, employer, partner or business associate. Hold on to your Powell Multimeter as it will not be duplicated next month and you will need it for compatibility checks.

May your Multimeter always show 100% for your success. Keep 'em swinging!

❐

© 1992 DR. TAG POWELL

These articles are part of the forthcoming new book, *Taming the Wild Pendulum,* to be published by Top of the Mountain Publishing, Largo, Florida.

from p. 2

easy read. It's not a book to be read once — it's an ongoing process — with each reading, unconscious beliefs about money are brought to the surface and dealt with. An especially useful book for those who don't know how to go deeply to the inner conscious level without a facilitator.

A surprise bonus is included with the complementary tape set: one side of the cassette contains an easy and powerful process for changing the past (NLPers could compare it to Change Personal History). I'm told that many NLP practitioners, as well as more "traditional" therapists are using it — and not just to change beliefs about money. I experimented with it, using an unresolved traumatic event from my own past — and found it to be extremely powerful and effective. Since my classes are designed to give "ordinary folk" tools to use on themselves, by themselves, I was able to unreservedly recommend this

Peter Joyes, *The Rapporter Magazine* illustrator, developed another product that I've found to be very effective for my classes. His large, bright and colorful posters depicting the NLP presuppositions are a "big hit" with my class participants — makes learning and remembering the "presups" easy and fun, especially when used in combination with the notebook-size handouts. They make the classroom look pretty snazzy, too! (See p. 3 for a reproduction of one of the smaller, black-and-white handouts.)

MISS AN ISSUE?

DID YOU MOVE
without notifying us?

TEMPORARILY AWAY
without notifying us?

Is your
ADDRESS UNKNOWN
by the Post Office?

Your next issue will be sent upon notification.

In all these cases, the US Postal Service has discarded your issue and notified us (for a 35-cent charge). Bulk Rate mail is only forwarded by the US Postal Service if **you request this service and pay the forwarding charges** (see the US Postal Service's Change-of-Address form). Remember, your non-deliverable issue is not returned to us nor is it forwarded to you or held unless *you* request these services from your local post office.

If you desire replacement issues, they are available for $7.00 each, US ($10.00 each, foreign) in US funds drawn on a US bank, postage paid, unless Sold Out ($10 each, US or $15 each, foreign).

Our mailing list is updated prior to each mailing with the latest information either you or the Postal Service has provided to us.

BACK ISSUE AVAILABILITY

Back issues are in limited supply. They are available while supplies last for **$7 each, USA (International, $10 each).**

Prices include shipping and handling.

1987: #1-Acorn, ~~#2 Footprints*~~, ~~#3 Passages*~~, ~~#4 Chrysalis*~~, ~~#5 Emergence*~~, ~~#6 Dawn*~~, #7-Essence, ~~#8 Peace*~~
1988: ~~#9 Crossroads*~~, ~~#10 Dolphin*~~, ~~#11 Eleven*~~, #12-L'Chaim, #13-Manna, #14-Choices, #15-Bountiful, #16-Cornucopia, ~~#17 Traveler*~~, #18-Solstice
1989: ~~#19 Wintersun*~~, #20-Chronos, #21-Tiller, ~~#22 Twenty Two*~~, ~~#23 Surveyor*~~, #24-Bridges, #25-Dogon, #26-Harvestime, #27-Thanksgiving, #28-Harmony
1990: #29-Halleluia!, ~~#30 Magical Metaphor *~~, ~~#31 Comes the Sun!*~~, #32-Flower Power, #33-Synergy^2, #34-Reflections, #35-Balance, #36-Abundance, #37-Nov, #38-Dec
1991: #39-Jan, #40-Feb/March, #41-April, #42-May, #43-June, #44-July, #45-Aug/Sept #46-Oct/Nov, #47-Dec
1992: #48-Jan, #49-Feb/March, #50-April

SOLD OUT:* Photocopies of our Sold Out issues, bound in magazine format just like the original printings, are available for **$10 each, USA (International orders, $15 each).

Discounts are available when ordering complete sets.

Use Order Form on p. 20, listing desired issues

Authors ✍

Dr. Lloyd Flaro is a psychologist, learning disability specialist, NLP Trainer and author of the acclaimed book, *Mending Broken Children*, and is currently working on his soon-to-be released book, *Mending Broken Spirits.*

Dr. Flaro can be reached at Flaro & Associates Ltd., Suite 225, 13220 St. Albert Trail, Edmonton, Alberta T5L 4W1, Canada; telephone 403-452-4660 and 403-459-2515 (eves).

☆ ☆ ☆ ☆ ☆

Tim Loebs MA, is a psychotherapist in private practice and owns Heart & Mind Psychotherapy - Innerwork for Life Changes. He is a Master Practitioner of NLP and co-owner of Heart & Mind Productions, a production company specializing in producing guided relaxation and self-help audio tapes. His initial tape, *The Advanced Self Guided Journey,* has just been completed.

Tim can be reached at Heart & Mind Psychotherapy, 1012 16th Avenue N.W., #118, Surfside Beach, SC 29575, 803-828-0096.

☆ ☆ ☆ ☆ ☆

Rene Pfalzgraf is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP, a Fellow in the International Association of NLP, a Certified Hypnothrapist by the American Board of Hypnotherapy and is Certified as a Hypno-Anesthesiologist by the National Board of Hypno-Anesthesiology. He is listed in Who's Who in Arizona. He has a bachelors degree in Psychology, a masters degree in Business and is presently working on a doctorate.

Rene has been providing NLP trainings in Arizona for the past five 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.

☆ ☆ ☆ ☆ ☆

Dr. Tag Powell is a world class author, lecturer, trainer and publisher. His books are translated into seven languages and include many best sellers, *Silva Mind Mastery for the '90s* and *Think Wealth... Put Your Money Where Your Mind Is!*

Tag, with his wife, author and trainer Judith, produces and hosts the award-winning cable TV show, *It's All In Your Mind.* Tag writes numerous articles, including monthly columns for three international magazines. Dr. Powell has been a full time professional trainer/speaker in the self-help and New Age field for over fifteen years, and has trained hundreds of thousands of people. He earned his doctorate in Psychorientology from the Institute of Psychorientology, Texas. This is the highest certification in the field. He also has earned Master Practioner's and Trainer certification in NLP.

Tag and Judith live in St. Petersburg, Florida with their three Scottish terriers, Master, Buddha and Isis and can be contacted at Top of the Mountain Publishing, 11701 Belcher Road South, Suite 123, Largo, FL 34643, 813-530-0110, FAX 813-536-3681.

☆ ☆ ☆ ☆ ☆

Kirk VandenBerghe is a Certified NLP Master Practitioner and Trainer with Facticity Trainings, Inc. In addition to providing training in NLP, Ericksonian Hypnosis and Facticity in both the United States and Europe, he maintains a private consulting and counselling practice based in Seattle, Washington.

Kirk can be contacted at Facticity Trainings, Inc., P.O. Box 22814, Seattle, WA 98122, phone 206-462-4369.

☆ ☆ ☆ ☆ ☆

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., 1201 Delta Glen Court, Vienna, VA 22182, 703-757-7945.

✎ Art

Peter Joyes, who illustrated this issue, is an artist and calligrapher who was born and educated in England. After spending 17 years in the department store management business in the States, Peter resigned his position, sold everything he owned and, 15 years ago, began his rewarding career as "Peter Joyes, Artist." He is the author and illustrator of *Making Your Dreams Come True..*

To receive a mail order catalog of Peter's artwork and unique products, you can write him at 1916 Pike Place, #12-107, Seattle, WA 98101.

RAPPORTER ORDER FORM

PHONE ORDERS CALL 602-634-0554

PLEASE PRINT

Name _____

Address _____

City _____

State _____ ZIP or Postal Code _____

Country _____ Telephone _____

TERMS OF ORDER:

☐ Check enclosed. 2% Cash discount.* ☐ Charge to* Mastercard ____ Visa ____

☐ Please bill. (Open account established.) # _____

**Subscriptions & Back Issues excluded* Expiration date: _____

QUANTITY	DESCRIPTION	PRICE	AMOUNT
	1-year Subscription (8 issues) USA $35 (1st class $50); CAN $50; Int'l $50 (Air $75)		
	Back Issue Index (contents of Issues #1 thru current issue): USA $1; Int'l $4		
	Back Issues: USA $7 each; Int'l $10 each (Discounts available for complete sets)		
	Sold Out Back Issues: USA $10 each; Int'l $15 each		
		SUBTOTAL	
		DISCOUNT	
		NET COST	

MAKE CHECKS PAYABLE (IN US FUNDS) AND MAIL TO:
RAPPORTER • 740 E MINGUS AVE, SUITE 2013
COTTONWOOD, AZ 86326 • USA
Allow 1-4 weeks for arrival.





WORLD HEALING MEDITATION

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

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

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

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

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

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

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

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

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

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

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

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

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

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

It is done. And it is so.

The RAPPORTER *wishes to thank the Quartus Foundation for generously providing us with information about The Planetary Commission. For more information and up-dates on the effect of the ongoing World Healing Meditation, contact the Quartus Foundation, P.O. Box 1768, Boerne, TX 78006-6768. Beautiful color 11x17 World Healing Meditation posters can be ordered from them at a cost of only $1.00 each plus $1.25 posage for four or less.*

RAPPORTER ISSUE 51
740 EAST MINGUS AVENUE, #2013
COTTONWOOD, AZ 86326 USA

BULK RATE
US POSTAGE
PAID
ST. PETE, FL 337
PERMIT NO. 5404

ADDRESS CORRECTION REQUESTED

THIRD CLASS



"Ragini Elizabeth Michael's new book, *Facticity – A Door To Mental Health And Beyond*, is the most interesting synthesis of psychotherapy and meditation I have read in a long while. The author manages to bring together a deep understanding of insight meditation and the tools of Neuro-Linguistic Programming and Ericksonian Hypnosis to create a therapeutic technique with real spiritual underpinnings. The book not only leads one cognitively through the ideas presented but also acts to do what the author intends: it uses inductions placed beautifully in the text to lead the reader from the realm of duality into the present moment. This is a very innovative and worthwhile book."

Professor Charles Fisher, Brandeis University, Social Psychology of Consciousness

Facticity Trainings Audio

Beginnings & Endings - Relaxing with Change

Balancing In Motion

Answers Rest Within

Awareness Arising

Beyond The Past

Healing Heart

"The Facticity tapes have the best music in terms of composition and follow the Ericksonian style with the most creative use of language."
Sandy LaForge, Anchor Point

Order Today

Facticity Books - $16.95 Each, $3.50 s&h

Facticity Audio Cassette Tapes - $14.95 Each, $3.00 s&h

International Orders:
U.S. Funds Only
All Orders Shipped Airmail
Books - $7.00 s&h, Tapes - $6.00 s&h

Mail Check or Money Order Payable to:

RAPPORTER
740 East Mingus Avenue, Suite 2013
Cottonwood, AZ 86326 USA
Phone Orders:
602-634-0554