The VAK
International nlp newsletter

Vol. II, No. 1 *Winter 1983-84* *Page 1*

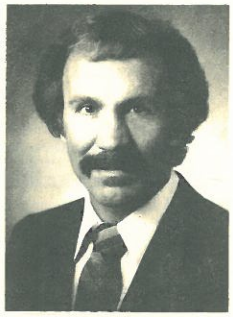
GRINDER DEFINES NLP

What is NLP?

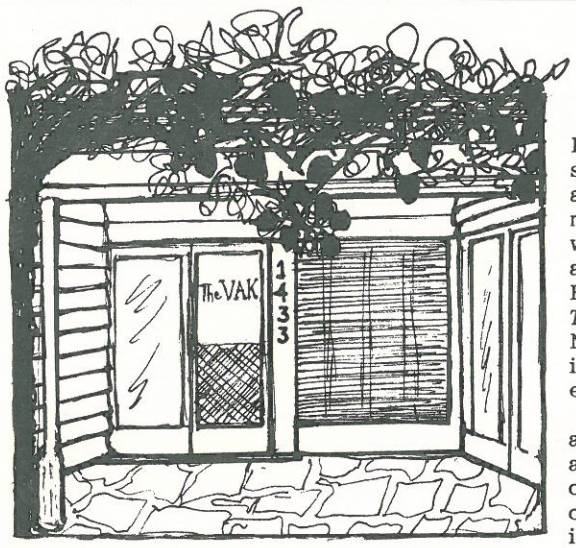
At a recent Grinder Laborde Hill advanced training John Grinder defined NLP as "constructing models of human excellence." Making a distinction between the act of discovering new patterns in human behavior and making them explicit, as opposed to learning and applying the patterns which have already been discovered and made explicit by the founders of NLP, John called for those trained in NLP skills to take on the task of eliciting, modeling, and transfering patterns of human excellence.

Because of John's intense interest in modeling, NLP's boundaries are widening into increasingly interesting domains. The firewalk

Continued to pg. 11



JOHN GRINDER



VAK HOME

VAK MOVES TO CALIFORNIA

During 1983 *The VAK's* headquarters moved from New York to Texas then settled firmly in Palo Alto, Calif. 'neath a Japanese persimmon tree at 1433 Webster. *The VAK* in its second year of existence underwent the "terrible twos" with missed deadlines and some unfulfilled plans. Rodger Bailey has started his own consulting company, and Sammye Henry is the new

Continued to pg. 2

FIRST ANNUAL INT'L RETORT IN 1984

The First Annual International Retort for NLP is now in the planning stage. A retort is a container alchemists use to mix different metals in with the hope that gold would result. A retort is also an answer, sometimes impolite. The First Annual International Retort is *The VAK's* answer to the need of NLPers to mix together, exchange ideas, and perhaps create gold for each other.

The feedback sheet on page 10 allows you to contribute your views about the time, place and character of this Retort. *The VAK* will focus on keeping costs to a minimum. Your input will be computed if we receive your feedback sheet by February 1,

ANDREAS ARTICLE

On page 4 you will find "Neuro-Linguistic Programming: Technique for Training" by Connirae and Steve Andreas reprinted by permission of the National Society for Performance and Instruction. It appeared in the NSPI Journal for June, 1982. We are pleased to bring you this article and regret that, due to space limits, we must print it in two parts. Part 2 will appear in the next VAK.



FIREWALK AT PEBBLE BEACH – 60 NLPers WALK

The glow on John Grinder's face and the softness of his voice gave a fleeting impression that he'd just witnessed the birth of his child - and in a way he had. "I feel like poppa", Grinder said, as he reflected on the firewalk experience - a highlight of Grinder's first Modeling Workshop.

The fruits of Grinder's efforts to transfer skills in modeling excellence were demonstrated in an experiential model built by Tony Robbins of Beverly Hills California. When Robbins completed practitioner training, Grinder assigned him a task - to model some activity which is accepted in another culture but is not an accepted part of our culture. Soon afterwards Tony had a dream about walking on fire, and within two weeks he found a man who was able to walk on fire. Using the principles of modeling he'd learned in his NLP training, Tony was able to elicit and refine his subject's representational strategy and walk on fire.

Since his first fire walk Tony has taught more than 1200 people in his

Continued to pg.

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VAK MOVES

Cont'd from pg. 1

editor-in-chief.

The VAK has not only survived, it is growing with a new staff, new subscriptions, and lots of news. For the last two months the California staff has devoted much time and energy to getting *The VAK* into print. We will continue quarterly publication of *The VAK* and want it to serve as a catalyst for ideas and as hub of a support network for all who are interested in the applications of NLP.

In order to keep *The VAK* relevant to your needs and interests we'll need your participation. Synergy is the principle that the whole is greater than the sum of the parts. We have added the word "retort" to our VAKabulary, for reasons explained elsewhere in this issue. *The VAK* is a retort or container where the synergy of your ideas, articles, news and subscriptions can inspire us and keep us informed about what's new and significant in the world of NLP.

MEET THE STAFF

Genie Laborde, Ph.D., is an internationally-known communication and negotiation trainer and consultant and a partner in Grinder Laborde Hill. She is the mother of five grown children and an adopted daughter who is now two, a professional artist and author of the newest NLP book Influencing With Integrity. Genie's energy and enthusiasm fuel the staff and keep us hopping.(Photo insert, pg.C)

The VAK's editor-in-chief, Sammye Henry brings enthusiasm, dedication, intellectual curiosity, great understanding, and a high standard of professional competence to the position. Before coming to Grinder Laborde Hill, Sammye was involved in the criminal justice system, not as a criminal, but as a superb negotiator and counselor. Sammye has a myriad of interests and expertise. She is a delightful entertainer, president of two corporations, and the new international standard for skin color change (Caucasian division). See pages D and E of the photo insert section for skin colors Sammye 1 through 7.

Bruce Dillman, managing editor, holds a bachelors degree in journalism and a masters in radio and TV broadcasting. In addition to producing his own successful stage show, Bruce has performed in various media and had leading roles in numerous plays. As administrative director for Grinder Laborde Hill since its inception, Bruce has performed impossible feats and has become a master of crisis intervention. Although his article on manipulation, "Playing With Power and Matches", which appeared in the December '81 issue of New Realities was a major coup in responding to public concern about the ethics of NLP, he is probably best known to VAK readers for the grins we enjoyed while reading his "VAK 'umor" column. Bruce stands ever ready to assail you with "phonological ambiguities". (Photo insert, pg. C)

With more than 1000 articles to his credit, contributing editor Brian Van der Horst brings a high level of expertise and professionalism to *The VAK*. He has held executive positions in advertising and public relations for such corporations as 20th Century-Fox, MGM, and Atlantic Recording Company. He has been staff writer,columnist, contributing editor, and free lance writer for numerous publications including *Omni*, *Playboy*, J.P. Tarcher/Houghton Mifflin, T and *Practical Psychology*, and currently serves as contributing editor for *New Realities* magazine and *Leading Edge Bulletin*. Such firms as Young and Ribicam West, SRI International, The Society of Neurolinguistic Programing, est, The NLP Center for Advanced Studies, and Grinder Laborde Hill have benefited from his creative consulting in communications and marketing. Brian's impish expression mercifully contrasts the austere credentials and makes us worry a bit. Heaven knows what will happen in *The VAK* with this merry creature on board. (Photo insert, pg. F)

Photos from New NLP Book

On the following pages you will find a VAK first, eight pages of photographs showing things to look for when developing sensory acuity. The photos are part of the newest NLP book, Genie Laborde's *Influencing with Integrity*, an ambitious undertaking with some 270 of the author's drawings.

The people shown in the black and white photos were asked to "think of a time..." Pictures show changes in muscle tone, lower lip, and eye accessing.

For skin color changes, the problem was tougher. The photographer had to keep the exposures and developing constant so that the only variable was the natural changes of skin color associated with changes of internal states. That was step one. Next came color separation. Finally the printer had to accurately reproduce them. Despite many pessemistic predictions (many from people who didn't believe in skin color changes) results exceeded most expectations.

An extraordinary prepublication offer on a very special book . . .

To save 20% over bookstore prices, order today!

INFLUENCING with INTEGRITY

Management Skills for Communication and Negotiation

by Genie Laborde

MAIL TO:
SYNTONY, INC.
PUBLISHING
1433 Webster Street
Palo Alto, CA 94301

JOHN GRINDER, in his foreword to *Influencing with Integrity* by Genie Z. Laborde:

Dr. Laborde is, without a doubt, one of the most skillful, articulate, and successful presenters of the models that have been developed through the NLP process. She employs a powerful and unique set of metaphors in her consulting, her trainings, and here in the book you presently hold...

I am delighted that one of my colleagues has undertaken the task of distinguishing manipulation from influencing. I recommend that each of those fifty-five thousand people trained in NLP read this book and then pass it to a friend.

Please send me _____ copies of *Influencing with Integrity* at $13.55 each. Shipping is included in this price.

☐ Enclosed is my check for
☐ $13.55 ☐ $27.00 ☐ $40.00
☐ _____

☐ Charge to my credit card.
☐ VISA ☐ American Express
☐ Master Card

Card Number _____
Expiration Date _____
Your Name _____
Signature _____
Address _____
City _____
State/Zip _____
Phone: ( ) _____



A "retort" for your "retorts" has been created in The VAK. In this column we will print your responses to articles or to controversy in the NLP community, as space and discretion permit. Retorts may be bouquets--or brick-bats.

We'll begin by quoting from, then responding to a retorter in the north-west who wishes to remain anonymous. The retorter complained about the last issue of The VAK, "...page after page of worthless or redundant information." The writer stated he wanted, "...new information on latest developments, e.g. criteria elicitation, meta programs. I am disappointed."

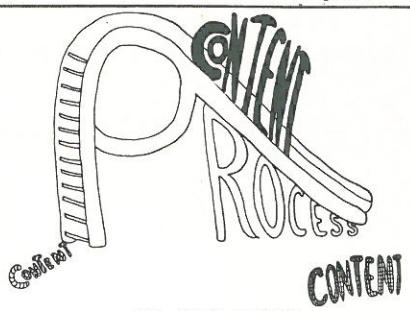
In the interim between our reciept of this retort and our call for permission to quote from it, our retorter had talked to Richard Bandler who had told him those subjects were no longer relevant. When asked again what he wanted in The VAK our retorter stated, "Current developments."

We are on your side, Mr. Retorter. We want to know all about the significant things happening for those using NLP. Our current staff was not in charge of The VAK until now, and we hope you and others will keep us relevant by expressing your desires AND keeping us aware of any "new developments" in NLP.

Our retorter has not yet contributed an article to The VAK, and when asked if he would contribute something significant and newsworthy he hesitated, indicating he didn't know if we were good enough for the quality of material he has to offer. Now I'm dying to know what kind of big stuff he's got. Aren't you, readers?

Your response seems a bit of a double bind, sir. If you hold out on us you can hardly make us responsible for failing to print the latest. What if everyone did that? We'll hustle to learn and print as much as we can about what's going on. But for heavens sake readers, news doesn't grow on trees here, only persimmons.

Daniel Pesut wants to start an NLP nurses network. If interested contact him c/o The College of Nursing, Univ. of South Carolina, Columbia, S.C. 29208



IN THE NEXT

THE VAK

- Dates for International Retort
- Interview with Michael Colgrass Pulitzer prize-winning composer
- Interview with Tony Robbins, firewalk modeler.
- More on Cross Cultural Modeling Institute
- More Connirae and Steve
- NLP, the early days
- "Full-body Calibration"
- Institute News
- Book Store...and More!

MIDWEST INSTITUTE OF NLP™

presents

Master Programmer Training

with

Lynn Conwell, Leslie Cameron-Bandler and David Gordon

This will be a twenty-four day training, extending over six months, to take place in Chicago. The trainers will be Lynn Conwell, Leslie Cameron-Bandler and David Gordon of the Neuro-Linguistic Programming Center for Advanced Studies. Lynn will be the core trainer and will be present at four of the six sessions. Leslie and David will each train for a full four days at one of the monthly meetings.

All participants in this Master Programmer Training must be certified at either the practitioner or programmer level of competency or have completed an extended training program in the basic behavioral skills, interventions and linguistic models of NLP™. If you have any questions as to your eligibility for this program, please call the Midwest Institute **(219) 232-1405.** Because of the advanced nature of this training, enrollment will be limited to those persons' who match the above criteria and who are actively involved in the application of their NLP™ skills.

Training dates:		
	April 26 - 29, 1984	September 14 - 17, 1984
	May 18 - 21, 1984	October 19 - 22, 1984
	June 22 - 25, 1984	November 16 - 19, 1984

To reserve a space in the program, please fill out the attached registration form, and mail it to us, along with a check for $500 to serve as your deposit. The full tuition is $2,250. No extra time or money will be required for certification and testing. Your skill level and accomplishments will be evident in the quality of your interactions with the trainers and your fellow participants throughout the program, thus no separate testing sequence will be necessary.

We recommend you send in your deposit as soon as possible because of the expressed interest in this program.

Name _____

Address _____ City _____ State _____ Zip _____

Business Phone ( ) _____ Home Phone ( ) _____

Occupation _____ Previous NLP Training _____

How are you applying your NLP skills?

Method of Payment: ☐ Check ☐ Visa ☐ MasterCard Number _____ Expiration _____

Make checks payable to: Midwest Institute of NLP, 1513 Miami Street, South Bend, IN 46613

Neuro-Linguistic Programming: A New Technology for Training

Connirae Andreas & Steve Andreas

Neuro-Linguistic Programming of Colorado

Neuro-Linguistic Programming, or NLP, is an empirical body of knowledge that describes patterns of personal communication and mental processes. These patterns reveal inherent individual characteristics which can be exploited to produce change. The concepts are both exciting and threatening.*

I vividly remember a night several years ago when my wife and I went to Vail, Colorado, for dinner just to get away from the hustle and bustle of our daily lives. While enjoying our coffee after a marvelous dinner, I surreptitiously mirrored my wife's every action—facial expressions, gestures, body position, etc. In NLP terms this is called pacing. I did it in an attempt to maximize our communication but felt somewhat dishonest about doing it. It was as though I was encroaching on her personal space. I did not fool my wife because, being a therapist, she knows as much about NLP as I do. Undaunted, she continued to talk, spilling out her woes and frustrations about her difficult job, and I continued to pace her as best I could. At first, it was hard for me to pace her and concentrate on what she was saying at the same time, then it became easier. Suddenly I became aware of something I had not expected. My purpose had been to establish a rapport between us and make communication easier for her, that was successful. But, in addition, I found I was getting deeply involved into what she was saying to an extent never before realized between us. By aping her, I was actually experiencing the emotions she was feeling. The effect was amazing and exciting. It was one of the best evenings we have ever had.

Frank Clement
Department Editor

*Registered Trademark

Although Richard Bandler and John Grinder began formulating Neuro-Linguistic Programming (NLP) only about eight years ago, it is already an extensive and systematic body of knowledge and techniques useful to anyone in a communication field. Attempting to describe it in a short article is a bit like summarizing **War and Peace** in a few sentences, but we hope to provide some insight into its usefulness in training.

Consider a trainee complaining about his instruction, saying "I don't get the *picture* here. I hope you can *clarify* what you want me to do, because I just have the vaguest **outline** right now. There's not much for me to *focus* in on." A trainer with no experience with the principles of NLP might respond, "O.K. I'll just *walk* you through this part again. I think you'll get a **handle** on what needs to be done here, so we can *move* on to the next phase of training."

Alternatively, the trainer could say "O.K. Sure. Let's *focus* in on each part, *frame-by-frame*, until you really have a *clear picture* of how this will *look* if you take the right perspective."

You might guess that with the first approach, the trainer is "beating his head against a brick wall," whereas with the second, the trainer is able to "shed light" on the subject.

Bandler and Grinder noticed that the words people used to express themselves are a literal description of their mental experience. If someone says "I get the picture" meaning "I understand," they understand by creating an internal picture. If someone says "I have a good grasp on that idea," they have a kinesthetic understanding of it.

A fundamental concept of NLP is the idea of internal representational systems. At the basic level of understanding, people input, process internally, and output information using one or more of the five sensory channels: visual, auditory, kinesthetic, smell, and taste. The first three are by far the most important in most day-to-day information processing, except when cooking or ordering a meal.

In the same way that computers need to use the identical format or language to effectively interface with other computers, so humans need to use the same "language" or representational system to communicate effectively with others. Speaking with kinesthetic words to someone who usually processes kinesthetically, and with visual words to someone who usually processes visually, is the same as speaking German to a German, and Italian to an Italian. It simply makes it possible to understand easily. While some people have the flexibility to shift comfortably to "your language," others will misunderstand if your language does not match their internal representations.

NLP has acquired a reputation for enabling people to "mind read," partly because Grinder and Bandler discovered that there are ways to identify the representational system someone is using or accessing even if they are not talking. It is possible to watch eye movements and know when that person is either making pictures, hearing sounds, or sensing feelings.

This information gives the communicator much more knowledge about which system to match. If a trainee says "I will need to think about that idea," and looks up (right or left), a trainer can appropriately respond, "Take your time. If you need any information from me to complete your picture, let me know." This statement will be a match for the way in which the trainee is "thinking" about the idea.

The difference between remembered and constructed visual images is subtle, but has far-reaching effects. Remembered visual images are pictures of actual events as they were. Constructed visual images are made up out of bits and pieces of remembered images, and tend to be less complete, often more like sketches or diagrams. Constructed images can be changed and rearranged, and are the basis for a great deal of what is called creative thinking and problem-solving.

If you try to think of new solutions for a tenacious problem by accessing remembered visual images, you will limit yourself to seeing pictures of solutions that you have seen tried before. Someone who looks up and to their right will be able to create constructed images in which they can picture **new** combinations of what they have seen or heard before. Of course these new creative solutions then have to be tested in some way to determine if they can be made to work.

NSPI Journal, June 1982

NLP AND INDUSTRIAL SAFETY

By Dr. Michael Kollar

In 1981 the management of Du Pont's Cooper River plant was concerned about accidents. From March through November employees of that textile plant sustained 49 hand injuries.

Most of the production work at this South Carolina plant requires people to work around equipment which could be hazardous if proper procedures are not followed. To decrease injuries, the management had declared February, 1982, as "Develop Your Safety Attitude" month." The plant's safety committee developed a five part program to give employees greater insight into how their psychological attitude could affect their safety attitude and reduce the number of injuries.

For one part of the program I was invited to present a lecture to all of the plant's employees. To ensure that everyone was able to attend - there were more than 1100 people working alternating shifts - we scheduled six separate presentations during February.

To familiarize myself with their work setting, I toured the plant and observed the workers and the machinery. These employees work with high-speed machines. Workers had been trained to begin the "lock, tag, clear, and try" sequence when a machine malfunctions. First they turn the machine off and lock it into the off position, they place a small red tag on the machine, then they clear the machine of obstructions, remove the tag, and try to re-start the machine.

I noticed that when the machines were running properly they made a consistent sound which was different from the sound of a malfunctioning machine. I also noticed that when the workers tried to clear debris or obstructions from the machines their hands were at approximately eye level, and unless they followed the required procedures, hand injuries could occur easily.

Between the time of my tour of the plant and my presentations, I attended my first NLP seminar in Raleigh, North Carolina - a four-day workshop led by John Grinder. I thought it would be appropriate to include two NLP components into my presentations.

One was an auditory acuity drill to help the workers identify malfunctions more quickly. The other was a visual/auditory digital anchor to interrupt the unsafe patterns. Here's the way it was installed. When the workers first noticed a malfunction, visually or auditorily, they put the backs of their hands in front of their eyes and said "stop, think" three times, then went through the "lock, tag, clear, and try" sequence. They repeated the exercise several times, and I followed with more lecture about how other plants had reduced their accident rate by initiating similar safety programs.

From March through November of 1981 there were 49 hand injury accidents at the Cooper River plant. From March through November of 1982, after the presentation and anchoring, there were only 27 - a 55% reduction of hand injury accidents.

By anchoring "stop, think" to hands in front of eyes, the act of attempting to clear an obstructed machine triggered the safety procedure. Through the auditory drills they were able to detect a malfunctioning machine more quickly and to keep their hands away during unsafe periods.

Dr. Michael A. Kollar is a Psychologist at College of Charleston, Charleston, S. C., and an Associate at Southeast Center of NLP

VAK 'umor



FUNOLOGICALLY SPEAKING

By Bruce Dillman

I would like to publicly express my personal appreciation to Bandler and Grinder for reframing one of my previously disreputable behaviors into respectableness, if not prestigiosity.

One of my earliest memories is of my mother quoting some wet blanket who had said, "A pun is the lowest form or humor." For years after, I hid my talents from the world - well, not the entire world - skulking in dark alleys and dim waterfront dives (hard to do in Kansas), ashamed to reveal to decent, law-abiding citizens that I could create side-splitting humor by taking advantage of the fact that certain sequences of speech sounds can have different meanings in different contexts.

I emerged from that exile when I discovered I was not alone. Some highly respectable sources also used that technique - Shakespeare, *The Bible*, and Bumper Stickers.

Then one day, while casually thumbing through Patterns of the Hypnotic Techniques of Milton H. Erickson, M.D., I discovered something which changed my life. I discovered a nominalization which gave the process not only respectability, but almost academic standing. The Ugly Duckling became a significant swan. I was instantly a benefactor of personkind through my phacility to phabricate Phonological Ambiguities. Now I can walk in the sun with my head high thanks to that polysyllabic phrase.

The management requires that scientific explanation be furnished for any claims put forth in this column, and the latest scientific theory for the persecution of punsters is that most people prefer their humor to be visual. They would rather see someone hit with a pie for a mental picture of an unlikely juxtaposition of physical phenomena than accept the stimulating intellectual challenge of analyzing and synthesizing auditorily. This means that at last it is possible to join those of higher cognitive development who appreciate phonological ambiguities. Here is a situation in which the very strategy which makes people lousy spellers can also make them better people by enabling them to pick up on the plethora of puns permeating their environment. The strategy? Sound it out!

So much for science. Now I can plunge ahead with my specificity categorization project. Look for it soon in your local bookstores. With my system you'll be able to look up the specificity of any statement. For example, statements about honey-making insects are Bee Specific. Staements about vitamins are B1 Specific. Statements about organized labor are Union Specific. Statements containing "y'all" are Southern Specific. And, of course, statements having to do with the area around Tonga, Pago-Pago, and Bali H'ai are South Specific.

Oh, joy! Oh, rapture! I'm having new business cards printed. "Phonological Ambiguitist!" replaces "Have Pun, Will Travel." And there will be an ad in the Yellow Pages: "Phone a Logical Ambiguity. 326-5613."

Editor's note: Ordinarily, staff-written articles do not carry by-lines. However, we want this particular column to be as clearly labeled as possible so you don't confuse it with something important.

NEURO LINGUISTIC PROGRAMMING CENTER

FOR ADVANCED STUDIES

Applications of Meta Programming

This five day training with Leslie Cameron-Bandler is designed for advanced students of NLP. The models Leslie will present involve compelling reference experiences, the time model, and the generative chain sequence, all of which require you to be knowledgeable in the elicitation of meta programs. You will learn how to design and execute a sequence of compelling reference experiences using metaphor, tasking, role play, and other techniques useful for accomplishing your chosen outcomes. This is an opportunity to learn the leading edge of the technology as Leslie is creating it.

Dates: December 16-20, 1983

Location: Sausalito Women's Club, Sausalito, Ca.
Tuition: $495.00

Meta/Master Programmer Training

Students who have programmer level certification can be part of this twenty-five day training, which has as its central area of concentration the study of the elicitation and use of Meta Programs. Meta Programs are models of how individuals' ongoing interactions of sorting principles, closely-held criteria, and contexts create and sustain beliefs. Meta Programming provides a technology for coding the structural and functional elements of an individual's, a family's, an organization's, or an entire culture's behavioral presuppositions. Becoming sophisticated in this technology provides a means of choosing "realities" and evolving beyond yourself and your present systems.

Leslie Cameron-Bandler, Lynne Conwell, and David Gordon will be the training staff for this certification course.

Dates: February 17-21, March 2-6,
April 6-10, May 4-8, and June 8-12

Location: Sausalito Women's Club, Sausalito, Ca.

Tuition: $2000.00

Negotiations

If your work involves securing the cooperation of others, such as in contract negotiation, problem-solving, training, or client and employee relations, it is of primary importance to have the skill of effective negotiation. In three days Michael Lebeau, a bril liant NLP trainer whose negotiation skills have parleyed his real estate profits into millions, will teach the secrets of discovering hidden values and opportunities which ensure winning what you want without the other party losing.

You'll learn, amongst other skills, how to: get agreement in outcomes; elicit strategies; and make effective closure. Come learn from a great negotiator about the differences tha make the difference in winning.

Dates: March 9-11

Location: Hyatt Union Square,
San Francisco

Tuition: $295.00

For Additional Information: Contact the NLP Center for Advanced Studies, 98 Main Street, Suite 328, Tiburon, Ca. 94920 (415) 435-1111

Encyclopaedia Britannica on Firewalking

Firewalking is described in *The Encyclopaedia Britannica* as a religious ceremony common to many races. "The origin and meaning of the custom is obscure, but it is shown to have been widespread in all ages. It still survives in Bulgaria, Trinidad, Fiji Islands, Tahiti, India, the Straits Settlements, Mauritius, and it is said Japan..."

The Britannica goes on to say, "The details of the firewalking ritual and its objects vary in different lands, but the essential feature of the rite, the passing of priests, fakirs, and devotees barefoot over heated stones or smoldering ashes is always the same. Firewalking was usually associated with the spring festivals and was believed to ensure a bountiful harvest. Such was the Chinese vernal festival of fire. In the time of Kublai Kahn the Taoist Buddhists held great festivals to the 'High Emperor of the Sombre Heavens' and walked through a great fire barefoot, preceded by their priests bearing images of their gods in their arms. Though they were severely burned, these devotees held that they would pass unscathed if they had faith."

J. G. Frazer in *The Golden Bough*, vol. iii, p. 307, describes the firewalking ceremony in Fo-kien Province in China. The Britannica continues, "The chief performers are labourers who must fast for three days and observe chastity for a week . During this time they are taught in the temple how they are to perform their task. On the eve of the festival a huge brazier of charcoal, often twenty feet wide, is prepared in front of the temple of the great god. At sunrise the next morning the brazier is lighted. A Taoist priest throws a mixture of salt and rice into the flames. The two exorcists, barefooted and followed by two peasants, travers the fire again and again until it is somewhat beaten down. The trained performers then pass throught with the image of the god. Frazer suggests that, as the essential feature of the rite is the carrying of the deity through the flames, the whole thing is sympathetic magic designed to give to the coming spring sunshine (the supposed divine emanation), that degree of heat which the image experiences.

Frazer describes Indian firewalks of the Dosadhs, a caste in Behar and Chota Nagpur. Here a priest walks on the fifth, tenth and full moon days of three months of the year. The Bhuiyas, a Dravidian tribe of Mirzapur, have a ceremony for their tribal hero, Bir. The walker who is "possessed" by the hero feels no pain. In Fiji firewalking is called vilavilarevo, and the ceremony is performed across hot stones. In Tahiti priests perform the rite. In April 1899 an Englishman saw a firewalk in Tokio.

In Bulgaria, the firewalkers are called Nistinares and the faculty is regarded as hereditary. They dance in the fire on May 21st, which is the feast of St. Helena and Constantine. "Huge fires of faggots are made, and when these burn down, the Nistinares (who turn blue in the face) dance on the red-hot embers and utter prophecies, afterwards placing their feet in the muddy ground where libations of water have been poured."

The Britannica concludes its section with "The interesting part of the firewalking is the alleged immunity of the performers from burns. On this point, authorities and eyewitnesses differ greatly...and the bulk of the reports certainly leave an impression that there is something still to be explained in the escape of the performers from shocking injuries."

A Participant Comments

...also Pebble Beach, California.

Three members of the VAK staff walked without a sign of a blister. One of them reported a tingling in the feet for 24 hours - a pleasant sensation which was a gentle reminder of the feat.

The NLPers passed unscathed, except for an isolated blister or two on one foot. Tony Robbins, who led the firewalk, had suggested that the walkers find a more elegant way than a blister to convince themselves that the fire was really hot and that they had walked on it. The scarcity of blisters suggests that many people did find a more elegant way.

The NLPers were instructed in a visual/auditory strategy. however, several reported departing from this into kinesthetic input and having "no sensation of warmth." One reported that "it felt like walking over popcorn."

In October 1983 about 70 people watched the firewalk in Pebble Beach.

Since there was a cold but gentle rain falling in Pebble Beach, some of the walkers turned slightly blue from the cold. Tony's assistants were very conscientious about pouring water from a hose over the feet at the end of the walk. If one breaks state with embers still stuck to the feet, these embers will burn the flesh. The major prophecy heard that night was, "We'll never be the same."

The Britannica is a leader in understatement. Sixty of us escaped shocking injuries. There is definitely something still to be explained.

PYRO-PEDESTRIANS

Continued from pg. 1

"Fear to Power" seminars. The 10 feet of coals that participants walk on are between 1500° and 2000° Farenheit - hot enough to provoke many fears, and there is danger of serious injury if an appropriate state is not maintained. Tony who always walks first, has suffered severe burns twice when he broke state.

It was a special treat for me to experience Tony's elegeant synthesis of NLP skills as he transfered his competence in firewalking to us at Pebble Beach. Knowing he was reframing, anchoring, exaggerating, embedding commands, using verbal and visual metaphors, changing our physiology and altering our states of consciousnes enhanced my understanding and increased my delight with the experience.

Firewalking will have little physical value for me in my daily routine. But the experience of doing it was a powerful metaphor. I'm curious and excited again about patterns of relationship between mind and body. I'm wondering more these days how many possibilities we deny ourselves by holding on to invalid assumptions of how the universe is glued together, and I'm looking forward to new discoveries as I allow my perceptual filters to relax.

SH

SCHEDULE OF NLP-RELATED SEMINARS

Date	Course	Location	Contact
January			
13-14	Attunement of the Native Way	Michigan	EU
13-16	Practitioner Certification Trng	Boulder, CO	NLP/C
13-15	Practitioner Certification Trng	Atlanta, GA	SEC
19-22	Master Practitioner Trng	Raleigh, NC	SEC
21	1-Day Phobia Institute	Boulder, CO	NLP/C
21-22	Introduction to NLP	Costa Mesa, CA	GDA
21-22	Practitioner Certification Trng	Costa Mesa, CA	GDA
27-30	N-L Programmer Certification	Oklahoma City	CCD
28-29	Introduction to NLP	Portland, OR	GDA
February			
2	Communication Skills for Professionals	San Francisco	GLH
2	Comm Skills for Professionals	San Francisco	GLH
3-5	Challenge of Excellence	Ojai, Ca	EU
4-5	Introduction to NLP	San Francisco	GDA
7-9	Communication Excellence	San Francisco	GLH
7-9	Communication Excellence	New York	GLH
9-13	N L Programmer Certification	Houston	CCD
10-13	Practitioner Certification Trng	Boulder, CO	NLP/C
10-12	Practitioner Trng	Atlanta	SEC
10-12	Master Practitioner Trng	Atlanta	SEC
12-18	Our Best Kept Secret	Vieques	EU
17-21	Meta/Master Programmer Trng	Sausalito, CA	NLPCAS
18-19	Intro to NLP	San Jose, CA	GDA
22-24	Sales Excellence	San Francisco	GLH
23-26	N-L Programmer Certification	Oklahoma City	CCD
25	Excellence in Business	Toronto	EU
25-26	Intro to NLP	Seattle	GDA
25-26	12-Day Credentialing	Chicago	EU
March			
2-6	Meta/Master Programmer Trng	Sausalito, CA	NLPCAS
2	Comm Skills for Professionals	New York	GLH
6-8	Sales Excellence	New York	GLH
9-11	Negotiations	San Francisco	NLPCAS
10-11	12 Day Credentialing	Oklahoma	EU
10	Comm Skills for Professionals	San Francisco	GLH
15-18	N-L Programmer Certification	Houston	CCD
16-22	Challenge of Excellence Camp	Hawaii	EU
16-19	Practitioner Certification Trng	Boulder, CO	NLP/C
16-18	Practitioner Trng	Atlanta	SEC
15-18	Master Practitioner Trng	Atlanta	SEC
23-1	Hypnosis Certification	Watsonville, CA	GDA
24-25	Attunement of the Native Way	Chicago	EU
29-1	N-L Programmer Certification	Oklahoma City	CCD

Date	Course	Location	Contact
April			
1-7	Excellence Unlimited Camp	Peru	EU
1-7	Negotiation Excellence	Snowbird, UT	GLH
6-10	Meta/Master Programmer Trng	Sausalito, CA	NLPCAS
10-12	Communication Excellence	San Francisco	GLH
12-15	Master Practitioner Trng	Atlanta	SEC
12-15	N-L Programmer Certification	Houston	CCD
13-16	Practitioner Certification Trng	Boulder, CO	NLP/C
13-15	Practitioner Trng	Atlanta	SEC
13	Communication Skills for Prof	New York	GLH
14	The Excellent Extension	Chicago	EU
24-26	Communication Excellence	New York	GLH
26-29	Master Programmer Trng	Chicago	MWI
26-29	N-L Programmer Certification	Oklahoma City	CCD
May			
2-4	Sales Excellence	New York	GLH
4-8	Meta/Master Programmer Trng	Sausalito, CA	NLPCAS
4-6	Practitioner Trng	Atlanta	SEC
4-6	Master Practitioner Trng	Atlanta	SEC
5-7	18 Day Credentialing	Toronto	EU
10-13	N-L Programmer Certification	Houston	CCD
11-16	Strategies for Cooperation	Winston-Salem NC	SEC
11-4	Practitioner Certification Trng	Boulder, CO	NLP/C
13-20	The Challenge of Excellence	New Mexico	EU
14-18	Negotiation Excellence	San Francisco	GLH
18-21	Master Programmer Trng	Chicago	MWI
24-27	N-L Programmer Certification	Oklahoma City	CCD
27-3	Challenge of Excellence Camp	Oklahoma	EU
June			
1-10	Practitioner Trng	Stone Mtn, GA	SEC
1-10	Master Practitioner Trng	Stone Mtn, GA	SEC
1-4	Practitioner Certification Trng	Boulder, CO	NLP/C
5-7	Practitioner Certification Test	Boulder, CO	NLP/C
8-10	Meta/Master Programmer Trng	Sausalito, CA	NLPCAS
9-16	Advanced Training I	Palo Alto, CA	GLH
8-10	18 Day Credentialing	Toronto	EU
9-12	Basic NLP	Monterey, CA	GDA
13-17	Marriage & Family Therapy I	Monterey, CA	GDA
14-18	N-L Programmer Certification	Houston	CCD
17-24	Challenge of Excellence Camp	Oklahoma	EU
20	Communication Skills for Prof	New York	GLH
21-24	N-L Programmer Certification	Oklahoma City	CCD
22-25	Master Programmer Trng	Chicago	MWI
27	Communication Skills for Prof	San Francisco	GLH

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South Bend, Indiana 46613
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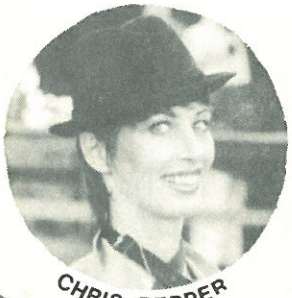
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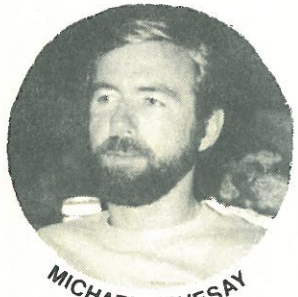

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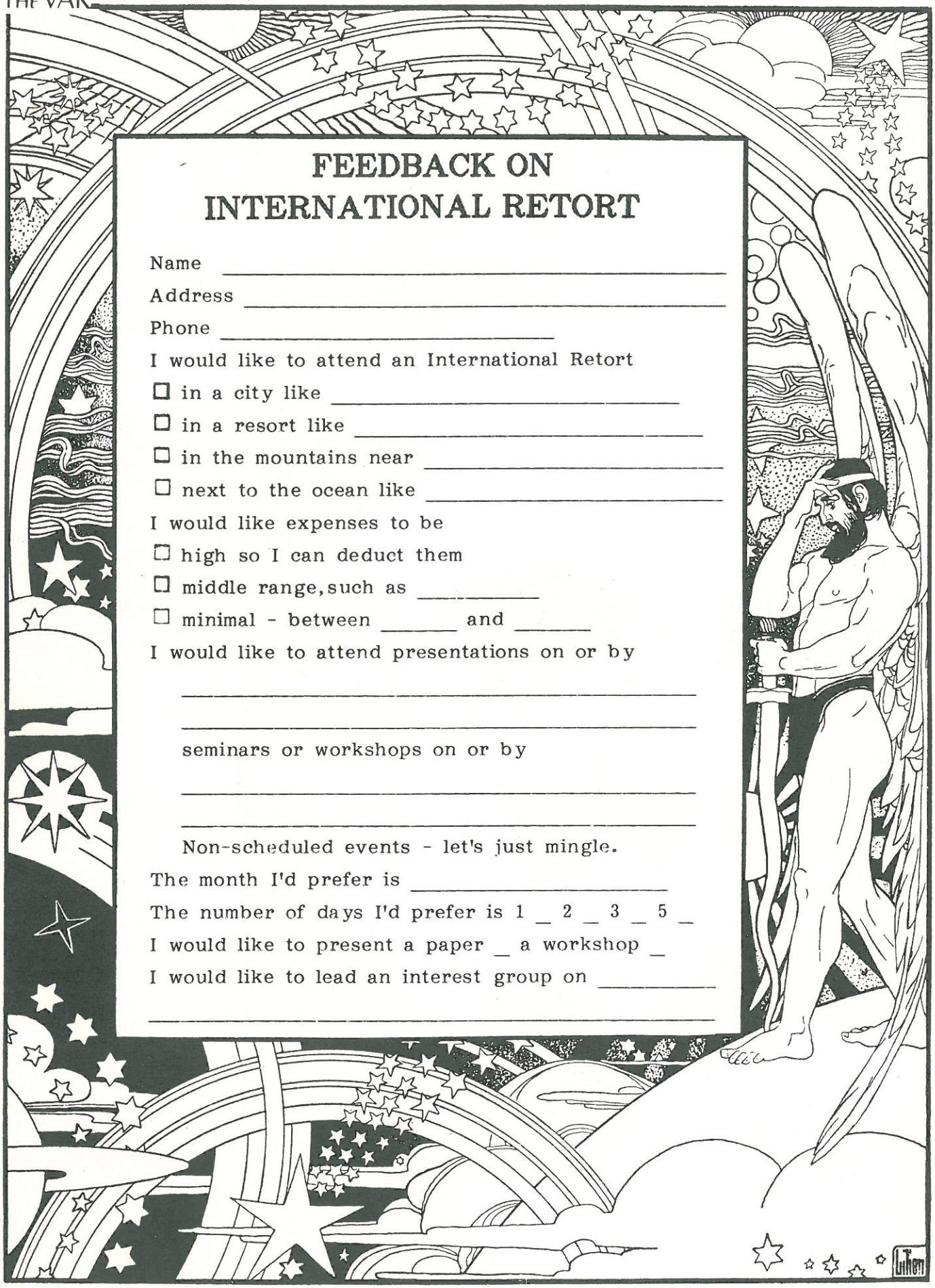
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LITERARY REVIEW BOOKS & ARTICLES

In the beginning..."God created man in his own image..."(Genisis 1:27) and "the Lord God formed man from the dust of the ground..."(Genisis2·7) and since the beginning mankind has debated, sometimes resorting to physical violence, over which understanding was right. Many of us can remember Leslie Cameron-Bandler one day saying with utmost conviction, "There is only mind" and John Grinder the next day saying with great authority, "There is no mind." And some walked around awhile looking bewildered until it slowly dawned on them and they chuckled as their Cartesian model collapsed and left room for an understanding which was big enough for both.

The work of Derek Bickerton could heal some of the conflict and sort out the tangled hierarchies that happen when trying to understand the meaning of the concepts mind and body. In *The Roots of Language* he argues language originated in the soil of our physiology and developed within the constraints of our biological inheritance. His studies of the development of a number of creole languages from their respective pigins show that there are striking similarities in the structures of the creoles which are in turn amazingly similar in structure to language spoken by young children. Bickerton makes his complex material enjoyable reading with a spirited and sometimes humorous way of argu-ing his fascinating ideas. A must for serious NLPers. A brief article by Bickerton on "Creole Languages" appears in the July '83 edition of *Scientific American* magazine.

Paul Ekman, Robert W. Levenson, and Wallace V. Friesen, Dept. of Psychiatry, University of California, School of Medicine, San Francisco found that when their subjects (actors, and scientists who studied the face) contracted their facial muscles into universal emotion signals according to specific instruction, more intense emotion-specific autonomic activity was measured than when subjects were asked to relive past emotional experiences. In addition the authors found they were able to distinguish not only between positive and negative emotions but also among negative emotions. Nothing surprising here for NLPers but this is a nice reference for clients and seminar participants who insist on documented proof for their own experience. See "Autonomic Nervous System Activity Distinguishes Among Emotions" in Science, Vol.221 1983.

SH

GRINDER DEFINES

Continued from pg. 1

described on pages 1 and 7 in this issue of The Vak was only one a number of exciting learning experiences in his first "modeling " seminar. Discoveries made under John's direction in eliciting patterns of Excellence in the behavior of Mia Segal, international Feldenkris expert and Pulitzer prize winning composer Michael Colgrass were thrilling as well and we will have more on this for you in subsequent issues.

Meanwhile John tells us he's off to find out the limits of firewalking. In the near future he plans a trip to South America to study the ritual of a tribe who claims to spend up to 30 minutes in a fire pit. John says he has known for a long time that humans are capable of extensive control over their own physiology, but he cannot yet explain how human flesh can interface with 1500-degree coals without burning.

To further his investigations and stretch the boundaries of excellence John proposes a cross-cultural institute, which will be the subject of a more detailed treatment in subsequent issues of The VAK along with news of his development of the parser, a sophisticated computer Meta Model program.

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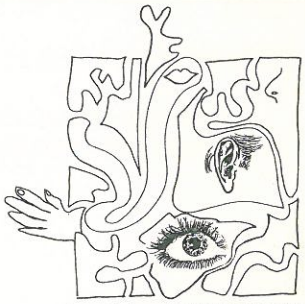
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JUNE

MON	TUES	WED	THUR	FRI	WEEKEND	
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

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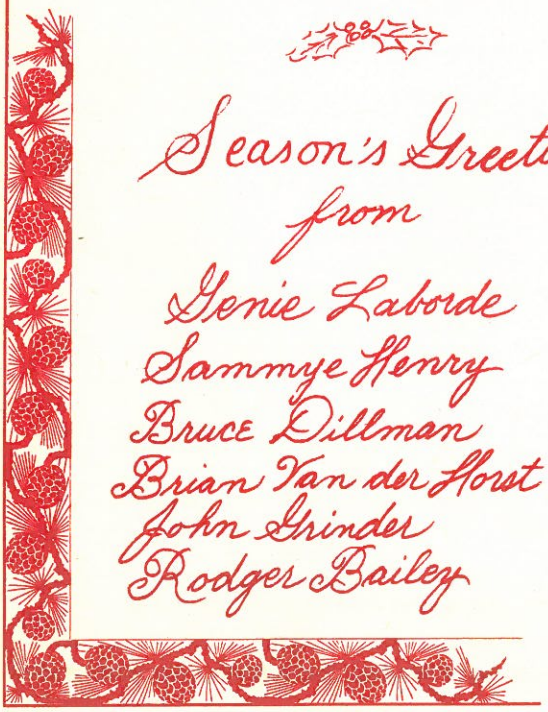
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