THE VAK
INTERNATIONAL nlp NEWSLETTER

Volume III Number 3 *Summer 1985* *Page 1*

Strategy Revisions

By Frank Stass

The mastery of strategies in NLP has been a challenge to many of us. I believe that following refinements of the model will help complete the picture for you and better able you to utilize strategies in your interactions.

To briefly review, the basic paradigm as presented in NLP, Vol. I can be represented diagrammatically as in figure 1.

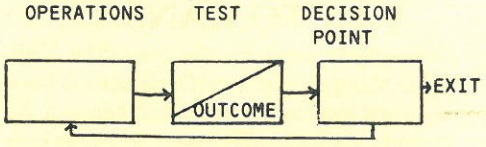


Fig. 1

The core of every strategy is the outcome or standard of comparison found in the Test. For example, Let's say that my outcome is to get someone (in particular) to smile. For my outcome or standard of comparison, I have a memory of that person smiling in the past. Operations are simply whatever actions I take to get the person to smile—tell a joke, make a funny face, etc. In the Test, I compare the response I got, i.e., how the person reacted *to* what I attempted to achieve (a smile). If the person did smile and response matched my outcome, I exit at the Decision Point. If not, I go back and engage in other operations (actions) to get the response I wanted.

Rather than use the term Decision Point, which comes from computer programming, I prefer to call the third step the Feed-back Step. This empahsizes *learning* something from the response you got (when you *don't* achieve your outcome) that will guide you in redirecting you behavior *to get* that response. For example, if someone puts his hands over his ears when I am turning up the volume of my stereo, I might take that as feedback that the volume is too high for him to appreciate it. If my outcome is for him to

Continued on pg. 11

Grinder Develops Parser Software

Now the Meta Model comes to computer software. John Grinder, developer of Neuro-Linguistic Programming, has developed the Natural Language Processor [NLP], which enables people to communicate with computers in plain English.

The Natural Language Processor consists of an analytic syntactic parser, which determines word use without dictionary reference, a query module, and a custom interface module. The parser accepts English statements and converts them into computer language. The parser operates on the suface structure of the

Continued on pg. 13

Doing NLP And Getting A Feldenkrais Lesson

By Liz Dickinson, Ph D

"We will learn like John Grinder," the leader says.

Everyone looks up as if a master sergeant called "Attention!" We are about to clone JOHN GRINDER, and who doesn't want to do that?

"Look down left, say to yourself 'what will I look like...' (we are to name whatever it is we want to do, sing on stage I decided) now look up right and see the picture of you doing that, what you look like, sound like, feel like...step into that picture (eyes down right)... now ask yourself, (eyes down left) is there anything else that I need to put into

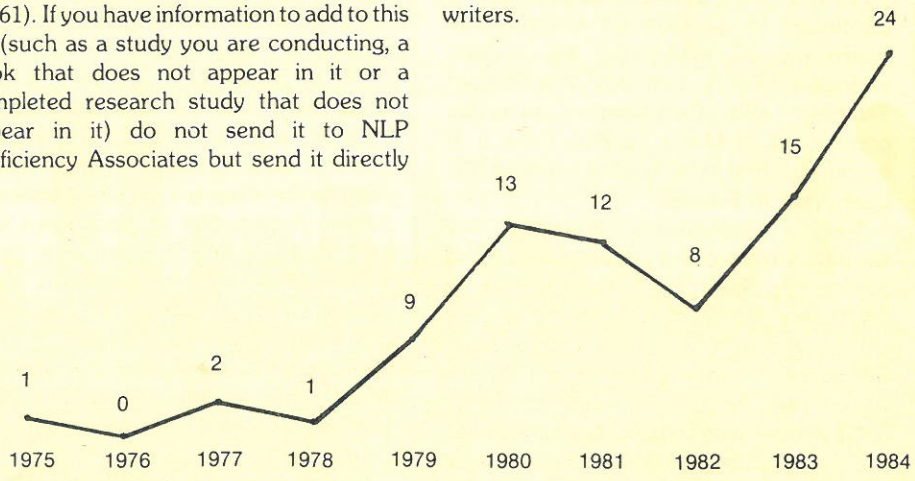
Continued on pg. 12

More on Research in NLP

Research on NLP has been accelerating at a geometric rate. (See Chart). In order to help researchers, modelers and writers keep up with it, Don McCormick maintains an updated list of research studies, research in progress, articles and books on NLP. It is available through NLP Profeiciency Associates (P.O. box 7818, Santa Cruz, CA 95061). If you have information to add to this list (such as a study you are conducting, a book that does not appear in it or a completed research study that does not appear in it) do not send it to NLP Proficiency Associates but send it directly to:

Don McCormick
7739 Alderdale Street
Downey, Calfornia 90240

or call him at (213) 928-1191. It is important that an updated list of completed research, research in progress and articles be available to modelers, researchers and writers.



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DIALOGUING and SHARING

Grinder

John Grinder made his first visit to Australia in February of this year to conduct two NLP based trainings.

Grinder appeared on "Good Morning Australia" on Australia television, and was the subject of much media attention.

A two day "Introduction to NLP" in Sydney drew more than 65 people. Lara Amber Ewing of Denver assisted at that program.

A nine day "Marriage and Family Counseling Certification" program followed with more than thirty people attending. Grinder was assisted at that program by Ewing, Norma Baretta and Philip Barretta.

"It was an excellent response," said Grinder, DeLozier Australia's director Bill Robertson.

"You must remember that Australia is not California and NLP and John Grinder are, for all practical purposes, unknown here," Robertson said.

Andreas

Connirae and Steve Andreas have just produced 3 NLP training videotapes: 1) The Fast Phobia/Trauma Cure, 2) Changing Beliefs, and 3) Future-Pacing. The first one, in particular, is an excellent tape for getting people interested in NLP.

France

Neuro Lingusitic Programming continues to develop an international character as evidenced by a well attended twenty two day Practitioner Training and Certification program conducted in Marly Le Roi, France. It marks the first time such a training has been held in France.

Twenty individuals attended the training organized by Alain Cayrol and Josine de Saint Paul. Cayrol and de Saint Paul studied NLP in the United States with John Grinder and conducted the training under license and auspices of Grinder, DeLozier & Associates.

Cayrol reports that session attendees were all professionals in fields as diverse as medicine, psychotherapy, organizational development and business consulting.

Retort

Uri who?

VAK Goes to a Tropical Paradise

By Bruce Dillman

Key Biscayne, Florida, is a tropical paradise. One knows this, because (1) on the way from the airport one's driver says, "You'll like Key Biscayne, it's a tropical paradise;" (2) as one enters Key Biscayne from the Rickenbacker Causeway one sees a large sign reading, "Key Biscayne Tropical Paradise;" and (c) one can see lush tropical vegitation and palm trees swaying in tropical breezes, hear the ocean lapping over tropical former beaches, and feel the tropical sun and air conditioning.

Into this tropical paradise in late April came well over a hundred interested parties to partake of a modeling workshop led by John Grinder to investigate the realms of ESP. At the end of eight days the score was ESP 1, NLP 4.

The workshop quickly narrowed down to modeling two people, Finbarr Nolan, a healer from Dublin, Ireland, and Titos Sompa, a teacher-drummer-singer-dancer from the Congo and Stanford, California.

As the seventh son of a seventh son, Nolan was destined to be a healer since birth. Now in his early thirties, he has been laying on hands since he was two-and-a-half years old. He estimates that 50 percent of the people he touches are healed. His percentage at the workshop was somewhat higher, and some additional steps which came out of the modeling process brought about even more healing.

The modeling of Finbarr Nolan is off to a good start, and the process continues, because longer-term results are necessary.

In his daily sessions, Sompa had the participants singing Congolese songs and moving their bodies in many ways which were vastly different from their normal modes. His company included dancer Margo Edwards of San Francisco and drummers Mbemba Pangou of San Francisco, Seku Tonge of Teaneck, New Jersey, John Grinder of Santa Cruz, and Duncan Johnston of Nelson, B. C.

Now for the psychics.

In the previous *VAK* Sherry Edwards, director of The Center of NLP in Miami, sponsor of the event, wrote, "People laughed at us when we said we were going to get Uri Geller." Geller, the well-known Israeli spoon-bender, has a reputation for being tempermental and not showing up. Those people knew what they were laughing about, because he canceled his appearance. So we bent our own spoons using the process published in *The VAK* ("PK Parties" by Jack Houck, Vol. 2, No. 4, Fall 1984) led by Barbara Waggoner of New York.

Three psychics did show up. They claimed abilities in psychometry, trance channeling, clairvoyance, clairaudience, and making an image disappear from a mirror. They established varying degrees of credibility and specificity, and little time was spent modeling them.

Sponsors Woody and Sherry Edwards were pleased with the first ESP-NLP workshop, but they spent their time sponsoring, so they were looking forward to seeing the 60 hours of video tape to find out what went on. We'll hear more from those two.

VAK TO KANSAS,

Taking its show on the road, The VAK Advertising and Editorial Departments have returned to an internal state—Nebraska. As Dorothy returned to Kansas City by clicking her heels, so the VAK staff clicked his heels and, after a month of packing, miraculously returned to the land from whence he departed for a month of NLP, some three-and-a half years ago.

That this issue has been published is due in large part to the help of some fine and understanding Lincolnites. Special thanks to Schwarz Printing for making things easier, to the S. Henry Institute for the use of the Computer Center, to Lynn Hawkins for the use of special word processing equipment, and to Lois Pelletier in the circulation office in Palo Alto.

Stay tuned to find out where the next VAK will be published. Meanwhile, thanks to all who submitted articles, advertising and information for this issue. Please address all such correspondence to The VAK, 2937 South Street, Lincoln, Nebraska 68502.

Bruce Dillman of Lincoln is The VAK staff.

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Book Review

Bandler on Brain

Richard Bandler, *Using Your Brain - For a Change*, Steve Andreas and Connirae Andreas, eds. Real People Press, Moab, Utah, 1985.

From the same people who brought you *Frogs into Princes*, *Trance-Formations*, and *Reframing* comes *Using Your Brain - For a Change* by Richard Bandler. Here Bandler explains and teaches "Submodalities" and comments on all sorts of things, including psychologists, gestalt therapy, the educational system, firewalking, "the foremost NLP trainer," and more.

Chapter 1 begins:

> Neuro-Linguistic Programming is a word I made up to avoid having to be specialized in one field or another...I think it's more appropriate to describe NLP as an educational process. Basically what we're doing is developing ways to teach people how to use their own brains.
>
> Most people don't actively and deliberately use their own brains. Your brain is like a machine without an "off" switch. If you don't give it something to do, it just runs on and on until it gets bored... If your brain is sitting around without anything to do, it's going to start doing *something*, and it doesn't seem to care what it is. *You* may care, but *it* doesn't.

Reading through this book you (and I presume most VAK readers will read it. After all, it only costs $6.50-$10.00 for cloth cover) will come across instructions for: running your own brain, "briefest therapy," curing phobias in a few minutes, choosing what we're motivated to do, changing critical internal voices into friendly and useful allies, changing limiting beliefs, and changing habitual responses.

At the practitioner training in Santa Cruz in 1981 we got some profound changes using techniques of altering what were then called "submodality distinction specificities." These are, of course, the components of the five senses, such as color, brightness, tone, volume, speed, texture, moisture, etc. Since it was often quicker to get the change than to pronounce "submodality distinction specificity," the name has been shortened. The premise is that a person is an integrated system, and changing one part changes the whole system. Changing submodalities, then, is probably the most elegant tool for change that NLP offers.

In *Using Your Brain - For a Change* Richard Bandler takes you progressively from brightening a picture to brighten your outlook on a situation to the generative "swish" pattern which anecdotes, metaphors and comments along the way. With Bandler's words and ideas and the editing of Steve and Connirae Andreas, the book is entertaining as well as informative. Some of the best of Bandler.

With NLP creeping into the Establishment and becoming a nominalization, it is useful to remember that NLP came from the kind of irreverent and relevant thinking demonstrated in *Using Your Brain - For a Change*. The Andreas introduction is also recommened reading.

Bruce Dillman

Carol LeCompte of Austin (see article on page 4) writes and speaks in Cajun style as she "explores sensorially for the truth of the moment." She has taught "Studies in NLP" in Houston and Austin, and she is writing her first book, Shed.

NEW YORK TRAINING INSTITUTE FOR NEURO-LINGUISTIC PROGRAMMING

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Is NLP Spiritual or Isn't It?

By Carol H. LeCompte

For several months now I've searched my soul for a meaning I could give to the desire I have to write this article. Much of the desire, I feel, is to share the humor of it all.

Let me first state that my close encounter of the third kind (NLP) was at an A.R.E. (Association for Research & Enlightment) retreat. A.R.E. (ARE), as I see it, is an educational formation studying and teaching the understandings and experiences of the greatest pyschic and healer of the early 1900's, Edgar Cayce. "I didn't exactly know why I was there." I had never been to anything like this before. My friends brought me to these beautiful woods for R & R. Perhaps I was just hoping something would come into my life which would somehow make it somewhat better? Perhaps I was there to have something happen which would show me I had some control over my outcomes or my life. I questioned. No kidding, I was desperate. "Or, maybe I was there to encounter NLP?" But none the less, it was in that particular environment I learned the impact of something called "Collapsing of Anchors".

Now, I ask myself, "Is NLP Spiritual?" Wooh! "Could be!", my NLP friend, Chester, would reply.

Continuing in the NLP vein, the commitment thickens. I begin to put into practice some truths. I materialized $4000 to go to California when I recieved a flyer that read, IF YOU DO WHAT YOU'VE ALWAYS DONE, THEN YOU'LL GET WHAT YOU'VE ALWAYS GOTTEN. Wouldn't you agree it is a motivating statement? By now you're understanding how right it is for me to whole-heartly begin my NLP training. Wholeheartly, it has continued to be so. These past three years, I have heard NLPers debating the question of whether or not NLP is spiritual. I chuckle inside. It may be idle talk, but it seems to be happening on the trainer level, too. "Trainers splitting over whether or not NLP should be taught utilizing the spiritual metaphor?", I comment to myself.

I remember reading in the forward of Leslie's book published in 1978, Richard referring to the identifying and unraveling of a mystery. Flipping through the pages, I reread his thoughts and I'm impressed by this: "The third kind of genius," he writes, "is those few individuals who have the ability to take esoteric knowledge and make it useful, comprehensible and available to a large number of people." I thought I understood the task to be 1) learn NLP, 2) run it through the individual system, and 3) teach it A La Whomever Genius. Alert visual memory! The map is not the territory!!!! Those who say, "It isn't Spiritual", defy this one presupposition. "Time to go back for recertification at the practitioner level." "Oh, wait a minute, maybe it's those who say it is that need recertification in the learning of the map is not the territory." I continue to ponder.

The last four years in which I've wondered around with my NLP glasses on, I've seen people excel beyond the label of dyslexic increase greatly their financial incomes, and have relationships happen in a new way. Personally, I frequently desire to understand all things.

I've heard people report all sorts of happenings as is related to NLP practices. I've heard people say such things as their using NLP to cure themselves of a common cold. And, I have heard reported people have broken patterns of karma, some generations over generations of years years old. I've heard it said others have found the healer within.

I'm happy for all three.

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Selected Articles on NLP Until 1983 (with occasional annotations)

By Don W. McCormick, Ph. D.

Dilts, Robert **"Neuro Linguistic Programming: A New Psychotherapy".** Unpublished paper, 70 pp., Windfall Associates, undated.

1977

Wood, Wallace "For Them, 'Mind, Body Are Part Of The Same Thing' " **Sunday, August 28, Santa Cruz Sentinel** p. 25, 1977. A report on Robert Dilts and his former partner, Jim Eicher.

Dillon, Bill "Values and helping school-age children" V. 26, p. 7, **Canada's Mental Health** 1978.

Stevens, Barry "Gestalt and Neurolinguistic Programming" **The Gestalt Journal** 1978 (Fall) Vol. 1(2) p. 89-91.

Stevens, John O. "Neuro Linguistic Programming (NLP) and Gestalt". **The Gestalt Journal,** 1978, v. 1(2), p. 83-8. "After more than ten years of deep commitment to gestalt therapy, I gave it all up happily and became a kindergarten student of NLP....Even as an NLP beginner, I'm now far more effective (far more quickly) than I ever was as an "expert" in Gestalt".

1979

Goleman, Daniel "People Who Read People" **Psychology Today** p. 66 July 1979. A great article, highly recommended. It is a good short introduction to NLP. It is balanced. It contains many positive things about NLP and some criticism from ex-programmers such as Steve Gilligan.

Maron, Davida, "Neurolinguistic Programming: The Answer to Change?" **Training and Development Journal** p. 68 Oct. 1979. A very pro-NLP article. It says NLP has got what OD, humanistic psychology and most training theories lack. It also notes that NLP is catching on in the field of OD.

R.Z. "Neurolinguistic Programming" **Training/HRD** p. 87, Dec. 1979. A rehash of Goleman's article.

"Executive Skills, When They Listen But Do Not Hear". **Research Institute of America, Personal Report for the Executive,** Dec. 4, 1979, p. 8.

1980

Ager, Susan "Manipulation: It's The Newest Brain Game In Town." **San Jose Mercury and News.** Jan. 8, 1980, p. 1D. A cynical article based largely on an interview the reporter conducted with Richard Bandler and Leslie Cameron-Bandler.

"The Learning Curve: Are They Telling you the truth?" **ElectricalWorld** p. 41, v.194, no. 1. July 1, 1980. An article about the Precision model and its application in interpersonal communication.

McMaster, Michael D. and John Grinder, "The Art of Communicating" **Administrative Management,** p.56, v.41, Dec. 1980.

Morris, Frank R., and Dixie G. Morris, **The Meta System,** available from Center for Creative Change, 52136 Lilac Rd., South Bend, IN 46628, 1980 (?).

Taylor, Cathy Louise "Reading non-verbal cues: A key to manager-employee rapport?" **Los Angeles Business Journal** Sept. 15, 1980.

Thweatt, William H. "Effective Permission-Giving and Representational Systems" **Transactional Analysis Journal** Vol. 10, no. 1, Jan. 1980.

1981

Burns, Lt. Col. Frank, and Dr. Linda Nelson "High Performance Programming: An Operations Model for a New Age" **O E Communique: The Professional Organizational Effectiveness/Development Publication of the U.S. Army** V. 5, no. 2, p. 27, 1981.

Laborde, Genie Z. PhD "Neuro-Linguistic Programming" **New Realities** p.8, vol. IV, no. 1, Feb. 1981. This is a good introduction to NLP.

McCoy, R. "Innovative system: Results with disabled children astonish educators, parents" **Rocky Mountain News,** Denver, Colo., May 26, 1981, p. 40. This is a positive article about using NLP to correct learning disabilities.

Continued on pg. 6

Grinder, DeLozier & Associates presents

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Selected Articles on NLP until 1983

Continued from pg. 5

"Communicating More Than Meets the Eye" **Nation's/Business** p. 72, v. 69, no. 2, Feb. 1981.

Harman, Robert L. and Charles O'Neill. "Neuro Linguistic Programming for Counselors". **The Personnel and Guidance Journal,** p. 449, March 1981. A brief description of NLP.

Grinder, Dr. John, and Michael D. McMaster, "Use An 'Outcome Frame' To Produce Results". **Successful Meetings,** Mar. 1981.

Lankton, Stephen R., Lankton, Carol H., & Brown, Michael. "Psychological Level Communication in Transactional Anaysis". **The Transactional Analysis Journal,** 1981, 11, 287-98. The authors integrate T.A., Erickson's hypnotherapy and NLP. They cast NLP techniques in TA terms and present some new techniques.

Laborde, Genie Z. PhD and Bruce Dillman MS "The Structure of Charisma: Playing with Power and Matches" **New Realities** p.8, Vol. IV, no. 4, 1981. The authors address the issue of manipulation and NLP. It is interesting and worth reading.

Laborde, Genie Z. PhD "Don't Eat The Menu" **New Realities** p. 14, Vol. IV, no. 4, 1981.

Hampton-Turner, Charles. "The Linguistics of Therapy: Noam Chomsky, Richard Bandler and John Grinder", a chapter in the book **Maps of the Mind** p. 146, 1981. He summarizes the ideas from **The Structure of Magic, Vol. 1.**

1982

Baum-Baicker, C. & deTorres, C. "Sensory Based Target Strokes". **Transactional Analysis Journal,** 1982, **12,** 195-6. They say that it is useful to know a person's PRS when giving "strokes".

Hutchinson, Marilyn "Is NLP Really Magic? An Interview with Leslie Cameron-Bandler" **Wisconsin Counselor,** p. 23, Spring 1982. This is a good interview. In it, Cameron-Bandler addresses many topics, including the issue of research.

Ferguson, Marilyn "NLP: a science for increasing 'beneficial choices' " and "In NLP, message's impact determines meaning" **Brain Mind Bulletin** v.7, no. 11, June 21, 1982.

Dilts, Robert A. "Let NLP Work for You" **Real Estate Today** p. 21, Feb. 1982. He discusses NLP's applications to sales.

Haley, Michael C. "The Eyes Have It" **Real Estate Today** p. 24, Feb. 1982. He also discusses the use of NLP in sales.

Newman, Edwin. "Clarity Itself". **New York Times,** sec. 4, p. 23, March 14, 1982. Newman, the well known commentator, writes a funny attack on the gobbledygook jargon that some NLP practitioners fall into. He pokes fun at an article that applies some NLP concepts to the problem of Army organizational effectiveness. Newman suggests that this sort of thing is a good place to start cutting the pentagon budget.

Waters, Christina "Richard Bandler: Epistemological Magician" p. 6, **Santa Cruz Express** Jan. 21, 1982.

1983

UPI "Tape leaves salesman in stitches". **San Francisco Examiner and Chronicle,** April 3, 1983.

"A sewing machine salesman has filed a $3.5 million lawsuit against the Singer Company and a California (NLP oriented) psychologist, claiming a training tape he listened to while driving put him into a "hypnotic trance" and caused him to have an automobile accident...."

"The suit said that Singer hired (the psychologist) to produce a tape for use at the firm's national sales conference. The tape was titled "How to Build Trust and Rapport with Customers... (the salesman) said the company directed him...to listen to the tape while driving through his sales territory."

Chong, D.K. **Hypnotic Pain Control - The Milton Model.** Carlton Press, NYC. A subjective account of an operation done under self hypnosis is analyzed using NLP techniques. Undated.

Related Articles

These articles are not primarily about NLP but are written about related topics.

Doster, J.A. "Personal construction and human interaction" pp. 209-32 in **Personal Construct Psychology,** A.W. Landfield and L.M. Leitner (eds), Wiley - Interscience, N.Y., 1980.

Doster comments on the similarity of Kelley's concept of personal contructs and NLP

> A good while ago, as I began to read in the Bandler and Grinder series (1975) on the **Structure of Magic**, I was both amazed and delighted by the goodness of fit between the perspectives they take on man and those of George Kelley, even at the level of corollaries.

Ferson, J. "Feminist therapy" pp. 224-7 in **The Psychotherapy Handbook,** R. Herink (Ed). NYC: The New American Library.

Whether or not there *is* a Feminist Therapy is hotly debated. Graduate schools and practicing therapists have in some instances tried to purge themselves of sexist prejudice. But, as we C-R veterans discovered, that is not such an easy thing to do.

A possible way out of the professional therapist's dilemma may be found in the contributions of **Grinder and Bandler.** They analyze and teach only the *process* of communication and change, and they advocate a "content-less" therapy. They claim they can teach a person ways of solving her own problems without her even telling another person what they are. In so doing she exploits her own resources, her own past experiences of mastery and success. The strategy is to *access* (find) the positive feelings, *stabilize* them, and *transfer* them to the problem situation. They advocate learning skill in moving from one state of consciousness to another, and their techniques have much in common with hypnosis and the use of eidetic images. If therapists succeed with these techniques, *then the ideal of an apolitical, nonsexist therapy may be realized.*

Don McCormick, now of Downey, California, recently received a doctorate in Organizational Behavior from Case Western Reserve. He was in Santa Cruz during the early days and has used NLP techniques as a consultant to The White House, The Carter White House, that is.

SCHEDULE OF NLP-RELATED SEMINARS

Date	Course	Location	Contact
JUNE			
1-2	Trance-Formations III	Chicago	BU
3	Trance Work for Artists	Los Angeles	SCC
5	M.P. & Trainer Cert. Trng.	New York	NYT
6-9	Practitioner Cert. Trng.	New York	NYT
6-10	Pragmagraphics (Sub-Modalities)	New Jersey	DLC
6-12	Pract Integration & Testing	Denver	COL
7-9	18 Day Credential IV	Meadville	EUI
7-9	18 Day Credential Final	New York	EUI
7-9	Testing - Pract. & M.P.	Raleigh	SEC
7-9	Hypnosis Certification	Princeton	EI
7-10	Adv Submodalities Cert Trng III	Boston	COL
8-9	Introduction to NLP	South Bend	MWI
8-9	Introduction to NLP	Chicago	MWI
9-16	Challenge of Excellence Camp	Stillwater	EUI
10	Trance Work for Artists	Los Angeles	SCC
13-16	The Structure of Magic	Santa Cruz	DLC
14-16	NANLP Conference	Denver	NANLP
14-16	NLP Update with John Grinder	Philadelphia	PTI
17	Trance Work for Artists	Los Angeles	SCC
17-19	Trainer Trainig	Denver	COL
17-19	Practitioner Certification	Philadelphia	PTI
21-23	18 Day Credential Final	Toronto	EUI
21-23	Mythical Kingdoms of the Mind	Raleigh	SEC
23-30	Challenge of Excellence Camp	Stillwater	EUI
24	Trance Work for Artists	Los Angeles	SCC
24-25	Adv Hypnosis Suprv - Dobson	Raleigh	SEC
26-30	Hypnosis & NLP	Santa Cruz	DLC
JULY			
5-7	18 Day Credential V	Meadville, PA	EUI
7-14	Challenge of Excellence Camp	Stillwater	EUI
11	NLP Tools for Personal Power	Los Angeles	SCC
16-18	Sales Excellence	New York	GLA
18	NLP Tools for Personal Power	Los Angeles	SCC
21-28	Challenge of Excellence Camp	Stillwater	EUI
22	NLP Tools for rsonal Power	Los Angeles	SCC
25-29	Pragmagraphics (Sub-Modalities)	San Francisco	DLC
26-28	Hypnosis Certification	Princeton	EI
27-8/3	Advanced Training	Palo Alto	GLA
29-9/1	Cross Cultural Modeling	Congo	GDA
30	TeleSkills	San Francisco	GLA
AUGUST			
1	NLP Tools for Personal Power	Los Angeles	SCC
1-4	NLP Basic Communication Trng I	Washington	CAS
1-23	20 Day Certification	Santa Cruz	GDA
2-4	Challenge of Excellence	Austria	EUI
3-4	Trance-Formations I	Chicago	BU
3-16	Practitioner Certification	Belgium	NYT
4-11	Challenge of Excellence Camp	Stillwater	EUI
5-27	NLP Basic Communication Trng	San Francisco	CAS
8	NLP Tools for Personal Power	Los Angeles	SCC
9-11	Challenge of Excellence	Switzerland	EIU
15	NLP Tools for Personal Power	Los Angeles	SCC
15-18	NLP Basic Communication Trng II	Washington	CAS
16-18	NLP Introduction	Raleigh	SEC
17-18	Trance-Formations II	Chicago	BU
18-25	Challenge of Excellence Camp	Stillwater	EUI
23	Teleskills	New York	GLA
30-9/8	NLP & Erickson Hypnosis	Raleigh	SEC
SEPTEMBER			
TBA	World is a Stage (Pres. Skills)	Miami	MCN
	Marriage & Family Therapy Trng	South Bend	MWI
1-8	Challenge of Excellence Camp	Stillwater	EUI
2-22	Phobias, Anxiety & NLP	New York	NYT
3-5	Sales Excellence	San Francisco	GLA
5-8	Programmer IV	Washinton	CAS
7-8	Introduction to NLP	Des Moines	MWI
8-15	Mountain Sports Week	Colorado	EUI
10-12	Sales Excellence	New York	GLA
14-15	Practitioner Training I	Salt Lake City	CO
14-15	Introduction to NLP	Milwaukee	MWI
14-15	NLP Basic Communication Trng I	San Francisco	CAS
15-22	Challenge of Excellence Camp	Stillwater	EUI
17-19	Communications Excellence	San Francisco	GLA
19-22	NLP Basic Communication Tng III	Washington	CAS
20-22	Master Practitioner Cert.	Raleigh	SEC
21	Excellence in Communication	Alberta	EUI
21-22	Introduction to NLP	Urbana, IL	MWI
22-29	Trail of the Ancients	Utah	EUI
27-29	Practitioner & MP I	Raleigh	SEC
27-30	Adv. Submodalities Cert. I	San Francisco	CO
27-10/7	Challenge of Excellence Camp	Stillwater	EUI
28-29	Practitioner Training	Boulder	CO
28-29	Introduction to NLP	Chicago	MWI
28-29	NLP Basic Communication Trng II	San Francisco	CAS
29-29	Introduction to NLP	South Bend	MWI
OCTOBER			
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4-7	Adv. Submodalities Cert. I	Washington	CO
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5-6	NLP Basic Communication Trng III	San Francisco	CAS
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9-14	Adv. Submodalities Cert.	Boulder	CO
10-14	Advanced NLP	San Francisco	DLC
11	Comm. Potency for Bus. Women	New York	GLA
11-14	Practitioner & MP	New York	NYT
13-20	Challenge of Excellence Camp	Stillwater	EUI
16-21	Strategies for Cooperation	Raleigh	SEC
17-22	Adv. Submodalities Cert.	Boulder	CO
19-29	NLP & Sales	New York	NYT
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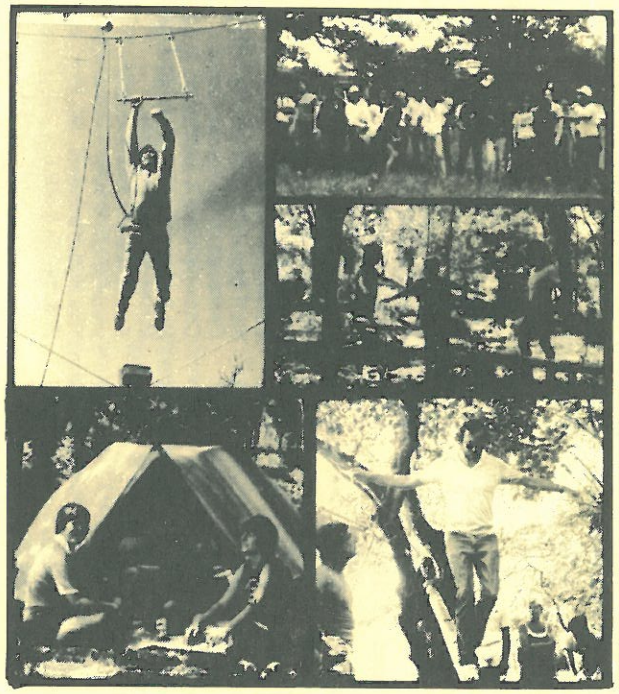
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TURNAROUND

A story about unlimited mental capabilities.

By Richard Israel

John Barlow is a brilliant engineer working on an advanced computer project, code name "Thunderbolt", for a Florida utility together with his team of four, Jet O'Parish, Mark Swan, Jean Parker and Franco Meltz. They find themselves running out of time and money, and facing insurmountable difficulties in completing the project.

Taking in a movie "Somewhere in time", with his girlfriend Lisa Hammond, John discovers that LIFE itself is a MOVIE. Since birth we have each been filming a never ending sequence of events, and we are each responsible for writing the script. Armed with this information John decides that he needs to create a new movie script for the Thunderbolt project, with a more desirable outcome than the one they are presently creating.

The team go about producing the Thunderbolt movie, with John as producer, Jet as talent scout, Mark as script writer, Jean as film editor and Franco as special effects manager. The five engineers develop a series of fourteen techniques that form a new technology known as "Inner Modeling". As they refine their new technology they discover that most of their problems are not of their own making but that of buying into other company members' horror movies!



Lisa Hammond, an elementary school teacher in Dade County follows the team in their adventure and decides to try the Inner Modeling technology with her own school children, achieving astounding results!

Jet O'Parish in the role of talent scout develops two of the most successful exercises known as "The Expert's Advice" and "Solution Finder". These two techniques when used by the other team members turn project Thunderbolt around.

As the Thunderbolt project progresses world wide interest is aroused with a Japanese utility company making contact with John's boss Dan Fogley in an attempt to buy the Thunderbolt result.

The Inner Modeling technology proves so successful that other members of the Florida utility plant request the training. This results in John Barlow's team writing a manual of the total process. The manual entitled "How to make your own mind movie." forms the second part of the book.

Turnaround-A synopsis of a forthcoming book by Dr. Karl Albrecht and Richard Israel. Inner Modeling is the registered trade mark of Inner Modeling Inc.

Richard Israel of North Miami Beach has Rhodesian origins. He writes and conducts sales trainings on an international scale.

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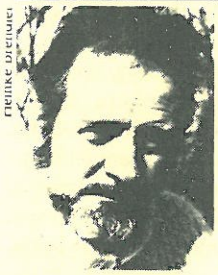
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The Real Mystery of Salieri

This article appeared in the January/February issue of Music Magazine. *It is reprinted with permission of* Music Magazine.

By Michael Colgrass



I RECENTLY SAW *Amadeus*, Peter Shaffer's film about Mozart and his conflict with Antonio Salieri. For those who haven't seen the movie or the play, here's the premise of the story: Salieri prays to God to make him a great composer, in return for which Salieri promises to lead a life of chastity and self-sacrifice. Salieri believes God has answered his prayer when he is appointed Court Composer to Emperor Joseph II, Austria's most prestigious position for a composer.

Salieri becomes famous, he is admired, his opinion is sought, his works are played everywhere. When Salieri one day hears the music of a young man named Mozart, he is absolutely overwhelmed. This music is of a quality he'd never heard before – exquisite, perfect and new. In one very dramatic scene, Salieri sees Mozart's scores for the first time and is awed by the beauty of the music. He notes that there are no scratch-outs on the pages and says with disbelief, "It's as if he were taking dictation." He asks God how He could give him, Salieri, the ability to recognize excellence but withhold from him the ability to create excellence. He feels God has betrayed him and, in revenge, sets out to destroy Mozart.

The question most people seem to ask after seeing the play or movie is, "Did Salieri really kill Mozart?" And this question has been argued back and forth in the press ever since the play first appeared. But to me the more interesting question is, could Salieri's life have been different? Could he have been a better composer? And also, is it possible that Mozart, under different circumstances, might have been a lesser composer? We still don't know all the answers about genetic gifts, but we do know that no genius, so called, ever got that way without very hard work and the development of an enormous amount of skill.

Consider for a moment the idea, implied in Salieri's remark, that Mozart might have been taking dictation from God. If you were to ask Mozart that question I think he might well answer, "Of course, I was taking dictation, but not from God – from Haydn!" And that answer would make a lot of sense. Music is made up of patterns that are handed down from composer to composer. When Mozart was born, the patterns of baroque music were firmly set – major and minor chords and scales, rhythmic symmetry, certain harmonic sequences and phrasing, etc. – and Haydn was already refining these stylistic elements into what we know now as the classical style with the sonata, the concerto and the symphony, of which Haydn is called the father.

Mozart had these patterns drilled into his head in early childhood by his father, Leopold, and by the time he was seven or eight years old he was already improvising in public in the current styles, using these established 'rules' of harmony and rhythm. At the risk of sounding clinical, one could say Mozart was programmed, that his fingers learned to respond by conditioned reflex. In fact, someone in the film directs a barb at Mozart by calling child prodigies 'performing seals'.

Mozart later developed his own style, of course, but always retained an unmistakable element of Haydn's musical character. In this sense, Mozart was not a style-setting composer as was Beethoven or Haydn, each of whom actually altered the course of music. But never mind – I'm not arguing the merits of breaking new musical ground. What I'm saying is, skill is like a lightning rod – it attracts inspiration and stimulates creativity. Mozart's musical skill, his knowledge, acquired over many years of very hard work and experience, played as big a part in making him a sublime composer as any God-given gifts he might have had. We tend to forget that point when we talk about 'genius'. In fact, we often slough off genius with the remark, "Either you've got it or you don't." I would amend that remark to read, "Either you *do* it or you don't."

In concrete terms, skill gives more choices. Whatever Salieri's innate musical gifts, we will never know them because he simply did not have choice at his disposal when he needed a musical solution. He never worked to acquire it.

In one scene in *Amadeus*, Salieri writes a little march in honor of Mozart's visit to the court. On one hearing, Mozart rewrites the march on the spot, and Salieri hears his own creation take on life before his very ears. We conclude from this scene that Mozart is a much better composer than Salieri. But what struck me was, why did Salieri present Mozart with a first draft? Why didn't he think it through thoroughly – delete, change, rewrite – and then present Mozart with the third or fourth draft?

Mozart always thought his music through, although he did it in his mind so we never *see* the rewrites. He was able to do this mental rewriting because he had developed an enormous command of musical language. One way or the other, every creator rewrites, whether we see it or not. Beethoven made his revisions on paper, and painstakingly. We have the originals as evidence. Even on a simple tune like his "Ode to Joy' from his **Ninth Symphony** he made over 200 versions before settling on one he considered strong – and that was an already existing folk melody. But Salieri settled for much less, and I think it was because he was lazy.

After seeing the film, I had an imaginary conversation with Salieri: "Antonio, it's not enough just to admire the music of someone like Haydn – you should spend time with him, improvise with him, act as if you were him and write music just like his to feel what it's like to have genius coming from your fingertips. *Become* him. Then gradually you can drop those gestures of Haydn and your own voice will come through, if you've got one."

Mozart had a great gift, and maybe even a direct line to supernatural powers, but he also worked prodigiously and absorbed the knowledge and practices of the great composers who preceded him. If he hadn't, he could never have become what we know to be Mozart. I'm suggesting that, regardless of our biological gifts, we have a choice – to squander what we're given or develop it into excellence. And Salieri made a terrible choice, so we'll never know what he might have been.

I think the poet e e cummings (1894-1962) expressed it best: "If poetry is your goal, you've got to forget all about punishments and all about rewards and all about selfstyled obligations and duties and responsibilities etcetera adinfinitum and remember one thing only: that it's you – nobody else – who determine your destiny and decide your fate. Nobody can be alive for you; nor can you be alive for anybody else. Toms can be Dicks and Dicks can be Harrys, but none of them can ever be you. There's the artist's responsibility; and the most awful responsibility on earth."

I wonder what might have become of Salieri if he could have taken cummings' advice to heart.

Michael Colgrass of Toronto is a Pulitzer Prize-winning composer. He conducts workshops on performing and NLP.

Tell people in Toronto

Strategy Revisions

Continued from pg. 1

enjoy it, I can better achieve this by lowering the volume.

Feedback not only serves to change the operations (actions) of the strategy, but also serves to change or modify the outcome in the Test (see figure 2). The following

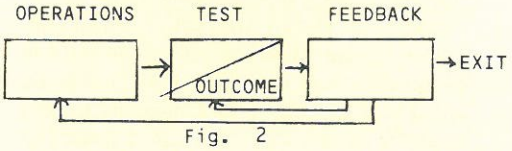


Fig. 2

example illustrates the three basic ways that feedback can affect the outcome. Let's say I finish working for the day and decide to go to the neighborhood movie theater and see a movie. Going to the neighborhood movie theater is my outcome. I walk to the theater (my operations/or actions) but when I get there, the theater is closed for repair (feedback). I might decide to go back to the office and catch up on some work. The first way that feedback can affect the outcome is to change it entirely — instead of relaxing, I decide to work. In the second situation let us again say that the theater is closed. Instead of going back to work, I might simply go to an uptown theater. This is chunking laterally in that the neighborhood movie theater and the uptown movie theater are both examples of the more general outcome of going to movies. Similarly, I might decide to go to a museum, which again could be considered a lateral chunk (or alternative) if the more general outcome was entertainment. The third way that feedback affects the outcome is to specify it further or chunk it down. For example, if the neighborhood movie theater is open when I get there, I still must decide on which of the two movies I will actually see — further specifying my outcome.

It is important to determine whether the feedback or responses we are getting should be utilized to change or modify our outcomes or used to change our behaviors or actions to achieve that outcome. Often negative feelings are feedback signals which could help us change out outcomes or expectations or how we are going about achieving them. For example, depression is a signal that there is nothing in your experience that's engaging you or occupying your attention. Anger is a signal that someone has violated some highly-valued criteria. Once you have determined what the feeling is signaling you to do, you can utilize that feedback in choosing an appropriate behavior in response to it or modifying your outcomes so you can achieve it. Sometimes when we first establish outcomes or goals, they are very general and nonspecific. As we move toward achieving those outcomes they may change or become more refined. Someone who decides to change careers may have that as a general outcome and refine it by gathering information (an action or operation) to enable him/her to better choose which new career to embark on.

In this revised model the central core remains the outcome. However, by re-representing the third step as the feedback step and also illustrating how feedback can modify the outcome, the way the model can be applied is enhanced. The key, of course, is to be able to recognize *what* the feedback is and what it *means* in terms of changing the outcome or the operations. We are continuing to develop new ways of discovering the meaning of feedback and how that new meaning can affect our goals and how we proceed to achieve them.

Frank Stass, M.D. of New York is director of the New York Training Institute for NLP.

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Doing NLP And Getting A Feldenkrais Lesson

Continued from pg. 1

that picture? Ah yes, "self confidence" whatever that is, don't worry what it is, the leader says, look up right and see what it looks like. We continue the process until we've got it." But what have we got?

I am not singing, although I think I could and might at any moment walking down the hallway of the Holiday Inn where we are learning to clone John Grinder, but what I notice in some garbled decorative mirrors lining the hallway is that I am tilted, or, at least, I feel tilted, my neck bent to the left. Am I looking up right? I ask a colleague of mine, who came with me from Michigan, if I look tilted? "No," he said,"you look just right." That was disconcerting because looking "just right" did not feel like me. Perhaps, I was feeling like John Grinder? Although there were certain obvious differences, I am relieved to notice even in the distorted mirrors.

It took the rest of the afternoon for my "rightness", or so called rightness, to disappear and to return to feeling like myself. "You look tilted," my colleague now said. I left it at that... until the next morning. The next morning I woke up, got dressed, brushed my teeth and noticed that I had done everything without my usual sense of effort. It had just happened "naturally," a word I had vowed to give up since my "human growth" career which had, almost, caused me to lose my job, my husband, and my family—as I asserted what I thought was my real self, shouting newly learned 4-letter words. But with this "effortless" preparation, I had not lost anything. In fact, I had gained, two hours of time. I am up, having coffee in the hotel coffee shop at 7:30 a.m. instead of 9:30 a.m. Furthermore, I was humming which made the waitress smile, the same waitress I had yesterday morning, whose face, I thought, was carved forever in granite to represent tragedy. The rest of the day continued in this effortless manner, and ended without my usual pain in the back from sitting too long doing NLP. In fact, I felt sort of like I was floating down the hallways of the Holiday Inn, the same feeling I often had after a Feldenkrais lesson. Perhaps I was just imagining it. Moshe said you can get a lesson by imagining it. Look up right and...?

While looking up right, my spine did a concave curve to the right and since my spine usually has a slight habitual scoliosis to the left, I felt at first as if I were tipping over, over-corrected, and at first reacted against this feeling of correction by going back to my old habit, to the left, even more forcefully, causing my colleague to say that I did indeed look tilted. But by the next morning this feeling had balanced out, the other side had learned, and I was walking, sitting, brushing my teeth without a scoliosis. This was the effortless, floating feeling. Getting an NLP lesson, I got a Feldenkrais lesson. Would it work the other way around, getting a Feldenkrais lesson would I get an NLP lesson? I remember now, Moshe saying, after giving me a lesson, "listen to her voice." Maybe I was singing and didn't know it. What else did Moshe say? (He, also, said that words were not important, the lowest common denominator of thinking.)

I see Moshe sitting at a round table in a restaurant, owned by Dot Feldman's daughter. It is the fall of 1980. He has come to South Bend to do a Feldenkrais workshop for the Family Learning Center, which is, also, the midwest NLP Institute. Moshe has just consented to eat a healthy meal chosen by Jerry Karzen, which goes against his principal of "no principal" which meant that he could eat anything he wanted including all junk food, but there is no junk food in this restaurant, so he doesn't have to test out his principle. He can enjoy eating good food. Getting a word in edgewise between his bites of food, I ask Moshe what he thinks about NLP. I happen to know that Moshe has been spending nights arm wrestling with Richard Bandler, who is going to publish his book *The Elusive Obvious*. "Maybe," he says, "Richard and I will do a third model, not NLP and not Feldenkrais." He looks at me straight in the eye. I ask him what that would look like. He says that I'm asking the wrong question. What would it feel like? I ask. But he doesn't answer me. He's too busy eating food for words.

I am a Feldenkrais practitioner, of ten years standing. I am, also, an NLP practitioner of six years sitting, you might say. But is there a third model? Something between standing and sitting, I suppose. I have experienced other NLP exercises as Feldenkrais lessons. Mirroring someone, my right becomes their left, and their left my right, similar to giving precise directions facing students in an Awareness Through Movement class and saying move to your right, which is my left, and move to the left, which is my right. In the beginning of this practice I was confused but now it feels natural. I end up with a flexibility not only in my body but in my thinking. I think without words, more in patterns. Thinking and the body become one, a congruency that feels like floating. I am curious if this happens with other NLP practitioners or if it is a byproduct of training in two schools?

There are Feldenkrais pieces, now, built into the NLP training. I believe Dot Feldman, Kay Grask and myself, with John's blessing, were the first to do that. It is my feeling that a great deal more could be done combining the two methods and, I imagine, will be. The two methods can be compared—pacing and leading, in NLP, similar to making the client comfortable so that he or she can learn something new, in Feldenkrais. But I am not talking about that. I am suggesting that the sum of the two can be greater than the parts. I am, presently using both models in the University to help students raise their grade points from a O point to a 4 point, but that appears to only be a byproduct of what I am really doing. I am really teaching thinking. Perhaps the third model is already here, whatever that is. Don't worry what it is. Just do it.

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Dr. Elizabeth Powell-Dickinson of East Lansing was trained by Moshe Feldenkrais in his first North American training. She has worked in the Feldenkrais Method ten years, NLP for six. She has conducted workshops internationally.

Rare VAKs Found!

Explorers recently discovered a number of copies of *The VAK*, Volume I, long considered extinct, in a garage in Texas. These copies include Numbers 1, 2, 4, and the double issue 5-6.

As a service to the five or six people who inquired about those early issues, and anyone else who's interested, *The VAK* will make them available, as long as supplies last, at regular subscription rates—four issues for $30, eight issues for $38 (plus $1 per issue mailed outside the USA).

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Grinder Develops Parser Software

Continued from pg. 1

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The parser maps the English input statement onto traditional parts of speech, which are then grouped into phrasals, and in turn into clausal units. It specifies order and dependency and labels nodes. The words are then assigned categories and bracketing, based on orthographic regularities and syntax. This unique differentiating feature allows the Natural Language Processor to assign words into categories by use without referencing a lookup dictionary.

Recognizing that English statements can be ambiguous, the processor parses all possible ambiguities of the surface structure of the input statement.

The results of the parsing are passed on to the query module. The query is syntactic and reconstructs the deep structure of the original statement through the use of syntactic irregularities. The query resolve possible ambiguities in the original statement by generating questions to elicit precise information from the user regarding the intent of the statement.

The respective cycles of the parser-query -parser loop yield more and more refined verbal presentations. This repetitive cycle becomes the most powerful configuration for human-machine interaction.

Once the parser and query modes have done their work, the custom interface module maps the language symbols from the parser onto the symbols of the software product. The parser returns an array of symbols which point back to the original English statement. An applications programmer has access to the character strings through a library of routines which interpret the symbols.

By discovering the logical form of English, the Natural Language Processor is able to map that logic onto the logical system developed for computers. The NLP is designed to operate with, and complement, other software packages. It will operate on mainframe, mini or micro computers.

The Natural Language Processor is marketed by A. J. Popky at Personetics, 2231 Calle de Luna, Santa Clara, California 95054.

NANLP to Meet

The National Association of Neuro-Linguisic Programming holds its second annual conference the weekend of June 14-16 in Denver. A full slate of activities is scheduled, including the keynote address by Virginia Satir, a business meeting, 25 workshops, special interest groups, and entertainment.

President Rene Wilett will pass the gavel to the new president, Dot Feldman, and names of the new officers will be announced. NANLP reports its membership now exceeds 800.

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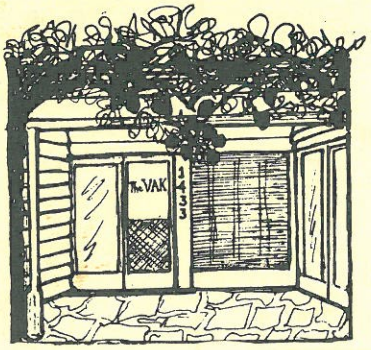
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