THE VAK
INTERNATIONAL NLP NEWSLETTER

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Other-than-Conscious Communication

By Eric Oliver

Since I met Dave Dobson several years ago, I have learned a lot more about communication. Dave has been referred to as a hypnotherapist on the level of Milton Erickson. He was a model of the utilization of hypnosis in John Grinder and Richard Bandler's early work. Since then Dave has strengthened and streamlined his approach, which he calls Other-Than-Conscious Communication (OTCC).

The term "Other than Conscious" arose from Dave's experience utilizing hypnosis in busines and clinical practice over thirty years. He coined the phrase to reframe the notion of the "subconscious" or "unconscious" mind proposed by Freud. While "unconsciouss" literally means un-knowing, it is Dave's belief that our consciousness is actually a gift of our other-than-conscious faculties. The other-than-conscious mind is not under, beneath, or subversive to awareness, but rather, provides us with our ability to be aware, and contains the patterns through which we interact with others, in and out of our conscious awareness. Those patterns seem to be learned, communicated, and sometimes changed on other-than-

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Health Modes '85

By Cory de Torres and Douglas Sauber

A year and a half ago we decided to sponsor a national non-profit conference on NLP and health care, in order to promote the integration of traditional and alternative health modalities with NLP. The conference will be held in Philadelphia on September 27, 28, and 29, 1985.

We made the decision just after a workshop in Vermont which included a demonstration integrating NLP with the traditions of Oriental diagnosis and Kinesiology. We were fascinated by the potential for these diverse and powerful technologies to complement one another. From this fascination grew questions about how other health

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NLP NETWORK '85

John Grinder, Robert Dilts and 22 other speakers will be featured at NLP Network '85 in San Diego October 24-27. Sponsored by Grinder DeLozier and Associates, this get-together will focus on the newest applications of NLP in areas such as business and organizational management, sales, personal evolution, education, therapy, sports, the arts, body work, and others. The program includes a special workshop before the conference, a networking luncheon, a banquet, special interest groups, and an employment board.

The VAK interviews Conniare and Steve Andreas

Nestled in a picturesque canyon in the foothills of the Rockies is NLP of Colorado, powered by Connirae and Steve Andreas, writers, editors, publishers, trainers, administrators, and innovators. They met almost ten years ago at a Gestalt conference at Estes Park, Colorado. Connirae had just moved to Boulder to attend graduate school in clinical psycholoy, and Steve, then known as John O. Stevens, was doing Gestalt workshops. In addition to conducting NLP trainings across the country, they have contributed to the NLP literature by editing and publishing Bandler and Grinder's Frogs into Princes, Trance-Formations, *and* Reframing. *Their latest is Richard Bandler's* Using Your Brain for a Change.

How did you get into NLP?

We got into NLP in the summer of 1977. We had been together for 2 years, and we had gone to a Gestalt conference in California, and a friend of Steve's had just returned from a five day workshop with Richard Bandler and John Grinder, and he was incredibly excited about it. He said it was wonderful stuff and gave us a few samples. Basically both Steve and I were very skeptical and thought it was probably some hokey California fad. But we thought it was interesting and

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NLP Meets the Transpersonal

By Richard Clarke

At the 1984 Chicago meeting of the National Association of NLP (NA/NLP) about one-third of the participants expressed an active interest in the interface between NLP and the transpersonal. Martin Lowenthal and I facilitated a meeting at which many of these participants discussed their interests. At the 1985 NA/NLP meeting, I presented a workshop to explore some topics of interest to me in the transpersonal area.

Stictly speaking, the transpersonal is the region where the identified "self" is dropped away as an organizing principle for one's life, and where the "Self that is no-self" (Zen Master Dogen) gradually predominates.

One group at the 1984 meeting expressed interest in various paranormal phenomena and the occult. These "powers," etc. are really no measure of a person's attainment in the work of developing a life free of the self-addiction, and the cultivation of such powers has often been contraindicated for anyone seriously wishing to undertake the discovery of the "no-self."

Nevertheless, when occult or paranormal "powers" are considered skills, they can be modeled and acquired using NLP methods, should one wish to do this.

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DIALOGUING and SHARING

Who & What Specifically

ANNOUNCEMENT

The Southern California Center for NLP announces a date change for the Hypnosis Certification Seminar to be held in Los Angeles. The correct dates are:
October 19-20, November 23-24, December 14-15, 1985, and January 17-19, 1986.

ASTD

Robert Dilts keynoted the Neuro-linguistics Network meeting at the National ASTD Conference in Anaheim May 22. Robert spoke to more than 200 trainers about Belief Systems. Network Co-Director Rod Owens says, "Those of you who might like to join our ASTD Network may call Chuck Milofsky, Membership Chair, at 213 372-7502.

AUSTRALIA

From The Land Down Under comes this dispatch from AINLP.

"NLP has been taught in Australia since 1980. The Australian Institute of Neuro-Linguistic Programming has been operating since 1981. In January 1986 we will be conducting our fifth annual Certification Training Program. Our first Certification Training Program was conducted at Mt. Buller, Victoria in 1982 with 35 participants from all over Australia. Since then the Institute has grown to include business offices in Queensland, New South Wales, Canberra and Victoria. The AINLP is run by special interest groups who have engaged Terrence McClendon as Director of Training.

"In the past four years they have conducted training programs in every major city of Australia. The Institute presents training in Education, Business Communications and Counseling. We currently have listed 105 practitioners and Master Practitioners in the AINLP.

"Members of the Institute have been on radio programs numerous times and have published articles in Australian Personal Health Magazine and Nature and Health magazines.

"Terrence McClendon began training in NLP in 1975. He was one of the original core group which participated in the development of the Meta Model in Santa Cruz, and is one of the ten most experienced NLP practitioners in the world."

ENGLAND

Graham Dawes of the U.K. Training Centre for Neuro-Linguistic Programming writes, "We were the first organization to provide a full NLP training in Europe (our Diploma Training is equivalent to Practitioner, our Advanced to Master Practitioner). Over the last three years we have also presented many 'one-off' workshops on a variety of NLP themes, some introducing new NLP developments to the European audience when they had been little exposed in the States.

"In a different context, we hosted a meeting of peope runing trainings in Europe, to discuss the formation of a European Association for Neuro Linguistic Programming (which is currently proceeding).

LINDEN & STASS

Anne Linden and Frank Stass of the New York Training Institute for NLP completed a practitioner training in Belgium this past August. In October they begin a master practitioner training in Belgium, their first in Europe.

NEW NA/NLP OFFICERS

NA/NLP officers for 1985-86 are: President, Dot Feldman of Indiana; president-elect, Kathryn Williams of North Carolina; vice-president, Anne Linden of New York; treasurer, Don Aspromonte of Colorado; recording secretary, Richard Clarke of Massachusetts, corresponding secretary, Josephine Hughes of Indiana. Directors are: past president, Rene Wilett of New York; members-at-large Jane Vern of New York and Stuart Abrams of Connecticut; southeast rep., Ruth Knowles of Florida; western rep., Gary Faris of Colorado; northeast rep., Susan Cole of New York; central rep., Jill Freedman of Illinois; Canadian rep., Maria Gomori of Manitoba. Advisory board member: Virginia Satir.

BAILEY & STEWART

Rodger Bailey and Ross Stewart of BioData, Inc., in Dallas have announced a new six-month internship for people who wish to become proficient in administerng the IPU Profile for personnel selection, management communiction, and sales.



Retort

By Bruce Dillman

This department, was you may recall, was instigated to "print your responses to articles or to controversy in the NLP community, as space and discretion permit." In the ensuing interim it seems to have become a spot for answering mail and expressing editorial opinion. Therefore, when a piece was submitted for publication which replies to opinions not previously expressed in The VAK, it didn't seem to fit here. In fact, it didn't really seem to fit in any of the departments extant. In such a case, we have several choices. We can ignore it, we can put it in one of the existing departments and say it belongs there, we can bend it to fit one of those departments, or we can create a new department to fit it. So this issue marks the debut of the VAK Vorum, an open air platform for openly airing opinions on anything at all, with two qualifications. The first qualification is that it must be, however remotely, connected with NLP. And the other qualification is that the person expressing the opinion must identify him or her self, at least to the editor.

Anyway, you'll find the first-ever VAK Vorum on page 7.

Back to the Retort. The VAK does get around. We got a response from Australia to an item in the last issue dealing with NLP in that country, wherein an Australian chap was quoted as saying, "You must remember that Australia is not California and NLP and John Grinder are, for all practical purposes, unknown here."

There is no question about Australia not being California. The key words are "practical purposes." As we fill out a Meta Model Violation Summons for that sentence, let us reassure all and sundry that we are well aware that Australians buy NLP books and attend NLP workshops. We, personally, have exchanged "G'dye mytes" with several. Some, though not nearly enough, subscribe to The VAK. Our correspondent wrote, "I feel your previous article poorly represents NLP in Australia," and sent some information "for those who are unaware of NLP's progress in Australia." We are happy to put this information in the Dialoguing and Sharing department on this page in order to set the record straighter.

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Selling NLP at Headquarters

By Rod Owens

You're an NLP professional. You've successfully marketed NLP in several areas, and you know that corporations have big budgets and many people. You figure, "Hell, it'll be a breeze selling NLP inside a corporation. The stuff's so good, and I'm so skillful, it should be a cinch!"

As a Manager of Sales Training who has brought two NLP programs into a lasrge corporation, I'd like to share some insights I've gained in the process:

1. *Pace before leading*. Perhaps you've heard this before. Even so, I have found that many NLP people do not remember this within the business community. Corporate people - much like noncorporate people, for some reason - have expectations and beliefs about how business should be conducted. I have observed, for instance, that they may expect you to:
- Explain how your program will help meet business goals. Our sales directors don't care about NLP, they care about making quota.
- Explain how other companies have benefitted from your program.
- Speak their language. In data communications, data terminals must "sync up" prior to successful information exchange.
- Be sensitive regarding costs. Though part of a big company, my department does not have a bottomless checkbook.
- Be flexible regarding costs. A vendor's cost reduction made it easier for me to sell the program within the company.
- Be able to evaluate the program's effectiveness.
- Dress the part. Will I believe you're a business person?
- Follow up. Did the first seminar go well? Do you care? (When dealing with Sales Departments)
- Go for "the close." Salespeople expect top-notch salespeople to ask for the order.

2. *Find - but don't overrely on - an inhouse advocate*. A corporation is a complex personalilty, and to have deep rapport with one of its parts can certainly help. The "well-formedness conditions for an inhouse advocate" stipulate that your advocate must:
- Be in really good rapport with you.
- Have rapport with the decision makers. The sales directors took my word much more than the word of "outsiders."
- Know company and personal needs.
- Know the company's abililty to buy. Is there money? Time? A supportive corporate state of mind?

Things you might want to do with an inhouse advocate:
- Find and utilize strengths. I had credibility, enthusiasm, committment.
- Find and deal with limitations. I had only limited influence over decision makers. I was perhaps pushing the programs too much for my own personal reasons as opposed to business reasons.
- Stay in touch with them. They know what's happening in-house that might affect the success of your program.
- Motivate them. Compliment them to their boss, thank them, offer complimentary access to seminars.

Things you might avoid doing:
- Don't figure they can do it all. Ultimately, you're responsible.
- Don't lose contact. Much can happen in two weeks.
- Don't demotivate them. Although they probably can't clinch the deal by themselves, they can probably sabotage it on their own if they're not being treated the way they expect.

3. *Remember - or learn - some basics of sales*.
- Be courteous. Return calls or literature promptly. Corporations are solicited by many vendors, and simple courtesy alone can set you apart.
- Ask clients for referrals, both inside and outside the company.
- Use clients (with permission) as references. You can gratify your advocate's ego as well as help convince potential customers through them.
- Meet the end users (people who will actually use your program). You can increase rapport and possibly uncover information you can use.
- Put things in writing - at least what you've both committed to.
- Ask for the business, and be specific about what's next, and where and when and with whose permission, and how it will be paid for.

There you have it - the first three points to remember when selling NLP at headquarters. The other 97 important points on inhouse advocates pale in comparison to the question which I think best sums up the first three points made here - that most basic of all questions to ask when you address your next lush, ripe, professional corporate executive:

"So what's it going to be, my pace or yours?"

Rod Owens is Manager of Sales Training for ITT Communication Services in Secaucus New Jersey, and is 1986 Co-Director of the ASTD Neurolinguistics Network.

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Investment: $325.00 including tuition, material, 3 meals daily & accommodation.
(group rate* $300.00)
Deposit: $100.00

HOW MUCH PLEASURE CAN YOU STAND?
DATES: December 14-15, 1985
Investment: $175.00 (group rate* $150.00)

*NOTE: group of 3 or more persons.

COMPLIMENTARY INFORMATION SESSIONS AVAILABLE ON REQUEST
To obtain detailed information about programs, services and seminars scheduled in other cities, call or write:
TRANSFORMATION, 3538 Marlowe Ave., Montreal, Quebec, H4A 3L7, (514) 486-1282

Health Modes '85

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technologies might further complement each other and the ones we had learned about. From these questions grew the idea for Health Modes '85.

As we began to discuss our experience and questions with colleagues, they began to describe their experiences to us. For example, one psychologist told us of a client who had difficulty speaking, and his leg twitched uncontrollably at times. These symptoms seemed to be related to stress. However, a neurological examination led to the discovery of a hematoma. After its removal, the symptoms were gone.

Another acquaintance had severe back pain for several years. He saw a medical doctor who prescribed medication, which gave no relief. A chiropractor said he could help. After months of treatment, our acquaintance was still in pain. Finally, a friend recommended another chiropractor who practiced the Pierce method. This chiropractor treated, and at last ended, the person's pain.

We paid more attention to alternative health care modalities such as Feldenkrais, Chiropractic, Shiatsu, Touch for Health, Accupuncture and Accupressure, varieties of Massage and other healing arts and sciences drawn from cultures around the world.

Still more questions arose.

How do we stay informed in a world that includes such diverse and potentially powerful health technologies? Moreover, how do we evaluate a new approach even after we have learned about it? Do the results match the claims of the practitioner? Is there something new here, a refinement of technique or new applications of known techniques? Or is there a body of knowledge which must be learned to utilize the healer's skills effectively? How do we choose which new modalities to learn? Given that our time and availability are limited, how do we answer these questions?

NLP has taught us how to expand the abilities of our minds and our technologies. We already apply these learnings to psychotherapy, to education, to management and sales training. We are just now starting to apply NLP to the rich and varied field of health and health care. We believe that NLP will prove invaluable in addressing the questions we have raised here.

We have incorporated this belief into Health Modes '85. The conference will be an opportunity to use our NLP technology to observe healers and to learn what they do (model it); to find out what beliefs, strategies, and criteria make them effective; to observe their results and notice if they are worth getting; and to find out from those healers what disciplines they mastered in learning to do what they do.

A highlight of Health Modes '85 is a keynote address and workshop by Robert Dilts on Belief Systems and Health. Other presentations will focus on Multi-Cultural Approaches to Health, Hands-on Healing, Treating the Body and the Mind, Building the Future, and Networking for the Future.

Presenters will include practitioners from many traditional and alternative health approaches as well as representatives from the New York Training Institute for NLP, the Southeast Institute of NLP, the Massachusetts Institute of NLP, BioData, Inc., the NLP Institute of Washington, D.C., Transformation, and NLP Training Systems, Inc.

Health Modes '85 will lay the foundation of an NLP network to keep informed of resources in our communities, of our personal resources we wish to make available to others.

If our questions and goals are interesting or important to you, we invite you to join us at the conference and by providing information on your activities for an NLP and Health Care Resource Directory. Please contact us at NLP Training Systems, Inc., 1803 Chestnut Street, Philadelphia, PA 19103, 215 972-8700.

Cory de Torres and Douglas Sauber of Philadelphia are associated with NLP Training Systems, Inc., which was founded by Dr. de Torres.

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Payment plans are available on all our programs.

The VAK interviews Connirae and Steve Andreas

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worth checking out. So we did, attending some workshops and following Richard and John around the country attending seminars. We were very impressed with them.

As soon as we found out enough about NLP to have some glimpse of what it was all about, we were really impressed. To me it was the first model or system that seemed to be really right on.

I've made it a point to find out about all the different psychological theories, and everything else seemed to be more of a belief system to take on faith, not something that you would have confidence in. So I was really impressed with the sensory based nature of NLP and the fact that it was based on getting evidence that things were working. That was right up my alley.

At the time we got into NLP I had a bunch of workshops scheduled around the country, and one in South America, and I just dropped them. I cancelled them all. I wrote out a little note that went something like , "After being an expert in Gestalt for ten years, I'm now happily a beginner again in NLP. I feel like a kid with a bag of marbles and a bandaged thumb." Something like that. I just dropped what I'd been doing and dived into NLP.

I didn't know how far I'd go with it, but it was the most interesting thing around.

We started doing stuff right away, just sharing. The first thing I did was a one-day workshop, and I think I charged five bucks for it. I must have said "I don't know" about a thousand times that day. At the end of the day I was totally drained of what little I knew. We kind of went on from there. We brought in Robert Dilts and some other people to do workshops. And it gradually evolved. We started out real small and real humble. and I recommend it. We have this thing about getting skills first and then offereing workshops later. And we spent a lot of time developing interest before we started sponsoring a lot of seminars. We did lots of free presentations and that sort of thing.

Tell us about Frogs into Princes.

Frogs into Princes started with the '77 workshop that Richard and Leslie did in Ann Arbor. That was the first workshop we attended with either Richard or John. Steve's first reaction was that the material would make a really good book, so from that time on we've been involved with some kind project turning workshops into book form. Basically our approach has been to keep the workshop flavor to make very causal, conversational books, and to keep the live style of Richard and John's.

Frogs into Princes has sold about 200,000 copies and has been printed in English, Spanish, Portugese, French, Italian, German, and Dutch. That was the first one, and we didn't know much about NLP at the time we put that one together. That was the most word-for-word Richard and John, because at that point we were very cautious about making editorial changes. We were afraid we would unknowingly delete something important and no idea what it was. With each successive book, *Trance-Formations, Reframing, and now Using Your Brain for a Change*, we have found it easier to make the editorial changes necessary to make it more readable and usable, while being sure we were retaining what John and Richard were doing. For instance, while the material in *Using Your Brain for a Change* is entirely Richard's, there are portions we wrote from scratch based on the way we teach the material. We thought this more organized, step-by-step approach would be good in book form.

What are you doing these days?

We've been really getting interested in the submodalities method. We think that it's another big jump. Not just adding material, but a jump forward, depending on how you use it. We had learned some basic submodalities material years ago when we first got into NLP. Some of it is in David Gordon's book. While it was interesting, it seems like a whole different level of methods than what we're doing now with submodalities. It's like the difference between rep systems and reframing, or the difference between rep systems and strategies. It's a whole different level of using the same kind of material. The people who have come to the trainings have been impressed. It makes us feel like we're doing something really worthwhile. It's effective. It's really helping other people's skill levels progress, take a jump forward.

Submodalities are the pieces that make up rep systems. Rep systems are modalities. So withing the visual rep system, for example, you have size, brightness, distance, focus, clarity, and lots of others. So it's the small pieces of a modality that we call submodalilties. One of the ways submodalities become important is that brains use things like the size or color of a picture or something else to code information internally. We all have certain codings that let us know, for example, as soon as we see a picture, is this something I believe in or not? Or is it something about me or about other people? Is it something that is positive or negative? Our brains have lots of different codings that usually use submodality sorts, and by understanding these, we can go in and change them pretty directly.

We think our program is pretty unique in taking off on Richard's material in a way that, as far as we know, no one else is doing - exploring time and how people represent time, changing people's key criteria in a really direct way. Those are things that occurred to us after learning Richard's basic principles, and we got really curious and started exploring and discovered some things that impressed us, and surprised us. I think Richard made it a point to install curiosity in us when we taught us the submodality basics. I could use the example of the compulsion break. That's another one we teach that, as far as I know, other people aren't teaching. We learned it from Richard once, and it's the only time we've ever heard Richard teach this particular method. At the NA/NLP convention, one of the participants said he drank 50 cups of coffee a day. I helped him with using the method. He thought it wouldn't work. Most people do when they first start this, of course. A few days later he told us he hadn't been able to finish a cup of coffee since.

We haven't explored this enough to be sure, but it seems this method works with the kinds of compulsions that are usually thought of as chemical, and it may be that they sometimes require other things as well. Isn't coffee supposed to be a physical addiction? Cigarettes are, and this has certainly been effective with that. Usually this method needs to be used along with something else, like the swish or another pattern to help install new choices, but often you need to break the compulsion first, before you can install new choices.

How do you think submodalities relates to the other NLP tools?

We still think all the other material is important and useful.

Basically we are using the submodalities material whenever we can, because it's what we're excited about now. And it seems so much more precise than some of the other material. It's fun. Both of us really like the kind of precision where you really know what you're doing. You know how you're changing something. And submodalities gives you that kind of precision, so we like it. But it's not always appropriate. There are some people for whom it is so hard to elicit submodalities that, in terms of time, while you could do it, it would take too long. So it's faster to do something else. Sometimes people walk in and seem so right for a change history or a reframing. They're presenting their difficulty in those terms already, and it seems the natural thing to use one of those other methods. It seems like the quickest thing.

The six-step reframing format is extremely valuable. There are some

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VAK Vorum

By W. Robert Hightower

I was recently planting some plants in the yard of my new home in Charlotte, North Carolina - it was springtime - and thinking about this activity in which we are engaged.

The concept of planting, new growth, and a new awakening is appropriate to a position which I think exists today with us who are associated with NLP.

There are three major phases through which most vital and lasting ideas progress. The first phase is that of ridicule, derision, and dismissal by the skeptics. The second phase is characterized by reluctant acceptance and grudging admission of the possibility of some merit. And the third phase is obvious when there is anxious acceptance, overwhelming approval, and the need for acquisition by the public at large.

The initials are NLP; the words are Neuro-Linguistic Programming. The meanings are as numerous as there are people who have awareness. Its impact, on those who have dared to learn, has been profound, life-changing, accelerating self-discovery, and uniquely successful in therapy. Its future will depend on many factors, a major part of which is the committment of those pioneers who have struggled with this emerging and exciting new awareness.

I repeat - it is called NLP - its name is Neuro-Linguistic Programming. I have heard numerous people, all with good intentions, talk about changing the name of this unique art form. I suggest that we retain NLP as a part of our lives to describe something we hold dear and have found to be a process. If we want to add increments, and even develop a new and different art form encompassing other disciplines and new discoveries, that's all right!

Of course, we can call what we do anything we like; but, as this new notion gains acceptability and is even sought by practitioners and the masses, it would be a shame to lose an identity which can assist us in our professional growth! I strongly suspect that the desilre to abandon this identification is based on a weak-kneed response from the more vocal and eloquent detractors, most of whom do not have a modicum of understanding of what you know.

It is difficult for an idea to gain strength and success unless, and until, those who know and beieve make a determined and consistent effort in perpetuating its truth. There is some energy being expended on the search for a new name and identity. It seems that, if this energy were expended on enhancing our understanding, discovering new applications, and expanding the whole concept, there would not only be a positive result in terms of dynamice, there would be an automatic enhancement of the name itself.

John Grinder and Richard Bandler have made their mark on humanity. Through a sequence of events, which are unique to those two, the time in which they lived, and their personal dynamics, has begun something incredibly important. If you had not seen the importance and felt its impact and heard explanations of wonder, you would not be experiencing these words. The truth and the power of what they have discovered and passed on to us is verified by the fact that we are interested. Even though their leadership has been erratic, and they have not been evangelical in their promotion, in spite of the detractors, they have left their stamp on the history of man.

I am told Richard Bandler recently told an audience in Philadelphia, "People will come to the person who gives the best party." Richard is right, people are looking for leaders, and to the extent that leadership emerges and is sustained in the NLP movement, the history and contribution of NLP will be forever forged on the history of mankind.

To the extent that we coalesce and rise above past misunderstandings, we will add our fingerprints to the tablet of history. It is my belief that the leadership of either John or Richard would be anxiously sought and followed. Each has shown his own unique and varying style of leadership. Each man has exercised his own personal freedom to do as he pleases and to describe his markings in the sands of time. Their personal power burned a path of beginnings.

To the extent that we individually and as a group, forge our identity, speak our mind and are effective in the marketplace, we will be part of the overall improvement of the human condition. To the extent that we help one another by eminating enabling energy, offering constructive criticism - when sought - share ideas, and in general pick up the banner as a protagonist and discard the role of antagonist, we will be successful.

Who knows better the workings of the subconscious mind, of the power of experience - real or imagined? Let us take these things we know and turn them to constructive and uplifting endeavors. Let us create the synergism that will carry us from where we are today to that moment in time when there is ready and anxious acceptance, overwhelming approval, and the need for acquisition by the public at large.

Can you see the benefit to be derived? Can you feel the pride and the sense of accomplishment at being associated with something that is positively life-changing?

Can you hear the self-congratulation and the uplifting of others for a job well done? Can you taste from the banquet of success and smell the flower of victory?

To the extent that you can, and to the extent that you enable others, so will your contribution be.

W. Robert Hightower of Charlotte, North Carolina, is president of HI Securities, Inc., and Focus International, Inc.

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2	NLP for Actors (Ongoing Tuesdays)	Los Angeles	SCC
3-5	Sales Excellence	San Francisco	GLA
3-5	Coming to Agreement	Sydney, Aust	GDA
5-8	Programmer IV	washington	CAS
6-8	NLP & Interpersonal Relationships	Sydney	GDA
7	Introduction to NLP	Amherst, Mass	NEI
7	Resolving Conflict in Families	Columbia, SC	CPD
7-8	Introduction to NLP	Des Moines	MWI
7-8	People Reading Introduction	Minneapolis	MSU
8	Introduction to NLP	New Haven	NEI
8-15	Mountain Sports Week	Colorado	EUI
10	Negotiating to Win	Raleigh	CPD
10	Negotiating to Win	Columbia	CPD
10-12	Sales Excellence	New York	GLA
11-12	Metaphor in Marr/Fam Therapy	Greensboro, NC	CPD
12-15	Personal Revolution Weekend	Minneapolis	MSU
13-14	BioData Internship Begins	Denver	CO
13-15	Communication and Change: NLP I	Raleigh	CPD
13-15	Intro to NLP	Washington	NYT
14	Introduction to NLP	Hartford	NEI
14	Negotiating to Win	Raleigh	CPD
14-15	Phobia Institute	Denver	CO
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	Introduction to NLP	Boston	NEI
15-21	Mythical Kingdom of the Mind	Friday Harbor	OTC
15-22	Challenge of Excellence Camp	Stillwater	EUI
17-19	Communication Excellence	San Francisco	GLA
20-22	Phobias, Anxiety & NLP	New York	NYT
20-22	Master Practitioner Cert	Raleigh	CPD
20-22	NLP Programmer Cert I	Toronto	CAS
20-22	NLP in Marriage & Family Therapy	Raleigh	CPD
21	Excellence in Communication	Alberta	EUI
21	Introduction to NLP	Springfield,MA	NEI
21	Patient Management	Raleigh	CPD
21	Practitioner Cert Trng Begins	Vancouver	GDA
21-22	Introduction to NLP	Urbana, Ill.	MWI
21-22	New Choices Introduction	Denver	CO
21-22	The Swish Pattern	Denver	CO
21-22	Introduction to NLP	Philadelphia	PTI
22	Introduction to NLP	Worcester, MA	NEI
22-29	Trail of Ancients	Utah	EUI
27-29	Health Modes '85	Philadelphia	TSI
27-29	Ericksonian Hypnosis	Raleigh	CPD
27-29	NLP Tech for Health Professionals	San Francisco	CAS
27-29	Practitioner & MP I	Raleigh	CPD
27-30	Adv. Submodalities Cert. I	San Francisco	CO
27-10/7	Challenge of Excellence Camp	Stillwater	EUI
28	Introduction to NLP	White River,VT	NEI
28-29	Practitioner Training	Boulder	CO
28-29	Introduction to NLP	Chicago	MWI
28-29	NLP Basic Communication Trng II	San Francisco	CAS
28-29	Introduction to NLP	South Bend	MWI
29	Introduction to NLP	Pittsfield, MA	NEI
OCTOBER			
4-6	Communication and Change: NLP I	Raleigh	CPD
4-6	Master Practitioner Cert	New York	NYT
4-6	NLP Tech for Health Professionals	San Francisco	CAS
4-7	Adv. Submodalities Cert I	Washington	CO
5-7	Practitioner Cert Trng	Amherst	NEI
5-6	Introduction to NLP	St. Louis	MWI
5-6	Positive Perspectives	Miami	MCN
5-6	NLP Basic Communication Trng III	San Francisco	CAS
7-11	Negotiation Excellence	San Francisco	GLA
8-10	Negotiation & Conflict Res.	Raleigh	CPD
9-14	Adv. Submodalities Cert	Boulder	CO
10-14	Advanced NLP	San Francisco	DLC
11	Comm. Potency for Bus. Women	New York	GLA
11-12	Overcoming Cold Call Reluctance	Denver	CO
11-13	Strategies for Cooperation	Raleigh	CPD
11-14	Practitioner & MP	New York	NYT
11-14	Innerfaces-Interfaces	Montreal	TRN
12	Choreographing Your Presentation	Raleigh	CPD
12-13	Intro to NLP	Philadelphia	TSI
13	Using Questions to Advantage	Raleigh	CPD
13-20	Challenge of Excellence Camp	Stillwater	EUI
16-21	Strategies for Cooperation	Raleigh	CPD
17-20	Practitioner & M.P. Trng I	Philadelphia	PTI
17-22	Adv. Submodalities Cert.	Boulder	CO
18-20	Diploma Training in NLP	London	UKT
18-20	NLP Programmer Cert I	Seattle	CAS
18-20	NLP: An Introduction	Montreal	TRN
19	Practitioner Cert Trng Begins	San Francisco	GDA
19-20	NLP Programmer Cert I	Los Angeles	CAS
19-20	NLP with John Grinder	Philadelphia	PTI
19-20	Hypnosis Cert I	Los Angeles	SCC
19-20	NLP & Selling	New York	NYT
19-27	Master Pract. Cert	Belgium	NYT
22	Personal Power (Ongoing Tuesdays)	Los Angeles	SCC
23	Metaphors/Purposeful Storytelling	Raleigh	CPD
23-25	Communication Excellence	Toronto	GLA
23-27	Master Programmer I	Los Angeles	CAS
24-25	Master Practitioner Cert	Philadelphia	TSI
25-26	Women: Balancing Your Many Roles	Raleigh	CPD
25-27	Practitioner & MP II	Raleigh	CPD
25-27	Master Programmer I	Toronto	CAS
25-28	Adv. Submodalities Cert. II	San Francisco	CO
25-28	Advanced Training in NLP	London	UKT
26-27	Trance-Formations I	Chicago	BU
26-27	Rep. Patterns/Pract Cert	Philadelphia	TSI
26-27	New Choices Introduction	Boulder	CO
26-28	Master Practitioner Cert	Amherst	NEI
26-11/3	OTCC Nine-day	Toronto	OTC
26-11/2	Advanced Training II	Palo Alto	GLA
27-11/6	Challenge of Excellence Camp	Stillwater	EUI
29-31	NLP & Business	Belgium	NYT

DATE	COURSE	LOCATION	CONTACT
NOVEMBER			
1-3	Metaphor Workshop	New York	NYT
1-3	Practitioner Cert. Trng	Amherst	NEI
1-3	Master Practitioner Trng I	Montreal	TRN
1-4	Adv. Submodalities Cert. II	Washington	CO
2	Metaphor/Purposeful Storytelling	Charlotte, NC	CPD
2	Handling Tense Moments	Denver	CO
2-3	NLP Programmer Trng V	San Francisco	CAS
2-3	NLP Programmer Trng I	Dallas	CAS
2-3	Create Your Outcomes	Miami	MCN
8-10	NLP Masters Cert	Chicago	MWI
8-10	Master Pract. Cert	New York	NYT
8-10	Master Programmer III	Toronto	CAS
8-10	Presentation Skills	Raleigh	CPD
8-10	Metaphor Workshop	Dallas	CAS
8-17	Advanced Modeling	Raleigh	CPD
9	Teaching Couples to Com. Better	Raleigh	CPD
9-10	Trance-Formations II	Chicago	BU
9-10	Grief Institute	Boulder	CO
9-10	NLP Programmer Cert II	Los Angeles	CAS
9-10	Rapport/Pract Cert II	Philadelphia	TSI
10-17	Challenge of Excellence Camp	Stillwater	EUI
13-15	Communication Excellence	New York	GLA
13-17	Master Programmer II	San Francisco	CAS
14-17	Practitioner & M.P. Trng II	Philadelphia	PTI
14-17	NLP Masters Cert	Chicago	MWI
14-17	NLP Programmer Cert I	Chicago	MWI
15-17	Practitioner & MP Cert	New York	NYT
15-17	Diploma Training in NLP	London	UKT
15-18	Practitioner Cert Trng I	Montreal	TRN
15-18	Master Practitioner II	Montreal	TRN
15-18	Master Practitioner Cert	Amherst	NEI
16-17	NLP Programmer Trng VI	San Francisco	CAS
16-17	Negotiating Change with Yourself	Columbia, SC	CPD
16-24	OTCC Nine-day	Vancouver	OTC
18-19	NLP Com. Skills & Healing Arts	Miami	MCN
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19-24	Master Practitioner	Stillwater	EUI
21-24	Practitioner Cert	New York	NYT
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22-24	Acting Skills for Communicators	New York	NYT
22-24	Communication & Change: NLP II	Raleigh	CPD
22-25	Advanced Submodality Cert III	San Francisco	CO
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23-24	NLP Programmer Trng III	Los Angeles	CAS
23-24	Anchoring/Pract Cert III	Philadelphia	CAS
23-24	Trance-Formation III	Chicago	BU
DECEMBER			
1-7	Negotiation Excellence	Alta, Utah	GLA
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14-15	Hypnosis Cert III	Los Angeles	SCC
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14-15	Negotiating Change with Yourself	Raleigh	CPD
20-22	Practitioner Cert	Washington	NYT
22-28	Living Metaphor-NLP Family Wkshp	Disney World	MCN
28-29	NLP Basic Communication Trng	Dallas	CAS
JANUARY			
3-5	Practitioner Cert Trng	Amherst	NEI
4	Practitioner Cert Trng begins	Austin	CO
4-5	NLP Programmer Cert	Los Angeles	CAS
8-12	NLP Masters Cert IV	Chicago	MWI
9	Practitioner Cert	New York	NYT
9-13	Linguistic Skills/Pract Cert	Philadelphia	CAS
10-12	Practitioner & MP Cert	Meadville	NYT
10-12	NLP Practitioner Cert III	Chicago	MWI
10-13	Master Practitioner Cert	Amherst	NEI
11-12	NLP Programmer Cert IX	San Francisco	CAS
15-19	Master Programmer III	Los Angeles	CAS
16-19	Practitioner & M.P. Trng III	Philadelphia	PTI
17-19	Diploma Training in NLP	London	UKT
17-19	Hypnosis Cert	Los Angeles	SCC
17-19	Master Programmer IV	Seattle	CAS
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17-20	Master Practitioner III	Montreal	TRN
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24-26	Personal Evolution Workshop	San Francisco	CAS
25	Practitioner Cert Trng Begins	Los Angeles	GDA
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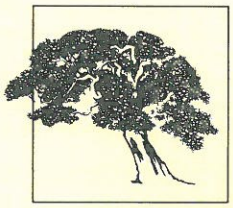
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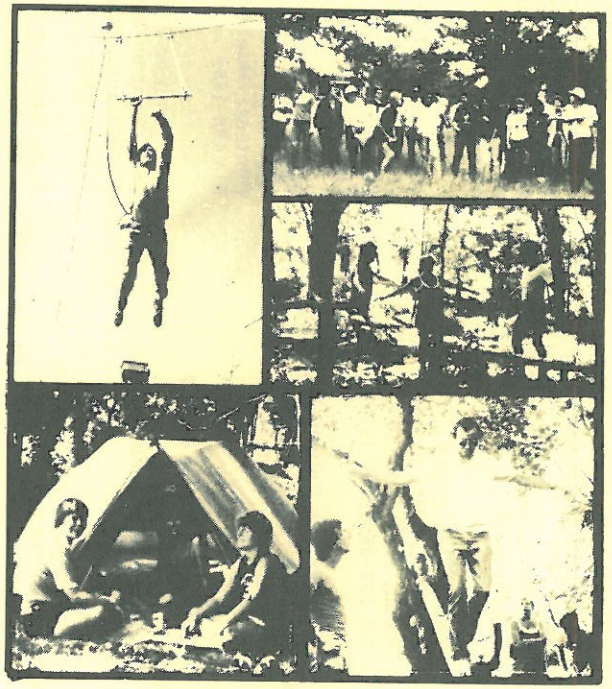
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Aug.	4-11	July	20-27
Aug..	18-25	Aug.	3-10
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Sept.	15-22	Aug.	31 - Sept. 7
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Other-than-conscious communication

continued from pg. 1

conscious levels.

Dave evolved this attitude during years of work with clients and patients using and discarding various methods. He examined and discarded Authoritarian or Directive Hypnosis, Hypnoanalytical processing, Hypno-analitical acting-out, Hypnotic investigation of psychodynamic theories, Gestalt, and T.A. He rejected those approaches after observing that even powerful communication techniques, predicated on faulty psychodynamic foundations, tend to produce less-than-gratifying results.

From this experience, Dave developed a psychological philosophy which respects and utilizes the phenomenon of hypnosis, rather than attempting to make hypnosis fit the philosophy. In the Other-than-Conscious Communication philosophy, a person's personal history is respected and utilized as the environment where any limiting behavioral patterns were learned. But, cause-effect, presupposed by questions such as "why," is systematically deleted from any examination of that history.

Dobson's approach does not attempt to characterize a person's history as the genesis of his or her behavior. He believes the other-than-conscious mind is purposeful, not rational. Transderivational processing is not directed by rational intent, positive or otherwise. The other-than-conscious mind produces patterns which are purposeful in and out of awareness. On occasion, these same purposeful patterns may become limiting to a person, not through psychodynamic evolution, but because they are using out-dated, purposeful "childish" responses in an adult reality situation. These patterns were formed in response to the particular environment they were learned in, but it is time to update the files.

This is what Dave calls "No-Fault" Psychology. Its goal is to enable people to direct their other-than-conscious faculties much as they might drive a car. They may not have a critical appreciation of the inner workings of a two-ton internal combustion vehicle, but they can easily respect its purposefulness and learn to direct it. Without direction that vehicle can move purposefully into solid objects which already occupy "their own space" and "feel a need" to keep it.

A client of mine believed her dead father was somehow "directly involved in [her] relationships with men." When I asked her to show me the precise gymnastics among her father, her boyfriends, and herself, she somehow connected my request for pointers in sexual awareness with the irrational behavior pattern she had maintained in the past. She was aware of the pattern and had tried to install a rational intent concerning her father and had no success in changing the pattern. There was no question that the pattern had a purpose some time in her life. Whether she wanted to continue driving her other-than-conscious vehicle repeatedly backwards into walls was something she chose to become curious about.

No-Fault Psychology has something else which sets it apart from any other philosophy of psychology; every person can validate it from his or her own experience.

Dave has said, "NLP truly is the alphabet of interpersonal communication." I believe he sees the function of NLP in relation to Other-than-Conscious Communication as giving the communicator or clinician awareness, and hence the capability to recognize the patterns which limit an person. Congruency is a requisite goal of OTCC, since it enables a person to function harmoniously in his or her own conscious and other-than-conscious behaviour, thus becoming a resource and model for the client. Dave contends that basic functional patterns are learned at an early age other-than-consciously, not by rational processes. OTCC utilizes metaphor, humor, deletions and modeling in a way that encourages other people's transderivational processing. When people are approached in this fashion, more productive patterns seem to emerge more readily.

Probably the most important aspect of Other-than-Conscious Communication is the ability, with practice, to set up communication outside the conscious awareness of another person and use responses on that level to validate each communication offered. Recognizing incongruence is a valuable aspect of awareness. Modelling new choices for systems which are often out of the consciousness of another person can be even more valuable. And assisting someone to expand the choices and systems available to them for direction can actually be a most elegant method for change. Any interested person can effectively utilize the seemingly complex processes of developing and modeling congruence, encouraging the use of purposeful other-than-conscious faculties, and validating communication on an other-than-conscious level while delivering it.

OTCC, like NLP, is not a choice. Everyone who owns a brain/mind uses it every second. If patterns are indeed formed out of awareness, then the only available choice is learning to respect and acknowledge communication on the level(s) it is received. OTCC provides its practitioners the chance to more completely enter into the unique world of any person they might meet, at the same time making every effort to be aware, courteous, and respectful of other's minds.

My own experience has validdated the effectiveness of OTCC for me, but it was even more gratifying to hear the comments from one of my friends at the Conference. He has had some OTCC training, and he told me he perceived the whole conference differently. The greatest difference was his awareness of the other levels of communication which were consciously being ignored. He said the greatest difference was his ability to utilize his NLP awareness to more fully achieve the results he desired. His formula could be: NLP plus appreciation of No-Fault Psychology plus Other-than-Conscious Communication equals some remarkable results.

Eric Oliver of Friday Harbor, Wash., is associated with Other-Than-Conscious Communications and with Meta-Systems Unlimited of Minneapolis.

Review

Anne Linden and Frank Stass. *A Handbook for Basic Neuro-Linguistic Programming Training*. New York Training Institute for Neuro-Linguistic Programming, New York, 1985.

When I was in college it was cool to borrow someone else's notes to study for the exams. The really sharp students borrowed notes from people who (1) wrote legibly, (2) understood what the class was about, and (3) wrote more than they did. NLP is not much different, and now everyone can have a complete set of practitioner notes written by someone who has all of the above-listed characteristics. Anne Linden and Frank Stass conducted a practitioner training at Berg en Dal in the Netherlands in 1983 and 1984. Nora Talma compiled notes on the 24-day program, and they cover all the concepts presented and all the exercises.

The product of this effort is a handbook intended to be used in conjunction with a training program or as a refresher for those who have completed such a program. It certainly accomplishes that purpose. Nora's calligraphy adds to the flow of the ideas, and she has also put in drawings and diagrams to illustrate and clarify.

The 129 pages of notes and the 54 exercises are valuable, but there's a bonus. In the appendix are 52 pages of New York Training Institute handouts covering almost every aspect of NLP.

A Handbook for Basic Neuro-Linguistic Programming Training is easy-to-read, thorough coverage of NLP basic training. I personally would have preferred that they included the stories, which were left out to save space. Other than that, it's cool.

This handbook sells for $25 at certain NLP-type bookstores and by mail from the New York Training Institute for NLP.

Bruce Dillman

Retort

continued from pg. 2

Since we don't have full-time reporters in all remote locations - remote from Nebraska, that is - every subscriber is hereby deputized and charged with keeping the world informed about what's going on with NLP.

More institutions are doing that. As you will notice on page 8 and 9, 19 different enerprises have workshops listed, an all-time high. One of them wrote, "The VAK is getting better and better all the time and we want all our certification people to get a copy when they go through the training - it gives them a feeling of being part of a network."

The VAK appreciates those words, and the encouraging ones we heard at the NA/NLP Conference, because that is the purpose of this publication and NA/NLP and NLP Network '85 and Health Modes '85. Jargon aside, people who are "into NLP" talk, and write, a different language from most people on the block. It's nice to communicate with people who understand.

Speaking of which, the VAK policy on NLP is that we assume you know something about it. We do not explain, for example, who John Grinder is or what anchoring is. Consequently, this publication is unintelligible to 99 per cent of the population. That's why you don't see it on the news stands. By the way, some of the references in the Andreas interview are to submodality techniques which are explained in Richard Bandler's latest book.

You may notice that in writing the interview, we used the Andreas technique of letting the reader try to figure out who is speaking.

Now for the unfinished business. In the previous issue I wrote that we'd be hearing from Sherry and Woody Edwards of The Center of NLP in Miami. Consider them heard from. They are busy working on some programs that sound interesting. One is an NLP family workshop at Christmas time at Disney World. This includes the Living Metaphor workshop at Epcot Center, the Magic of Christmas at Disney World, group time and free time, all wrapped up in a special Christmas Package.

In 1986 they look forward to a ropes course at sea - week of using NLP modeling skills to learn every aspect of sailing a square-rigger. Two more workshops on NLP and ESP are also in the works.

Sherry reports that Finbarr Nolan, the healer from Ireland who made such an impact on the 1985 workshop, will be in Floriday doing research. If enough people are interested, a workshop might be arranged.

Regarding the outcomes of the first workshop, Sherry and Woody penned the following:

"Our NLP/ESP island adventure began with a flying carpet in the hotel lobby. What a magical beginning. Each day we traveled from our villa on the ocean across many diffent paths to the Presidential Suite which had become our village. On my final journey, I realized I had taken at least 12 different paths to get to the same place, and many others had crossed our path along their way to what now seems like Oz. We were looking for many different experiences, among them courage, love, wisdom, and the magic of a wizard. And like those on paths before us, we began to recognize these qualities within ourselves.

"At least 15 of us have facilitated healings similar to those achieved by Finbarr Nolan, and 37 others have reported various types of healing experiences within themselves. More than half of the "family" felt a transformation as a result of the magical music and dancing created by Titos Sampo.

"The magic of the NLP/ESP workshop continues with the people who attended. If you are one, please send any updated information. We will compile all the reports and make them available at the NLP Network '85 conference in San Diego.

"The response has been overwhelming, and there will be another NLP/ESP

Continued on pg. 13

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The VAK Interviews Connirae and Steve Andreas

continued from pg. 6

people who are so mean to themselves and their parts. Having them do the reframing on several different problems is so useful in teaching them a whole different attitude toward themselves. I found it useful for myself.

I don't think submodalities take away from any of the other material, but they do add a tremendous amount to people's skill levels. However, I think the time on the other material was well spent, because without those skills as a backdrop for submodalities, they probably wouldn't be able to use submodalities so well.

In the course of doing the swish and the criteria and the others, your information gathering skills become very important. Ecology knowledge becomes very important. And being able to do verbal reframes is very important. They all add to each other.

It's hard to give quick examples without some background in it, because it really is a lot of new stuff.

How would you characterize the acceptance of NLP?

NLP has caught on much more slowly than I ever thought it would. I suppose I should have been able to guess, but I really expected other people to grab it and go, pretty much the way we did when we found out about it, and that hasn't happened. So that's been really surprising to us. There seems to be a lot of inertia. We think that it's gaining momentum. An article just came out in the *Boulder Daily Camera* on how to choose a therapist. Neuro-Linguistic Programming is mentioned along with Gestalt and so on as one of the things to select from. This would not have happened five years ago, or even two. So it's certainly becoming more known, not in the full-scale kind of way, yet, that I think it deserves. When NLP is recognized for what it can be useful for, it will be taught in the grade schools. Any final thoughts?

One thing that has become clear to us over the years is that the substance of NLP is so good that someone can do a training or give a workshop in it and get rave reviews even if they do a terrible job. And that's a problem we have encountered a number of times. The first training we ever went to was by one of Richard and John's students, who is no longer a student, and we thought he was good. Looking back on it now we realize that really he did a pretty sloppy job. Because the material is so good, people get rave reviews, think they are a marvelous trainer, go out and get established and sooner or later it usually doesn't work very well. We've tried real hard, both personally and the people we associate with, to really work on doing good trainings.

Retort

continued from pg. 12

workshop scheduled for 1986.

"We are now busy weaving the fabric of the NLP/ESP week together in tapes with special interviews and cameos to recreate the experience and to keep you up to date on the changes which followed. Video tapes and books will be available in 1986, and the audio tape of the workshop will be available this fall."

To contact Sherry and Woody, or any of the 19 institutes listing workshops in The VAK, look for the address and phone number on page 9.

Other continued business. We still have a few sets of The VAK, Volume I (minus Number 3), four historic issues which we're offering for the price of four. In other words, start or renew your subscription with any available issue for the same rates, one year for $30, two years for $38. Use the form on page 16 to subscribe or renew.

Remember the deadline for submitting articles, news items, workshop schedules, letters to the editor, advertising, etc. All must be in our offices by October 31, 1985, for the next issue, due out on December 1. Address all correspondence to

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NLP Meets the Transpersonal

continued from pg. 1

The Florida NLP/ESP exploration with John Grinder in April of this year sought to model "psychic powers," but as these could not be demonstrated by available subjects to a degree which satisfied most participants' criteria for extraordinary skill, little was accomplished in this area. However, the unique skill of the Irish healer, Finbarr Nolan, did satisfy the criteria for a real phenomenon and was modeled and learned by some of the participants. This project is continuing. For those interested, NLP modeling techniques offer the best available way to acquire paranormal, or any other skills.

Another area of interest, more aligned with the meaning of "transpersonal," encompases the various meditative states, traditionally involved in the process of moving away from a life centered in the "self-addiction." This has been of particular interest and Zen teacher for many years. We have made a beginning at successfully modeling certain meditative states and transferring the experience to other persons naive in meditative skills. However, the spiritual life is not merely a process of acquiring certain unusual experiences. It is the cultivation of a life ever more free from the limitations of identification with "self."

Therefore I have begun "the self project." This has involved exploring the various ways in which people experience what they call their "self," and in applying various NLP methods to help each of these to be eroded, if the person is willing and ready to discover what will heppen when this occurs. Thus, for example, people can identify self as "territory." How close does a person have to come to you to "invade your territory?" And what exactly do you think you are protecting? By the application of submodality techniques to drive this "self-feeling" over an irreversible (?) threshold, many people find that they suddenly experience more loving and open feelings towards others. Other people may identify "self" more strongly as a closely held set of values, as a set of beliefs about themselves (including TA's "scripts") persisting through time, as an identified role or appearance, or as personal history, etc.

Ways are being developed, using NLP techniques, to allow a person who wishes to, to experience intensely their favorite manner of "selfing" and to let that dissolve. In the great spiritual traditions of East and West, such dissolution of self-identification can lead to accessing a vastly more resourceful way of living which is characterized by compassion, certainty, equanimity, etc.

So far, in our investigations, these methods have produced in many people states traditionally associated with the transpersonal. But the question remains whether such activities can be a useful supplement or replacement for any of the arduous work which has characterized most spiritual paths, whether in the East or the West, and whether they can help in a lasting transformation of character.

Is compassion modelable? Is "enlightenment" modelable? We don't know yet.

Richard Clarke of Amherst, Mass., is director of the New England Institute for NLP.

WHAT'S YOUR STORY?

The VAK International NLP Newsletter solicits unsolicited manuscripts. What do you know that the NLP community would be interested in? Write down the details - short news items, longer articles, opinions, metaphors - and send them in before October 31 to

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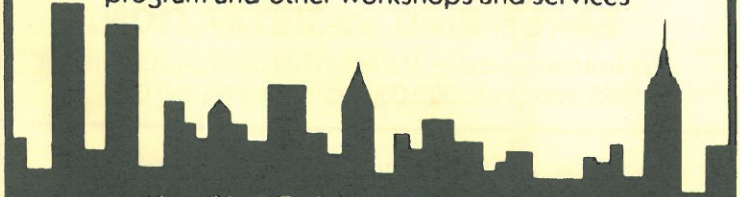
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NA/NLP Report

By Dot Feldman

In Denver this past June, over 300 participants (mostly members) came together at the 2nd National conference of the National Association of Neuro-Linguistic Programming (NA/NLP). It was an exciting and, for most, an unusual experience. The mingling of old friends and new friends in a true networking way was a powerful and real representation of what is possible for this group, now over 600 members strong, and obviously coming of age in its second year. so many important parts combined in lovely Denver to make this true.

Virginia Satir's keynote address set exactly the warm, human, fun atmosphere which exemplified the entire conference. Her very presence, her entire talk, gave new meaning to the original modeling process and, embodied for all to see and hear and feel, the roots of the NLP patterns. It was singularly appropriate in this growing-up year for NA/NLP to have Virginia's thinking and directness as the guide for our meeting. Her workshop on that first afternoon for conference attendees will be long remembered by all. She herself was excited and delighted by our responses to her messages. At that time Virginia accepted our invitation to become NA/NLP's first Advisory Board member.

At the business meeting, committees reported on their activities, and the professional standards committee's report was implemented. This committee, a cross section of our membership, set criteria for levels of membership for this organization that would clearly reflect people's training, without in any way assuming the inappropriate roles of credentialling agent or policing agent.

The NA/NLP fellows met to begin the process of mutual peer review, of this level of membership, as the Standards Committee's final report required. Each fellow who wishes to will be reviewed by three other fellows, drawn by lot, and from different organizations than their own. It is a process which will take time, integrity and caring to complete in a worthwhile manner. We are underway towards that outcome.

Other delightful experiences at the conference included the international flavor of the conference, the comfortable setting at the Clarion Hotel arranged by our Denver hosts, the Andreas', and the evening of entertainment. Bruce Dillman and Sammye Henry did a marvelous parody of all the NLP patterns, and Robert MacDonald sang his moving songs. The group was grateful to these folks for a pleasurable evening.

The 25 workshops and special interest groups were well-chosen, well-designed, and well-attended. The participants were able to get many tastes of the ways fellow members are practicing NLP.

It was especially appropriate and right that NA/NLP fellow and NLP co-developer Leslie Cameron-Bandler attended the conference and many of the workshops.

And so, we all learned a lot, had a wonderful time, met many new people and renewed many old relationships, did a lot of things in different and creative ways, elected new officers and a new board, made some mistakes, had a good time networking, and began this next year as an established presence in NLP.

We eagerly await that last weekend in April, 1986, when we will reconvene in New Orleans during Jazz Festival time for our 3rd National Conference. The dates are noon Friday, April 25, through Monday, April 28, 1986. Our challenge for New Orleans is to have this organization remain a group with flexibility, caring and integrity as it continues to grow and evolve in the coming year. We look forward to this challenge eagerly.

Dot Feldman of South Bend is director of the Midwest Institute for NLP and the Family Training Center. She is president of National Association of NLP.

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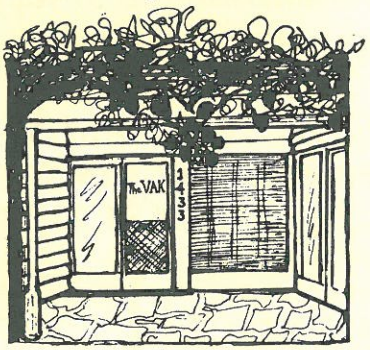
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