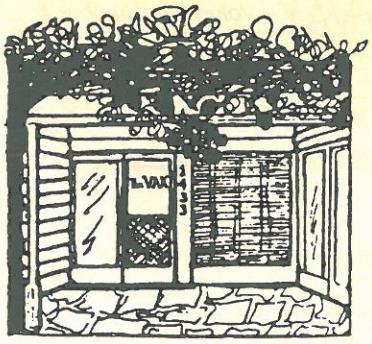
THE VAK



International NLP Newsletter

Volume V, Number 4 *Fall 1987*

THE VISUAL SQUASH

Connirae and Steve Andreas

Introduction

In the last issue of *The VAK* we described how to sort polarities in considerable detail. This is a very valuable first step toward clarifying the positive outcomes of each part, but it is seldom a complete intervention in itself. After sorting a conflict into its two parts, the next step is to integrate the two by combining or integrating the anchors for the outcomes of the two sides in all representational systems. This makes it possible to consider both outcomes simultaneously as the person searches for new behaviors (to satisfy *both* outcomes).

One way of accomplishing this integration is a technique called the "visual squash." In the following exercise we presuppose that the client's polarities and their outcomes have already been cleanly sorted and anchored.

INTEGRATION EXERCISE

The programmer guides the client through the following sequence, using all the skills s/he possesses, including feedback, to carry out the following process instructions.

1. **Access and get outcome for side 1.**

For example: "Put one polarity in whichever hand is appropriate, seeing what that part of you looks like, hearing its tone of voice. Do you realize how this part is valuable [in terms of positive outcomes or functions] to you?" *Or,* "Ask the part to let you know what its

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IMPERATIVE SELF* THERAPY

Leslie Cameron-Bandler

Every person's inner world is a big place, stacked to the rafters with cases of personal memories and ledgers full of the day's mundane transactions. I've spent years among the clutter of internal worlds searching for the core patterns that would reveal the essence of each person. The answer to my search was found through the doorway of emotions. The initial discovery occurred almost two years ago, by chance, in an experimental group I was conducting.

The question I sought to answer that day was why each and every person was somehow denied access to certain emotions. I got the answer to that question, but more significantly, I learned that the emotions a person habitually experienced provided an open doorway to the heart of that person's personality.

Since then, Michael Lebeau and David Gordon have joined me, and

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Harnessing Insight to Behavioral Change

Michael Nagel

Psychological insight is a motherless child in NLP. NLP's focus upon process and disregard of content effectively banish insight from the remedial and generative change models. Yet the unconscious continues to communicate, using insight, despite whichever psychological model may be in fashion.

Which, then, is the wiser - NLP or the unconscious? Why not give insight the same respect that NLP affords other unconscious communications? Granted, the imprecision of many insight therapies has given ample reason for wariness. Too often, insight has provided only a reason for an unchanging behavior. Too often the transformative potential of an insight is squandered on intellectual musings. However, cannot the precision of neural programming be applied to insight to create new techniques for behavioral change?

The two techniques presented below combine the transformative potential of insight with the precision technology of NLP. The techniques presume that the communication of insight is intended to effect a change and, therefore, when possible, insight must be accompanied by a corresponding behavioral change. "To know and not to act," notes a Chinese proverb, "is in fact not to know."

The techniques apply to remedial and generative change; they assume that the individual has experienced an insight - one that can be applied to a personal behavior. The ability to effect behavioral change can be enhanced by the use of these techniques. The first technique, Insight Programming, enlists the conscious mind in the change

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NETWORK

Regional Roundup
Regional NANLP Conferences are getting underway:

Northeast: "The Next Step" - November 21-22, Albany, New York. For information, contact Karen Bading at the New York Institute, 212-473-2852.

Southeast: October 16-18, Orlando, Florida.

West: San Diego, September 26-27. Leslie Cameron-Bandler will be the keynote speaker. For more information, contact NLP Institute of San Diego, 619-696-7666.

Canada: The first annual conference is scheduled for October 31-November 1 in Montreal. Contact Anne Entus, 514-397-9402 for more information.

Winter Retreat?
Scottsdale, Arizona is the setting for a 10-day NLP & Ericksonian Hypnosis Certification Training under the supervision of John Grinder. Grinder, Judith DeLozier, and other GDA trainers will join guest presenters for this training January 22-31. For further information, get in touch with Betty Idarius at 8711 E. Pinnacle Peak Rd., #264, Scottsdale, AZ 85255 (602-482-6184).

Academic Credits
Michael Eric Bennett, as Chair of NANLP's Research Committee is seeking information about academic credit for NLP courses, including continuing education units. A preliminary list of institutions offering course credit is available from The Communications Cooperative, P.O. Box 6487, East Lansing, MI 48823 (517-351-7151).

Michael also tells us that he presented a workshop entitled "Who Put the 'Linguistics' in Neurolinguistic Programming?" at the annual meeting of the Linguistics Association of Canada and the United States in August.

Influencing South Africa
Genie Z. Laborde, author of *Influencing with Integrity* and partner in Grinder Laborde Associates, is presenting a talk entitled "Communication Strategies for Conflict Situations" at a conference sponsored by the Institute of Personnel Management September 28 in Johannesburg. Genie is also presenting a 3-day Advanced Communication Strategies seminar to PE Corporate Services in Johannesburg September 23-25.

Geographic Training Options
NLP of Colorado and NLP of Utah are offering interchangeable training sessions in practitioner and master practitioner courses. Suzi Smith, of NLP of Utah, explained that since some trainers teach at both institutes and many course sessions are parallel, residents of Utah and Colorado may choose to take individual sessions in different locations. NLP of Colorado offers similar opportunities to participants in its trainings in other locations, as well (e.g., Dallas, Phoenix, Austin). For more specific information about geographic options, call either NLP of Utah (801-278-1022) or NLP of Colorado (303-442-1102).

BANDLER Trial Postponed

Richard Bandler, who was charged with the murder of a neighbor in November 1986, has had his trial postponed until November of this year. The start of the trial, originally scheduled for July, has been delayed to allow tests on the evidence to be completed. Jury selection is now scheduled to begin November 2 in Santa Cruz Superior Court.

In the interim, Richard will be presenting - for the first time in five years - a Modeling Certification Program October 5-16 in Anaheim. Proceeds from the program will be contributed to the Bandler Defense Fund.

In November, Richard has authorized two official certification programs for practitioners and master practitioners who have not been certified through the Society of Neuro-Linguistic Programming. The programs will be held November 13-16 in Pasadena and November 20-23 in New York. For information on all these programs, call Beverly at NLP Products & Promotions, 408-684-1563.

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2 years,$48.

The VAK encourages its readers to send manuscripts, schedule information, reviews and comments to the editor. Deadline for manuscripts and advertisements for the next issue is **November 1**. Advertising rates are available on request.

Telephone: 800-228-4069; in California, 415-326-5613.

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Leslie Cameron-Bandler

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Imperative Self*

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together we have discovered that the heart of personality consists of three elements: an obsession, a bias, and a set of beliefs.

Primary Obsession
(Previously known as Virtual Themes)

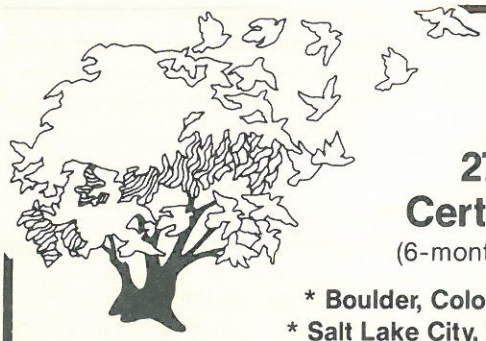
Though often outside conscious awareness, each of us has a Primary Obsession, the fulfillment of which provides the fundamental driving force in our lives. We are driven by an almost insatiable hunger for experiences such as *acceptance, freedom, power,* or *security*. When deprived of that fulfillment, we feel that something vital is missing from our lives, in much the same way a person deprived of food feels the acute pangs of hunger. There is a crucial difference, however, between satisfying hunger and satisfying a Primary Obsession. When you have been hungry, it is a relief at last to eat, but to have a Primary Obsession fulfilled is rapturous.

Perceptual Bias

The Primary Obsession that drives each of us also creates a Perceptual Bias that causes us to focus on certain aspects of the world. Each Perceptual Bias determines what we respond to and, as such, greatly influences what experiences we will accumulate over a lifetime. Our Perceptual Biases determine what we are compelled to respond to.

For instance, if your Primary Obsession is to *make a difference* in the lives of others in order to *be loved,* your Perceptual Bias will compel you to notice and respond to the needs and desires of others. If, instead, your Primary Obsession is the need to *be worthy* in order to be secure in your experience of *belonging*, your Perceptual Bias will compel you to notice and to compare yourself to examples of worthiness and unworthiness - this being part of your constant pursuit of *being worthy* and therefore secure in your experience of belonging.

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NLP of Colorado Announces . . .

27-Day Practitioner Certification Trainings

(6-month weekend training format)

* **Boulder, Colorado:** Starting Sept. 26, 1987
* **Salt Lake City, Utah:** Starting Sept. 18, 1987
* **Austin, Texas:** Starting October 23, 1987

Summer Residential Training 1988: Colorado, June 11 to July 8

"Connirae and Steve have consistently demonstrated a superb ability to teach NLP in an effective, easily learned, and entertaining way. The high quality of the people they have trained is the best demonstration that they are among the finest NLP trainers."

—John Grinder, Co-developer of NLP

12-Day Advanced Submodalities Certification Training

Prerequisite: Practitioner/Programmer Certification

Residential Training: Boulder, Colorado

October 10-23, 1987

Extended Weekend Training Format:

* **Los Angeles, California:** starting August 7, 1987
* **Boulder, Colorado:** starting September 19, 1987
* **Salt Lake City, Utah:** starting October 16, 1987
* **Houston, Texas:** starting October 22, 1987
* **Washington, D.C.:** starting January 15, 1988

Master Practitioner Trainings scheduled in four locations.
Trainer Training scheduled Jan. 29-Feb. 1, 1988 in Boulder, CO.

FOR FULL INFORMATION, WRITE OR CALL:
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INSIGHT

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process. The second, Insight Reframe, a variation of the six-step reframe, solicits the unconscious mind's continuing cooperation.

INSIGHT PROGRAMMING

1. Frame the insight as a behavioral imperative.

The efficacy of an insight often suffers because of its linguistic representation. An insight that is abstract, vague, and rambling is also impractical. Preferable is the representing of the insight as a precise imperative statement that commands behavioral change.

To do this, examine the insight experience. To which behavior(s) does it refer? How does the insight suggest behavior might change? How could future behavior be altered because of the insight? Identify a suggested behavior change.

Then, linguistically represent the suggested change as an imperative that serves as an anchor for the insight as well as an unconscious suggestion. Represent the imperative in active voice, present tense. A simple sentence structure is preferable. It can be an I-statement.

2. Identify the relevant old behavior.

Identify a scenario wherein the old behavior that was illuminated by the insight would have occurred. Stabilize the experience in a given representational system. Be sure to be dissociated.

3. Run the old behavior scenario.

Run the scenario until just prior to the point at which the old behavior would have been triggered.

4. Identify new behaviors.

Identify several new behaviors that satisfy the behavioral imperative identified in step 1 and that could be substituted for the old behavior.

5. Sample the new behaviors.

Run the new behaviors through the scenario beginning at the trigger point identified in step 3. Associate into each new behavior. Check for congruency.

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VISUAL SQUASH

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positive function is."

When the part and its outcome are fully accessed in all systems, ask the client to "keep that part in that hand, as you turn to look at your other hand."

2. Access and get outcome for side 2.

Repeat the process in step 1 with the other polarity and the other hand.

3. Mutual appreciation of outcomes.

"Now look straight ahead, so you can see both hands. Watch both of the parts as they turn to face each other. Ask each part if it understands and appreciates the value of the outcome of the other part (even though it probably does *not* like the behavior this part uses). Then have each part *express* appreciation of the other part's valuable function directly to that part."

4. Integration of polarities.

Here are several possible verbalizations; you won't need to use all of them.

"Now watch and listen to both these valuable parts of yourself, allowing your two hands to come together slowly, only as fast as those two parts can blend and integrate in ways most comfortable and useful to you - in such a way that neither part loses anything, retaining the usefulness and importance of both parts, each gaining from the other the qualities and capacities that are lacking in themselves, and present in the other.

"You may be fascinated to observe some of the changes that occur in these two images as they start to come together - only as fast as they can comfortably assimilate these changes. . . .

"You may also be surprised by the image that is created when the two different images, and two different voices, finally join and become a single entity - as they melt into each other and take on and learn from each other's capacities. . . .

"And notice what that new image looks like, because this new part represents a combination of abilities you have never had before. As such, this new part will have skills, and abilities, that *you* could never have guessed at, that you can enjoy - new ways of accomplishing all of these important outcomes in unique and surprising ways. . . ."

Notice when the client is done integrating, by observing the hands move together and the accompanying changes in facial expression, breathing, posture, and so forth. It's very important to take whatever time is necessary to allow the integration to complete itself.

5. Associate with the new integrated part.

"When you're ready, physically use your hands to reach out and take this part of you into yourself, and bring it back into your body, so that it becomes a part of you and all your behaviors, easily and readily available, at all the appropriate times and places. As you do this, you may feel a surge of energy in your body as this part reunites with you. Take a few moments to appreciate and enjoy the qualities of this unique new part."

6. Future-pace.

"Now think of the specific times and places where you will appreciate having these integrated qualities and capacities fully available to you in the future."

The visual squash doesn't decide between the two sides of a polarity; rather, the technique integrates all the data and outcomes relevant to the issue. It is like bringing all the parties in a negotiation to the conference table within a cooperative frame. Considerable negotiation may still be required to arrive at a specific outcome that is satisfactory to both sides, or a decision about what to do that is endorsed by both sides. Whenever you integrate extreme polarities, we advise following up with six-step reframing (as described in Chapter 6 of the book *Reframing* by Richard Bandler and John Grinder) or some other method for generating new behavior. It may not always be necessary, but it can be crucial.

The visual squash relies very heavily on hypnotic language patterns, visualization, utilization of nonverbal feedback, timing, and so forth, to elicit a

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A.I.N.L.P.
7TH ANNUAL
CERTIFICATION PROGRAM
1988

The Australian Institute of Neuro-Linguistic Programming (AINLP) is proud to announce its 7th Annual Certification Program to be held at Kings College, University of Queensland from January 12 to 31, 1988.

Trainers Workshop will also be held during this program and is open to practitioners and master practitioners only.

Take advantage of the Aussie dollar and come on down!!

For further information please contact Kasrynne Huolohan, AINLP, PO Box 1,University of Queensland, St Lucia Qld 4067 Australia or phone (07) 369 2821.

The AINLP is a professional association comprised of members holding practitioner, master practitioner and trainer qualifications. Director of Training for the AINLP is Terrence McClendon, M.A.

Imperative Self*

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Core Beliefs

At the core of each person are several beliefs that act in concert to determine behavior. Coalescing Core Beliefs into one representative question is an efficient and effective way of expressing them. Early on in our explorations we discovered that it was an overwhelming task to simultaneously represent all of a person's Core Beliefs. But, by expressing them simultaneously in a *Virtual Question,* it became easy to succinctly express the multiple Core Beliefs and idiosyncratic patterns of any individual.

To give you a simple example of how a Virtual Question determines the ways in which a person responds, notice the immediate change in experience when you consider one of your upcoming tasks and ask, "How will I make the most of this?" You can notice this question compels you to recognize inherent opportunities in the situation, and to imagine how to maximize those opportunities. If instead you ask, "Do I know the right way to do it?" you will (unless the answer is "yes") start questioning your ability to perform, be concerned about the consequences of not doing things right, and feel inhibited and anxious. These are the natural responses to a question that embodies the beliefs that there is a "right" way to do things and that a given task either cannot or should not be done unless you know the right way to do it.

These three elements of personality - The Primary Obsession (what a person hungers for), the Perceptual Bias (what a person is compelled to respond to), and the Core Beliefs (basic assumptions about the person's relationship to the world) - are always at work creating the ongoing experience of each of us. The interaction of these elements dictates who a person is and how he or she behaves.

The constellation of these Core Patterns offers a complete picture of who you are and provides profound understanding of your past and present, as well as a road map that guides you toward fulfillment. For those whose Core Patterns generate frustration or feelings

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Bruce Dillman Reviews -

Turtles All the Way Down: Prerequisites to Personal Genius

Grinder, DeLozier and Associates. 393 pages. $24.95 (hardcover)

In the l950s, Gregory Bateson, an acknowledged genius in several fields, used a freshly cooked crab to teach science to beatnik art students who had an aesthetic bias. It seems somehow appropriate that Judith DeLozier and John Grinder use another shell creature in the title of their new book - dedicated to Gregory Bateson - in which they present "prerequisites to personal genius" and put an aesthetic frame around NLP technology.

What is this book like?

In 1986, John Grinder and Judith DeLozier conducted their first five-day prerequisites seminar. *Turtles All the Way Down* is a hardcover "hard copy" of that seminar - a "verbal transcript" augmented with a "translation of portions of the nonverbal communication" into verbal code.

With the exception of three drawings, the pages of this book consist of words and space between words. The authors state that "the bulk of the communication in a face- to-face seminar is nonverbal," yet they have the same purpose for both book and seminar. Isn't it interesting how we can arrive at the one specific point by following different paths? A live workshop has certain advantages: explicit high quality feedback, group dynamics, nonverbal communication, and a lot of laughing, to mention a few. Solitary readers must provide those features for themselves or do without. But the book also has advantages. Readers can progress at their own pace, review passages as necessary, and look up an unfamiliar word. Readers can also create for themselves a rich and rewarding representation of a seminar which can be efficacious in their quest for personal genius. If they have seen and heard Grinder and DeLozier in action, they can construct accurate bits of inflection, gesture, and timing. If they have not, they can represent the visual and tonal context in other ways, which call also be effective.

To have at least three descriptions before acting is one prerequisite to personal genius. What are the others?

To balance, "first attention" (conscious) and "second attention" (unconscious), to explore traditional cultures as a balanced model, to organize and control demon states, to train attention, to control perceptual filters, and to figure out how "I" functions. Of course, that is a rather

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VISUAL SQUASH

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powerful response in the person. Just "going through the motions" won't have much impact.

Cautions: The word "compromise" presupposes that as least one side is losing something. If someone uses this word or another word that implies a loss for one side, redescribe the process as a no-lose situation. Avoid arguing about whether a no-lose solution is possible or not. The useful question is, "How do your presuppositions affect what happens?" If you assume that each side needs to give up something and compromise, that will become true, and both sides will object. If you presuppose that it is possible to find an outcome (and eventually a set of behaviors) satisfactory to both sides, usually that will become true.

If the person tries to integrate the two sides of a polarity at the level of the specific *behaviors*, s/he will typically find it very difficult. If a person tries to integrate the behaviors of living in the country and living in the city, the choice is a skyscraper in a field or a farm in the middle of Manhattan. You want to integrate the two *parts* and the *outcomes* that they have, not the specific ways the two parts try to accomplish their outcomes. *After* the parts are integrated, the person can begin a search for specific behaviors that can best satisfy all the outcomes of all the parts involved. Six-step reframing is an excellent way to do this.

A CLINICAL EXAMPLE

This is a reconstruction of a session that Connirae did with "Joe" at an NLP Practitioner Training. Joe was married and an advanced divinity student.

Joe stated his problem as follows:

"I feel a compulsion to look at 'skin' magazines, and I can't stop doing it. I work at an all-night place that sells these magazines, and I always feel a compulsion to go over and look at them. I'm worried that my boss will catch me and I'll get fired, but I can't stop doing it. I've been in all kinds of therapy to try to stop this, and nothing has worked."

A small group was attempting to do the visual squash with Joe in a training exercise. The group asked Connirae to assist, saying they had tried a number of things, and couldn't get access to the unconscious part that made him do it. They could only access the conscious part that *disliked* this compulsion. They had already asked Joe what looking at the magazines did for him. He said he didn't know. They gave him a little bit of a thrill, but he also had other ways of getting sexual satisfaction - he was satisfied with his sex life. Joe said he didn't think there was anything useful in what he was doing. It was just a really bad part that made him do it, and he couldn't stop himself.

The way Joe talked about this part made it obvious that the part was

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VISUAL SQUASH

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very strong, and very dissociated. It seemed the perfect thing for the visual squash. However, even the side of the polarity that the group thought they had accessed needed to be accessed more fully in terms of its outcomes.

C: OK. The way we're going to gather more information about how Joe's present behavior is useful to him, is by going to a less conscious level. Consciously he doesn't have the information, so we will need to elicit the parts behaviorally. One way to do this is to begin the intervention. Joe, what I'd like to have you do first is tell me in which of your two hands do you want to put the part that compels you to look at the skin magazines.

Joe: My right hand. It's over here.

C: OK. Now, as you hold out your right hand, that part of you can begin to form. It's been an important part of you, so powerful that you haven't been aware of its useful purpose consciously. And now as that part begins to take shape, tell me what you see.

Joe: I see myself looking at some magazines.

C: Good. Really look at the details of that part. Notice the facial expression, the movements. [Joe is going through distinctly nonverbal shifts as he does this.] And when you can see that part of you really clearly, I want you to ask it what it does for you that's positive when it makes you look at skin magazines. What does it reply?

Joe: I'm not getting any message at all.

C: OK. I want you to continue to watch that part, as we give that part of you time to really sort out what it does for you that is useful by making you look at those magazines. That part might review different situations and contexts in which it has made you do this, as it begins to fully recognize its important positive function.

And, Joe, as your part continues to do that, I want to tell you about another person - who was a compulsive eater. Now I'm sure it's not going to be exactly the same for you, because each person's parts are different, and each part has its own way of doing things. But I want this part of you to have an example of what I mean when I ask it about its positive function. This person who was a compulsive eater had come from a military background, and had been raised in a very rigid way. The part of her that made her eat was a part that didn't want her to just follow rules, but to be able to break away and do things in her own way. [As soon as I said this, Joe responded *very* strongly nonverbally.]

Joe: That's it! This is a part that doesn't want me to follow rules! It wants me to be my own person. I'm too concerned with what other people think, and my parents always wanted me to do the good and the right thing. The part is nodding his head as I say this! He says, "That's right."

C: Great. And you can thank your part for the confirmation it just offered you. And also thank it for being there, interested in assisting you in being your own person. That seems like a very worthwhile thing to have a part of you doing. Do you recognize that as something positive?

Joe: Well, I don't like what it *does.*

C: Of course not. You don't like the behavior *at all.* But are you glad to have a part of you that wants you to be your own person?

Joe: Yes.

C: Good. Let that part of you know that you fully agree with its *purpose* for you, even though you don't like the behavior. And now, keeping this part in your right hand, shift your gaze to your other hand. How would you describe the part that goes here - the opposite of the part that made you look at skin magazines? This part may have something to do with following rules, with doing the right thing, or something like that.

Joe: Yes [congruently]. This part is the one that wanted to please my parents and everyone else.

C: Give this part time to form clearly there in front of you - a part that wanted you to do the right thing, please your parents, and so on. When you can see that part clearly, ask the part what it does for you that's positive and useful.

Joe: [In commanding tone of voice] It gets me to do the *right thing.*

C: Ask it what it wants for you that's positive when it does that.

Joe: It wants other people to like me.

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INSIGHT

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6. Rehearse new behaviors.

Rehearse each new congruent behavior seven to ten times. Rehearse it by restarting the scenario. At the trigger point, restate the behavioral imperative, and then run a new behavior.

7. Future-pace.

Associate each of the new behaviors to environmental stimuli that are likely to occur in the future.

INSIGHT REFRAME

This is an abbreviation of the six-step reframing technique. An insight implicitly identifies the behavior that can be changed (step 1). Insight also identifies the unconscious intention that underlies a given behavior (step 3). The Insight Reframe, therefore, simply restructures the traditional six- step technique. Its use is intended to encourage the unconscious mind's continuing participation in the change process that it initiated with the insight.

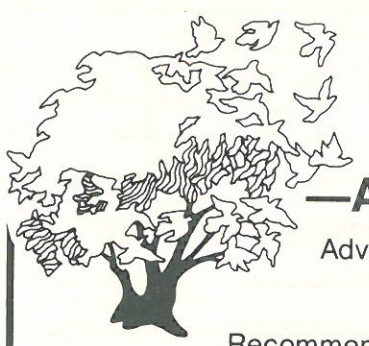
Rather than describe in detail the reframing steps with which so many are familiar, here is a summary of the abbreviated technique:

1. Establish a dialogue with the part responsible for the insight.
2. Generate new behaviors that satisfy the intention revealed by the insight.
3. Have the part accept responsibility for applying the new behaviors.
4. Do an ecological check.

Doubtless these two techniques can suggest refinements and other techniques whereby insight may be harnessed to behavioral change.

Psychological insight is a resource rich with potential for remedial and generative change. The inefficiencies of insight-centered therapeutic techniques are insufficient to justify the discarding of insight. Perhaps, instead, the worth of insight could only be fully exploited with the advent of psychological technologies such as NLP.

Michael Nagel is a certified practitioner in the Santa Rosa, California area.



A new advanced NLP book . . .

Change Your Mind —And Keep the Change

Advanced Submodalities Interventions

by Connirae and Steve Andreas

Recommended as a "next book" after *Using Your Brain — for a CHANGE,* this book explores a range of advanced submodality patterns in print for the first time. It is an in-depth, thorough guide to using submodalities for personal change. Contents include: Timelines, Utilizing Time, The Swish Pattern, Shifting the Importance of Criteria, Eliminating Compulsions, "The Last Straw" Threshold Pattern, Internal/External Reference, A Strategy for Responding to Criticism, Accessing Kinesthetic States, and Simple Submodality Interventions.

From the *Foreword*, by Richard Bandler:

"Most NLP students are content if they master the patterns that have already been developed. One of my greatest pleasures is having someone learn not only the specific patterns that I teach, but the perceptions, attitudes, and thinking processes that create those patterns. Steve and Connirae are among the few who have gone on to use NLP modeling techniques to develop useful new patterns, and this is evident in this book. Chapter 8, A Strategy for Responding to Criticism, demonstrates their ability to model an essential skill — openness to feedback — and distill it into a clean and elegant syntax.

This book is an excellent sequel to my book Using Your Brain, *which the Andreas' created from audiotapes of my seminars, and it is my pleasure to recommend this book to anyone who wants to further explore how to change your mind."*

—Richard Bandler

Publication date: October 1987, 6" x 9", 220 pages. $12.00 Clothbound, $8.50 Paperback.

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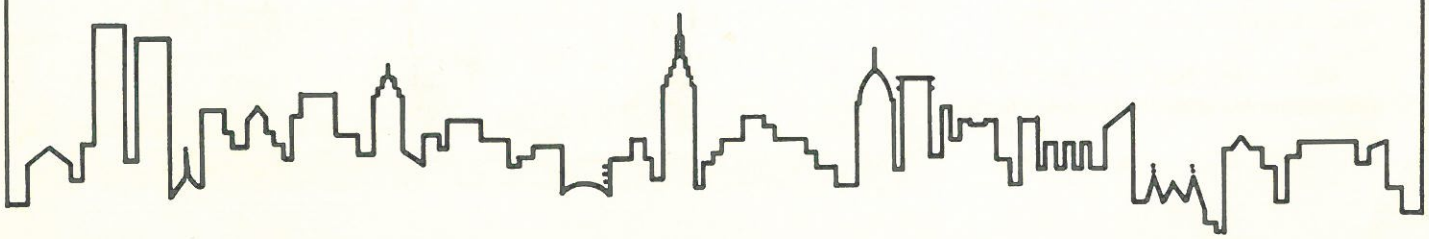
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October

1	Expanding the Limits of Your Thinking	New York	NYT
1-2	OTCC Workshop II	San Juan Is.	OTC
2	Therapist Training	New York	NYT
2-4	Emotional Choice for Freedom and Power/ Leslie Cameron-Bandler	San Francisco	FPI
2-4	Practitioner Cert Training	Long Island	NYT
3-4	2-Day NLP Intro Seminar	Boulder	CO
3-4	Framework for Mastery/ Judy Grinder, Charlotte Bretto	Raleigh	CPD
4	Myths & Goddesses	New York	NYT
6-8	Foundations of Success	Raleigh	CPD
7-9	Sales Excellence	New York	GLA
8	Expanding the Limits of Your Thinking	New York	NYT
8	Assistant Trainer Training	New York	NYT
9-10	Outcome Managing	Raleigh	CPD
9-11	Negotiation: Coming to Agreement	Denver	CO
9-11	Intro to NLP	Long Island	NYT
9-12	Practitioner Cert Training	New York	NYT
10-12	Intro to NLP	New Paltz, NY	ACT
10-12	Practitioner Cert Training	Amherst	NEI
10-23	Residential Adv Submodalities Cert Training	Boulder	CO
13	Assistant Trainer Training	New York	NYT
15	Expanding the Limits of Your Thinking	New York	NYT
16	Adv Submodalities Cert Training Begins	Salt Lake City	CO
16-18	Sales Excellence	Palo Alto	GLA
16-18	Framework for Excellence (Test-P/MP)	Alexandria	CPD
16-18	Framework for Excellence II	Raleigh	CPD
16-18	Framework for Excellence V	Nashville	CPD
16-18	Master Practitioner Cert Training	Vernon, CT	NEI
17	Therapist Training	New York	NYT
17-18	Emotional Choice for Freedom and Power Leslie Cameron-Bondler	San Francisco	FPI
17-18	Intermed Trg/Supervision in Hypnotherapy	New York	EGE
19-21	Sales Excellence	New York	GLA
19-26	Practitioner Cert Training	New York	ACT
21	Hypnosis Night	New York	NYT
21-22	Intermediate Neuro-linguistics	Palo Alto	GLA
21-23	Adv Negotiation Excellence	New York	GLA
22	Adv Submodalities Cert Begins	Houston	CO
23	27-Day Prac Cert Begins	Austin	CO
23-25	Metaphor	New York	NYT
23-25	Practitioner Cert Training	Long Island	NYT
24	Intro to NLP	Los Angeles	SCC
24-11/1	Advanced Training	California	GLA
28	Young Parents Groups	New York	NYT
28	Open House	New York	NYT
29	Assistant Trainer Training	New York	NYT
30-31	Master Practitioner Training	New York	NYT

* *Sources are listed in the next column.*

NLP Sources

ACT Advanced Communication Trainings
31 Washington Sq. W., Penthouse B
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212-529-9227

BAL BALI Screening Co., Inc.
3131 Whitehall Drive
Dallas, Texas 75229
214-350-6801

BU Boundaries Unlimited
P. O. Box 904
Evanston, Illinois 60204
312-262-2794

CAS NLP Center for Advanced Studies
511 Sir Francis Drake Blvd. #C-213
Greenbrae, California 94904
415-491-1111

CO NLP of Colorado
1221 Left Hand Canyon Dr. JSR
Boulder, Colorado 80302
303-442-1102

CPD Center for Professional Development
324 S. Harrington St., Suite 103
Raleigh, North Carolina 27603
919-834-1771

DLC Dynamic Learning Center for NLP
Box 1112
Ben Lomond, California 96005
408-336-3457

EGE Esther G. Enterline, Ph.D.
144 West 95th Street
New York, New York 10025
212-865-9648

ENI Eastern NLP Institute
P. O. Box 697
Newtown, Pennsylvania 18940
215-860-0911

FPI Future Pace, Inc.
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San Rafael, California 94915
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FW Freedom Workshop
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415-428-1184 / 841-7047

GBC Georgian Bay NLP Centre
Box 1210
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519-538-2821

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4	Young Parents Group	New York	NYT
4	Free Evening NLP Preview	Denver	CO
6	Assistant Trainer Training	New York	NYT
6-8	Practitioner Cert Training	Long Island	NYT
6-8	Practitioner Training	Hartford	NEI
6-8	Belief Systems in Business & Organizations/Robert Dilts	Raleigh	CPD
7	Therapist Training	New York	NYT
7-8	Spellbinding	New York	GLA
7-9	Empowerment - The Power That Produces Success/Leslie Cameron-Bandler	San Francisco	FPI
8	Sales Training	New York	NYT
9	Assistant Trainer Training	New York	NYT
11	Young Parents Group	New York	NYT
11	Hypnosis Night	New York	NYT
11-12	Intermediate Neuro-Linguistics	Palo Alto	GLA
12	Communication Potency for Bus Women	New York	GLA
12-20	Hypnosis Cert Training	Belgium	NYT
13-15	Acting Skills	New York	NYT
13-15	Framework for Excellence III	Raleigh	CPD
13-15	Master Practitioner Cert Training	Amherst	NEI
13-15	Framework for Excellence VI	Nashville	CPD
14-15	Hypnosis 9-Day Cert Training Begins	Los Angeles	SCC
14-15	Practitioner Cert Training	New Paltz, NY	ACT
14-15	2-Day NLP Intro Seminar	Denver	CO
14-15	NLP: An Elegant Tool for Educators	Boulder	CO
14-22	Advanced Training	Pajaro Dunes, CA	GLA
16-22	How to Model!	Raleigh	CPD
18	Young Parents Group	New York	NYT
18	Open House	New York	NYT
20	Therapist Training	New York	NYT
20-22	Ericksonian Hypnotic Language Patterns	Cambridge	MIN
20-22	Self-Concept - Personal Strength That Carries You Through Leslie Cameron-Bandler	San Francisco	FPI
21-22	Phobias and Anxiety Treatment	New York	NYT
21-22	NANLP Northeast Regional Conf	Albany	NANLP
28	Metaphor Refresher	New York	NYT

December

1	Improv for NLPers	New York	NYT
2	Young Parents Group	New York	NYT
2-3	Tele Skills	New York	GLA
3-6	Framework for Excellence VII	Nashville	CPD
4-6	Time of Your Life	New York	NYT
4-6	Practitioner Cert Training	Long Island	NYT
4-6	Practitioner Training	Vernon, CT	NEI
4-7	Master Practitioner Cert	Boulder	CO
5-6	Practitioner Cert Training	New Paltz, NY	ACT
8	Improv for NLPers	New York	NYT
9	Young Parents Group	New York	NYT

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Houston, Texas 77056
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MET Metaformation, Inc.
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MMP Metamorphous Press
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MWI Midwest Institute of NLP
1513 Miami Street
South Bend, Indiana 46613
219-232-1405

NEI New England Institute for NLP
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December 5-6, FRAMEWORK FOR MASTERY, Monterey, CA

NLP Update '87
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John Grinder returns to New York after an absence of some four years. His purpose is to update participants on the latest patterning derived from his continuing modelling activities. Topics for this year, 1987, include:

- The construction and employment of perceptual filters
- Triple description
- Balance in personal organization

October 10-12, UPDATE '87, New York, NY

Advanced Training
The Syntax of Behavior

GDA is pleased to announce the beginning of an annual event—a series of advanced topics. This year the series will be taught by John Grinder, co-creator of NLP, and Robert Dilts, senior author of the reference work, Neuro Linguistic Programming, Vol. I.

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Section 2—Anchoring—the oldest mystery in NLP

Section 3—Belief systems: Their consequences and methods for changing them

Section 4—A review of Gregory Bateson's contribution, and a research model developed from a cybernetic position

Dates:
Syntax #1 . . . . September 25-27, 1987
Syntax #2 . . . . December 18-20, 1987
Syntax #3 . . . . January 8-10, 1988
Syntax #4 . . . . February 26-28, 1988

September 25-27, SYNTAX OF BEHAVIOR #1, Monterey, CA

200 7th Ave., Suite 100
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SCHEDULE OF NLP-RELATED ACTIVITIES

December (cont.)

9	Hypnosis Night	New York	NYT
10	Assistant Trainer Training	New York	NYT
11	Master Practitioner Training	New York	NYT
11-13	Practitioner Cert Training	New York	NYT
11-13	Framework for Excellence IV	Raleigh	CPD
12	Therapist Training	New York	NYT
12	Intro to NLP	Los Angeles	SCC
12-13	Submodalities, Adv Submodalities	Cambridge	MIN
13	Sales Training	New York	NYT
14	Assistant Trainer Training	New York	NYT
15	Improv for NLPers	New York	NYT
16-20	Hypnosis Certification	Paris, France	NYT
18-20	Basic Ericksonian Hypnosis	New York	NYT
18-20	Master Practitioner Cert Training	Amherst	NEI
19-20	Practitioner Cert Training	New Paltz, NY	ACT

January 1988

2	Therapist Training	New York	NYT
5	Improv for NLPers	New York	NYT
6	Young Parents Group	New York	NYT
6	Hypnosis Night	New York	NYT
7	Assistant Trainer Training	New York	NYT
7-10	Master Practitioner Cert	Houston	CO
8	Master Practitioner Training	New York	NYT
8-10	Practitioner Cert Training	New York	NYT
8-10	Practitioner Training	Amherst	NEI
8-10	Framework for Excellence	Nashville	CPD
9	Intro to NLP	Los Angeles	SCC
9-10	Sales Training	New York	NYT
9-10	Practitioner Cert Training	New Paltz, NY	ACT
11	Assistant Trainer Training	New York	NYT
12	Improv for NLPers	New York	NYT
13	Young Parents Group	New York	NYT
13	Open House	New York	NYT
15	Therapist Training	New York	NYT
15-17	Master Practitioner Cert Training	Vernon, CT	NEI
15-17	Framework for Excellence	Raleigh	CPD
15-18	Advanced Submodalities Begins	Wash., DC	CO
16-17	Strategies of Negotiation	New York	NYT
16-17	Relieving Compulsions and Phobias	Cambridge	MIN
18-26	MP Cert Training	Belgium	NYT
19	Improv for NLPers	New York	NYT
20	Young Parents Group	New York	NYT
24-2/1	Practitioner Cert	Paris, France	NYT
27-28	Intermediate Neuro-Linguistics	Palo Alto	GLA
28-31	Practitioner Cert Training	Texas	NYT
29	27-Day Practitioner Cert Begins	Boise	CO
29-2/1	Trainer Training	Boulder	CO
29-2/7	Advanced Training	Pajaro Dunes,CA	GLA
30	Therapist Training	New York	NYT
30-31	Practitioner Cert Training	NewPaltz, NY	ACT
31	Self-Hypnosis	New York	NYT

NLP Sources

NNW NLP Northwest
300 Vine Street
Seattle, Washington 98121
206-448-2121

NYT New York Training Inst for NLP
155 Prince Street
New York, New York 10012
212-473-2852

OCN Oregon Center for NLP, Inc.
311 SW B Avenue, Suite C
Lake Oswego, Oregon 97034
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99 West 10th Street, Suite 222
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503-343-7527

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Ottawa, Ontario K1S 2G9
Canada
613-232-7782

OTC Other Than Conscious Communication
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Friday Harbor, Washington 98250
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PTI Philadelphia Training Inst for NLP
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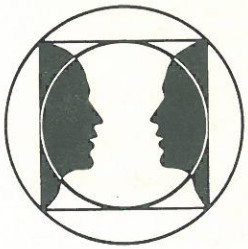
TSI NLP Training Systems, Inc.
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VISUAL SQUASH

continued from p. 8

C: So this is a part that wants you to have good relationships with other people. Is that what this part wants for you?"

[Here I intentionally redescribe the way Joe has stated the part's purpose, because I want to make the positive intention one that puts him in an active role, rather than a passive one. Since I've changed the way the positive intention is stated, I watch and listen to whether he *congruently* agrees with this description.]

Joe: Yes.

C: It's certainly useful to have a part around to do that for you. Now thank this part for what it does for you.

Now, I want you to gradually shift your gaze to the middle, so that you can see both parts at once, one in each hand. Now I'd like you to watch and listen as each part, in turn, expresses some appreciation for the other part's outcome - because my guess is that each of these parts will be far more satisfied when it has the full support of the other. Being your own person has more meaning when you do it in such a way that it enhances your relationships. And it's hard to have *really* good relationships if you just try to please other people without respecting your own needs. You may have noticed that sometimes it's easier to have a good relationship with someone who is his own person than with someone who is just trying to please you.

And now allow both hands to slowly come together - only as fast as these two parts can integrate, keeping the important useful purposes of each, and joining together in such a way that each benefits from the other, losing nothing. And you may be surprised by exactly how they merge when your hands join, so I want you to take all the time you need for these parts to integrate, at their own rate of speed.

As Joe's hands contacted each other and the parts joined, Joe showed dramatic physiological changes: he trembled, his face flushed repeatedly, he sweated quite a bit. This was a good indication that a complete and experiential integration was going on. I suggested that he remain there for as long as he like, simply allowing the integration to complete itself.

I then asked someone else in the group to do the last step - taking this integrated part into himself - when the integration was complete, when the nonverbal changes that were going on had subsided.

Later I suggested to Joe that because the integrated part was a new part, it would probably continue the integration, trying out different behaviors; and if the part wanted more ways to accomplish its purposes, it could alert Joe to the need to do six-step reframing to generate more choices.

In a follow-up report, Joe said someone he knew had helped him do some reframing, and he wasn't having any difficulty with looking at skin magazines compulsively any more. He still looked at them at times, but he didn't feel *compelled* to - or compelled not to.

We still have occasional contact with Joe, and four years later, this change is holding up.

Connirae and Steve Andreas are codirectors of NLP of Colorado.

The Gift of Anger

Charlotte Tenney

Two days later I suddenly realize
How I sold myself short
Trying to be understanding in your eyes.

Staring in disbelief, my just cause
That I had rationalized,
Explained away violation of the laws.

Willing to give up the rights that I deny,
Afraid of your response
Should I choose another path than to comply.

Both of us suffering deeply from my crime;
My sin of omisssion:
Failure to stand up for myself at that time.

The grave indictment upon me now is clear.
I robbed us both of love
Withholding the gift of anger due to fear.

Turtles All the Way Down

continued from p. 7

sketchy description. In fact, you can find that information in the brochure for the seminar. But in the book you can find out what those things mean and how to do them.

Turtles All the Way Down will be appreciated by those who aspire to personal genius, those who enjoy the concepts and verbalizations of Grinder and DeLozier, those who wonder what John and Judith Ann have been up to recently, and those who are seriously interested in human communications.

I say seriously, because there is a lot in this book to ingest and digest. A prerequisite to the seminar is practitioner training or its equivalent, and for good reason. Introducing a John Grinder videotape, Connirae Andreas once said, "At times he uses words and concepts which are richly meaningful to those who have been through this [practitioner] training, but might not be quite so meaningful to those without the background." *Turtles* will also be more meaningful to people with a background in those concepts. And those people can use that background to mine nuggets from almost every page.

The book explores ideas from Bateson and several others as they relate to certain common attributes the authors have identified in people considered to be geniuses. While directly and indirectly leading participants toward developing those competencies, the authors also aim toward more artistic and long-term use of NLP technology.

In some ways, *Turtles All the Way Down* has the same form as its ancestor, *Frogs into Princes*. Both are edited seminar transcripts, they contain light-hearted, irreverent humor, neither has an index, and each has an amphibious title. And each plowed new ground for NLP literature. Taking up where *Frogs* left off, however, *Turtles* takes us quite a bit further down the furrow.

I am glad to see this multilevel material in a book. It is the sort of thing readers will probably want to contemplate with both first and second attention, and read many times - unless, of course, they have turtle recall.

Imperative Self*

continued from p. 6

of inadequacy instead of fulfillment, it offers the opportunity to recognize what essential change in belief or perception needs to take place. Imperative Self* Therapy includes both analysis and treatment of these Core Patterns and answers the questions that began my search.

At last there is a means to reach individuals at the hidden depth that has eluded all other methods.

** Imperative Self* is a protected mark owned by FuturePace, Inc.*

Leslie Cameron-Bandler is a leading NLP developer, author of Solutions, *and coauthor of* The Emprint Method *and* The Emotional Hostage.



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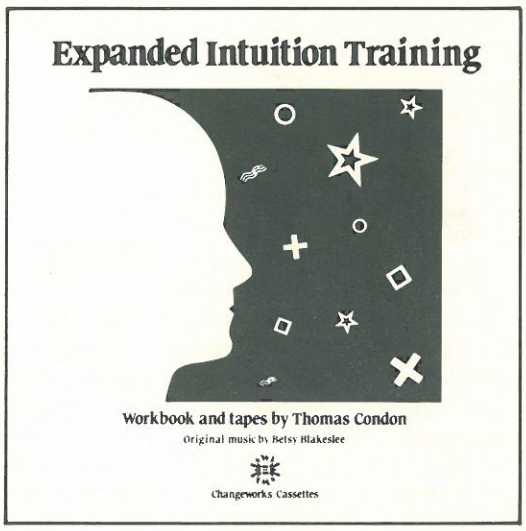
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For additional information regarding the content, pricing policy, and licensing agreement for this manual, please call or write.

NLP Training Programs and videotapes are also available.

NLP of Colorado, 1221 Left Hand Canyon Dr. JSR, Boulder, CO 80302, (303) 442-1102

What is your "Pleasure-Measure" ?

A survey on the quality of life in our society

Pleasure - The condition of consciousness induced by the enjoyment or anticipation of what is felt or viewed as good or desirable; enjoyment, delight, gratification.

The Oxford International Dictionary

Keeping this definition in mind -

1. Select a representative week in your experience and estimate the proportion (%) of your time that you would classify as spent in "pleasure."

   ☐0 ☐ 10 ☐20 ☐30 ☐40 ☐50 ☐ 60 ☐ 70 ☐ 80 ☐90 ☐100

   a. Estimate your longest (uninterrupted) pleasure stint during the past six months:

   _____weeks _____days _____hours

   b. Estimate your longest (uninterrupted) sojourn in non-"pleasure" during the past six months:

   _____weeks _____days _____hours

2. Estimate the proportion (%) of time you experience "pleasure" in:

   a. your work

   ☐0 ☐ 10 ☐20 ☐30 ☐40 ☐50 ☐ 60 ☐ 70 ☐ 80 ☐90 ☐100

   b. your relationships

   ☐0 ☐ 10 ☐20 ☐30 ☐40 ☐50 ☐ 60 ☐ 70 ☐ 80 ☐90 ☐100

   c. being yourself as you are

   ☐0 ☐ 10 ☐20 ☐30 ☐40 ☐50 ☐ 60 ☐ 70 ☐ 80 ☐90 ☐100

Demographic Information

1. Age_____
2. Sex: ☐male ☐female
3. State of health : ☐excellent ☐very good ☐good ☐poor ☐very poor
4. Marital status: ☐married ☐stable relationship ☐single (never married) ☐divorced ☐widowed
5. Number , sex, & age of children_____
6. Occupation_____
7. Years of schooling_____
8. Highest degree_____
9. Annual income_____
10. Ethnic background_____
11. Religion_____
12. Geographic location: City_____State/Province_____Country_____

Send your completed questionnaire to the address below. If you want to receive the results of this survey, please submit a self-addressed, stamped (Canadian) envelope. *The VAK* will also publish the results. Thank you for taking the time to respond.

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1987-88 CALENDAR
LOS ANGELES AREA PROGRAMS

OCTOBER 24
DECEMBER 12
JANUARY 9
MARCH 12

INTRODUCTION TO NLP An overview of the sensory acuity, rapport and intervention skills of the NLP Technology.
PRESENTER: *PEGGI BONGIOVANNI** **TUITION:** $95 *($85 2 weeks prior to each program)*

NOVEMBER 14-15
DECEMBER 5-6
JANUARY 9-10
JANUARY 29-30-31

HYPNOSIS CERTIFICATION TRAINING 9 days of training in the Milton Model with NLP applications for therapeutic intervention. *The last 3 days of training are devoted to Metaphor and may be taken separately by qualified participants. CME's for Physicians, Nursing CEU's and BBSE Approved Education for MFCC's.*
PRESENTERS: *NORMA BARRETTA, Ph.D.** AND PHILIP BARRETTA, MA, MFCC*** **TUITION:** $1000 *($850 prior to 10/19 or $900 prior to 11/2)*

FEBRUARY 12-13-14

LOVE, HONOR AND NEGOTIATE A workshop for couples committed to reviewing and revitalizing their relationship. The NLP techniques are one of many models used in this workshop to encourage, nurture and sustain respectful communication and the opportunity for growth.
PRESENTERS: *PHILIP AND NORMA BARRETTA* **TUITION** $750 per couple *(includes Hotel) ($700 prior to January 11)*

FEBRUARY 27-28
MARCH 19-20

EFFECTIVE COMMUNICATIONS FOR ADMINISTRATORS: NLP IN ACTION A USC extension course (2 units) for the USC School of Public Administration. **PRESENTER:** *NORMA BARRETTA, Ph.D.***
TUITION AND REGISTRATION INFORMATION AVAILABLE THROUGH USC.

MAY 5-9

PERSUASION IN BUSINESS COMMUNICATION A powerful 5 day course in the recognition and utilization of hypnotic patterns in business and professional contexts. **PRESENTER:** *CHARLOTTE BRETTO**, CEO of the Center for Professional Development.* **TUITION** $595 (includes workbook) *($545 prior to April 8)*

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FOR INFORMATION/REGISTRATION CLIP AND MAIL TO:
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