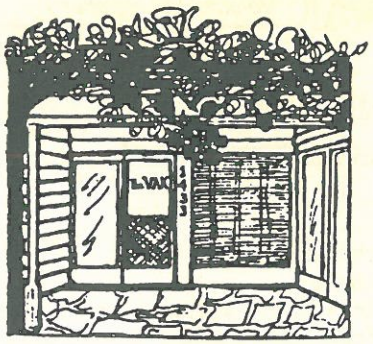
THE VAK



International NLP Newsletter

Volume VI, Number 1 *Winter 1987/88*

BANDLER Trial Opens

On December 1, in Superior Court in Santa Cruz, California, prosecution and defense attorneys gave opening statements at the trial of Richard Bandler, accused of murdering a neighbor, Corine Christensen, on November 3, 1986.

Richard's lawyer, M. Gerald Schwartzbach, gave the jury his view of what the evidence would show - that James Merino, "a sick and dangerous man," not Richard Bandler, had murdered the woman. Marino, described by Schwartzbach as a convicted felon and drug dealer, had been romantically linked with the victim and was also present at the time of her death. According to earlier testimony from Michael Weal,

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DOVETAILING: A Strategy for All Seasons

Genie Z. Laborde

Editor's Note: *I first saw this strategy in action at a NANLP Regional Meeting in Berkeley, November 1986. Many participants in this exercise, which was designed and led by Genie Laborde, were astonished at the insights they received in the 15 minutes they took to try "dovetailing." The following description is adapted from Genie's forthcoming book,* Fine Tune Your Brain.

THE DOVETAILING CIRCLE

"Dovetailing" is a woodworking term to describe the skillful fitting of two interlocking parts to form a strong joint or whole. When you and your communication partner dovetail, you will have a strong union based on mutually beneficial outcomes.

To see how dovetailing works in communication, try this exercise: First, select an experience, business or personal, that did not turn out as well as you would have liked - one in which you and your partner did not achieve your outcomes.

On page 6 is a dovetailing circle. Using that circle, write your outcome on line 1. Then write the other person's outcome on line 2. Use your

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Other-Than-Conscious Communication
Part 1

Eric Oliver

More than two decades ago, Linus Pauling made the observation, as a warning, that children raised within the next generation would all stand tipped over to the left because of the overemphasis on the digital, left-brain aspects of their worlds. Today, when cancer surgeons are writing books about self-healing and attorneys are predicting mistrials based on nonverbally communicated bias, it seems his warning has begun to be acknowledged. There are over 5500 years of anecdotal records of individuals achieving miraculous things for themselves utilizing a phenomenon frequently labeled "hypnosis." It is that phenomenon, in its various aspects, which has enabled people to achieve things beyond their expectations.

For over eighty years now, individuals have attempted to adapt observations of that phenomenon at work to their various theories about how the mind might function. For over forty of those years, Dr. Dave Dobson has taken a different tack. He paid close attention to the phenomenon as people demonstrated and communicated it, then devised a concept to more closely fit the phenomenon itself. In practice, Other-Than-Conscious-Communication could be called a "description" of the natural way people communicate and learn. Because it respects the way people utilize the phenomenon called "hypnosis" in their daily lives, unlike most theories about human functioning, it can be appreciated and validated in

continued on page 3

NETWORK

Grinder Resource Center Expands
After 4 1/2 years of functioning within Grinder DeLozier & Associates, the Grinder Resource Center has expanded into a separate company. Laura Grinder, heading the new organization, tells us that the Center will be publishing and distributing products in NLP and related fields. Currently, in addition to acting as a resource for NLP books, audio- and videotapes, the Center is soliciting manuscripts and finished tapes for production and/or distribution.

This year the Center has added a holiday gift program - providing books, tapes, tea, coffee, nuts, fruits, cookies, and flower bulbs in festive baskets. And Laura informs us that the Center staff has exercised rigorous quality control by thoroughly testing all the edibles. (Mmmm-perhaps *The VAK* should review them as well. . . .)

You can contact the Center at 110 Kenny Court, Santa Cruz, CA 95065 (408-476-6618).

NLP of Colorado Changes Its Name
Having expanded its trainings to different metropolitan areas across the country, NLP of Colorado has revised its name to reflect its wider scope of activities. Henceforth, NLP of Colorado shall be known as NLP Comprehensive. According to the directors, Connirae and Steve Andreas, the new name was also selected to convey the organization's philosophy of in-depth, thorough trainings.

Next, perhaps, an expansion to "Left *and Right* Hand Canyon Drive"?

NLP Action Course
Norma Barretta, Co-Director of the Southern California Center for NLP, will teach Neurolinguistics in Action at the USC School of Economics and Business, February 27-28 and March 19-20. The course provides 2 graduate credits. For information, call the Center at 213-833-4234.

At Home with Leslie
A new NLP Home Study Program featuring Leslie Cameron-Bandler and Michael Lebeau is now available. Comprising a study guide and video, the program covers NLP basics and demonstrates the techniques of outcome framing, anchoring, new behavior generator, reframing, and resource strategy. The cost is $75.00.

For more information, contact FuturePace, P.O. Box 1173, San Rafael, CA 94915 (415-485-1200).

Time Warp?
Time magazine has just discovered the New Age. The December 7 cover story is entitled "New Age Harmonies." For those who missed it, look for Shirley MacLaine on the cover.

The VAK Celebrates the Season ◆ ◆ ◆

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THE VAK



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Overseas rates - 1 year, $35;
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 **February 1**. Advertising rates are available on request.

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

Please address correspondence to

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The VAK
1433 Webster Street
Palo Alto, CA 94301

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OTCC

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the immediate experience of any individual, without special study.

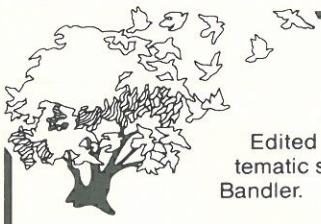
What follows is my attempt to describe some basics of that "description" called Other-Than-Conscious Communication (OTCC) and the psychological concepts which guide its utilization, which Dave calls "No-Fault Psychology." As I wish to be as consistent with the OTCC approach in this effort as I can, I will concentrate on relating experiences which might make the territory more familiar without much analysis.

Everyone has tried, at one time or another, to recall the name of a person or a song and gotten it only to the "tip of the tongue." After struggling, we usually give up, and then two minutes, two days, or two hours later have the experience of the name just popping in without thinking about it. The awareness seems to come as a gift, with no conscious thoughts on the subject at the moment we receive that gift. Everyone knows what this experience is like, just as we know what it's like to have the gift of conscious awareness temporarily withheld.

Can you remember the last time you drove past your regular exit on the freeway or momentarily forgot the name of a close friend while introducing him/her to someone else? Those are all everyday situations during which something quite important does not escape our notice, as it most often does.

"What if those Other-Than-Conscious parts are you, and what you call consciousness is an elegant gift of those parts?" Dave has asked. Consciousness, or what we might call simply thinking or living, is a gift, and it can be quite limiting. In the nineteenth century William Harvey Jevons first proposed that conscious attention is limited to only 7 bits each second. The remainder of our life experiences lie within the realm we are calling Other-Than-Conscious. It is the expression of those Other-Than-Conscious experiences and their gift as consciousness that make up each life's time, whether we do it poorly or with some grace. According to some

continued on page 4



New Richard Bandler NLP Videotapes

Edited from an exceptionally thorough and systematic submodalities and hypnosis training by Richard Bandler.

1. Amplifying Kinesthetic States and Body Work $85 purchase
How to use nonlinear submodality relationships to amplify desired kinesthetic states and future-pace these states into appropriate contexts, with specific reference to sexual functioning. He also demonstrates his unique form of body work, developed out of his observation of Moshe Feldendrais and others. (117 min.)

2. Nonverbal Elicitation and Change $65 purchase
Demonstrations, discussion, and exercises for using nonverbal anchoring, presuppositions, and sensory acuity to gather submodality information and make covert changes. (78 min.)

3. Presuppositions and Hypnosis $50 purchase
How presuppositions change submodalities, and the direct use of submodality shifts to induce altered states. (63 min.)

4. Redesigning and Chaining States $85 purchase
Utilizing the submodalities of time to install attitudes, mood states, and behaviors that are inevitable because they have subjectively already happened, and the use of trance and finger signals for unconscious installation and contextualization. (96 min.)

5. Convictions, Beliefs, and Reality $65 purchase
Working with beliefs, convictions, and reality strategies to make lasting changes. Using submodalities to separate states or to synthesize new states. (82 min.)

20% Discount when you order complete set of 5 videotapes ($280).

New Andreas NLP Training Videotape

★ **Shifting the Importance of Criteria.** $50 purchase
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While not a substitute for experiential NLP training, these videotapes are graphic illustrations of NLP in action.

To Order: Make check payable to: NLP of Colorado, and send to: 1221 Left Hand Canyon Dr., JSR, Boulder, CO 80302. List the tapes you want and specify VHS or Beta format (and PAL system if applicable). Call (303) 442-1102 for information.

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OTCC

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researchers, Other-Than-Conscious parts of our mind operate at more than 200 million bits per second, presenting us with a conscious 7 bits, but not limited to that. Dave is among those who have noticed that communication is not limited to just that in which we are consciously engaged, but more of the Other-Than-Conscious functioning as well. Additionally, he has noticed the link between the communication of ongoing processes out of our consciousness and our performance overall.

Noam Chomsky, an expert in the field of linguistics, said that more than 80% of our communication occurs outside the spoken word. Like many experts in human interaction, Chomsky acknowledged this arrangement while dedicating his life to an investigation of the less than 20%. Dave got curious about the more than 80% outside consciousness, and noticed that when there are two communications (as there always are), the Other-Than-Conscious one will be responded to first - many times to the exclusion of the conscious, verbal message. From observations of thousands of clinical and business clients, Dave has compiled an alternative concept of human functioning he calls "No-Fault Psychology." This approach differs in some very fundamental ways from most current notions about how people develop and progress in life, and how they might enjoy the trip a little more.

Most people can drive a car. If you think back to the first time you drove, you might notice how awkward the experience was, and how clumsy you may have felt coordinating your movements and attention in unfamiliar ways. Shift your attention to the last time you drove and notice that there might be a certain automatic quality to your performance. Some people can drive a familiar road, reach their destination, and realize they have little conscious recollection of the trip. Others occasionally find themselves lingering at a stoplight long after it has changed to green. Few are actually conscious of the routine of starting the car.

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OTCC

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We seem to build patterns to respond to the situations in our lives. The situation of getting from here-to-there can lead to the development of the pattern we call driving. The fairly short time required to overcome that initial awkwardness and make the pattern automatic - in a potentially life-threatening situation - is a testimony to our ability to build patterns. According to 1950s' experiments in California, 90% or more of our experience of daily life is relegated to these patterned responses.

The evidence is pretty well established that most of the patterns we use throughout our lives are determined before the age of seven. Most people learn to drive after the age of seven. You might suppose you learned the patterns that permit you to do so at that later age as well, but that may not be the case. (Incidentally, "do so" includes the patterns called "driving" as well as those involved in "supposing." "Thinking" patterns make up a great deal of the 80% plus of your communication outside consciousness each second.)

Pavlov's famous dogs learned not only to salivate at the sound of a bell, but at the sound of the trainer opening a door to the room, then at the sound of footsteps outside the door, and eventually, at a particular time of day - a process Pavlov called "translation."

In a similar manner, we can "translate" responses we learned to associate with one situation to other situations farther down the road. This translation, as with the original patterns, takes place Other-Than-Consciously. Driving requires the precise coordination and manipulation of approximately 660 muscles, of vision, hearing, tactile sensations, and critical faculties too numerous to count. Those same requirements were present for each individual to confront in a here-to-there situation at a much younger age than when s/he learned to drive. That earlier learned pattern is called walking. All that complicated

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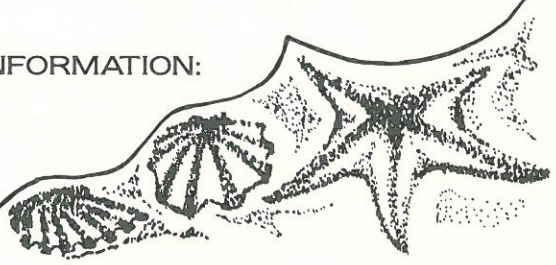
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1. Write your outcome on line 1.
2. Write the other person's outcome on line 2.
3. In the small circles, write each of your outcomes in sensory-based terms. What would you and your partner *see*, *hear*, and *feel* if you had your outcomes?
4. Now, think of a creative way to obtain both outcomes.
5. Write this Dovetailed Outcome on the last line.

© Genie Z. Laborde

DOVETAILING

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imagination if you are not sure what the other person's outcome was. Describe the two outcomes in sensory-based terms. Write what you would see if you obtained your outcome. What would you hear? What would you feel? Now write what your partner would see, hear, and feel after getting his/her outcome. Use your imagination, your intuition, if you do not know exactly. When you have filled in the blanks, can you dovetail an outcome to satisfy both your needs? Be creative and flexible in your solutions.

This is an excellent exercise to do with another person, who can play your partner after you describe the details of your interaction. A partner can also help provide new insights and options. Some people discover during the exercise that they and their original partners had identical outcomes, but their communication was so poor they never realized it. Thus they were left frustrated, with an unresolved conflict.

Try dovetailing; it works!

BANDLER

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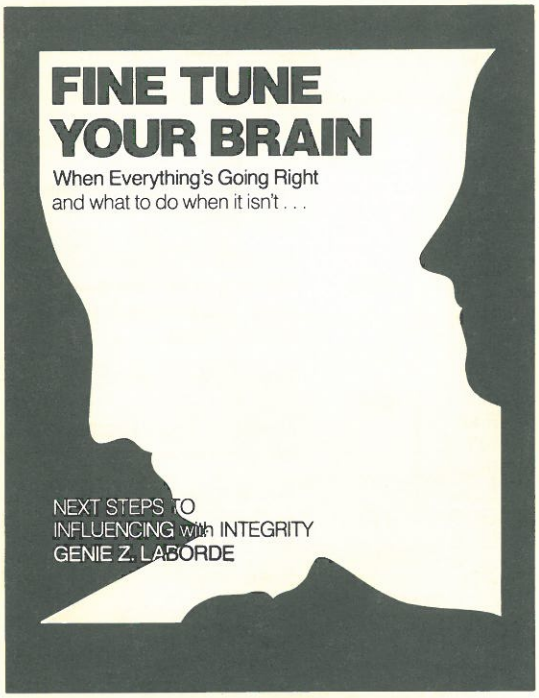
who rented a house from Marino, the witness had threatened harm to the victim just days before her death.

Marino has testified that Richard shot Corine Christensen. Subpoenaed to appear at the trial, he has not yet responded, and a warrant has been issued for his arrest. Earlier, the District Attorney's office had stated that Marino was crucial to the case.

Schwartzbach advised the jury that the evidence was complex and would require their close attention. He asked them not to make any judgments in the early stages of the trial, which is expected to last through January, with a two-week recess in December.

Many of Richard's friends and colleagues were in the courtroom in a show of support for the co-founder of NLP.

The Bandler Defense Fund Hotline is in service again and will provide updates during the trial. That number is 408-684-0276.



Special Holiday Prepublication Offer for VAK Subscribers

Fine Tune Your Brain

Next Steps to *Influencing with Integrity!*

By Genie Z. Laborde

Available in January, this richly illustrated 304-page hardcover edition picks up where *Influencing with Integrity* left off, presenting advanced change techniques, including reframing, unlearning fears, and change history. With an emphasis on congruent communication, the author teaches readers how to recognize negative communication patterns and use specific antidotes for them, how to create a resource state, and how to construct powerful complex metaphors.

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SCHEDULE OF NLP-RELATED ACTIVITIES

JANUARY			Source
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	Prog Cert Training I	San Francisco	CAS
7-10	Master Prac Cert	Houston	CO
7-11	Prac/MasterPrac/AsstTrainer Cert	New York	NYT
8-10	Syntax 3 - "Belief Systems"	Monterey	GDA
8-10	Prac Cert	Long Island	NYT
8-10	Framework for Excellence	Nashville	CPD
9	Hypnosis Night	Los Angeles	SCC
9-10	Sales Training	New York	NYT
9-10	Ericksonian Hypnosis	New York	EGE
9-10	Other-Than-Conscious Comm	Syracuse	OTC
13	Young Parents Group	New York	NYT
13	Open House	New York	NYT
13	Intro Evening	Palo Alto	GLA
14-16	Ericksonian Hypnosis I	Montreal	CQP
15-17	Framework for Excellence	Raleigh	CPD
15-17	Beliefs and Health Seminar	Santa Cruz	DLC
15-18	Advanced Submodalities Begins	Wash., DC	CO
15	NLP Apprenticeship	Berkeley	FW
16	Communication and Fast Change	Berkeley	FW
16	Prac Training Begins (wknds)	Los Angeles	GDA
16	Marketing Your Vision	Monterey	GLA
16-17	Intro to NLP	Los Angeles	GDA
16-17	Negotiation	New York	NYT
16-17	Relieving Compulsions and Phobias	Cambridge MA	MIN
16-17	NLP Intro	Albany	NYT
16-17	Intermed Trg in Hypnotherapy	New York	EGE
16-17	Other-Than-Conscious Comm	New York	OTC
18-26	Master Prac Cert	Brussels	NYT
20	How to Influence with Integrity	Boston	GLA
20	How to Influence with Integrity	San Francisco	GLA
20-24	Presentation Skills	Dallas	GDA
22	NLP Apprenticeship	Berkeley	FW
22-24	Business Cert	New York	NYT
23	Communication and Fast Change	Berkeley	FW
23-31	Prac Cert	Paris	NYT
22-31	Ericksonian Hypnosis	Scottsdale AZ	GDA
23-24	Ericksonian Hypnosis	New York	EGE
26-28	Communication Excellence	Palo Alto	GLA
26-28	Communication Excellence	West Virginia	GLA
27-28	Intermediate NLP	Palo Alto	GLA
28-2/1	27-Day Prac Cert Begins	Boise	CO
29	NLP Apprenticeship	Berkeley	FW
29-30	Dependencies	New York	NYT
29-31	Basic NLP Trg I	Montreal	CQP
29-2/1	Trainer Trg	Boulder	CO
29-2/7	Advanced Training	Monterey	GLA
30-31	Intermed Trg in Hypnotherapy	New York	EGE
31	Self Hypnosis	New York	NYT

FEBRUARY			
5	NLP Apprenticeship	Berkeley	FW
5-6	Basic NLP Trg I	Quebec	CQP
6	Teaching Strategies	New York	NYT
6-7	Ericksonian Hypnosis	New York	EGE
10	Intro Evening	San Francisco	GLA
11-15	Pragmagraphics, Meta-Systems, Sleight of Mouth	Santa Cruz	DLC
12	NLP Apprenticeship	Berkeley	FW
12-14	10-Day Ericksonian Hypnosis Cert Begins/C. Erickson, T. Condon	Clearwater FL	SOU

NLP Sources

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Advanced Communication Trainings
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CAS
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SCHEDULE OF NLP-RELATED ACTIVITIES

FEBRUARY (cont)			Source
12-14	Personal Evolution	Monterey	GDA
12-15	Emprint Trg: L. Cameron-Bandler, M. Lebeau, D. Gordon	San Francisco	FPI
13	How to Influence with Integrity	San Francisco	GLA
13-14	Persuasion Strategies - Selling	Cambridge MA	MIN
13-14	Changing Limiting Beliefs and Self Images	Cambridge MA	MIN
16-18	Sales Excellence	San Jose	GLA
17	Mind Training	New York	NYT
17	NLP Apprenticeship	Berkeley	FW
18-21	Prog Cert Trg II	San Francisco	CAS
19	NLP Apprenticeship	Berkeley	FW
19-21	Left/Right Brain	New York	NYT
20-21	Ericksonian Hypnosis	New York	EGE
20-21	Other-Than-Consciousness Comm	Minneapolis	OTC
22-24	Sales Excellence	New York	GLA
24	Mind Training	New York	NYT
26	NLP Apprenticeship	Berkeley	FW
26-28	Syntax #4 - "Batesonian Model"	Monterey	GDA
26-28	Basic NLP Trg II	Montreal	CQP
26-29	MAP Course - Imperative Self Therapy: L. Cameron-Bandler, M. Lebeau, D. Gordon	San Francisco	FPI
27-28	Business Cert	New York	NYT
27-28	Intermed Trg in Hypnotherapy	New York	EGE
27-28	Other-Than-Conscious Comm	Milwaukee	OTC

MARCH			
2	Mind Training	New York	NYT
4	NLP Apprenticeship	Berkeley	FW
4-6	Basic NLP Trg II	Quebec	CQP
5-6	Advanced Metaphor	New York	NYT
9	Intro Evening	San Francisco	GLA
9	Mind Training	New York	NYT
10-13	Prog Cert Trg III	San Francisco	CAS
11	NLP Apprenticeship	Berkeley	FW
11-13	Eating Disorders	New York	NYT
11-14	Master Prac Cert	Salt Lake City	CO
11-14	Emprint Trg: L. Cameron-Bandler, M. Lebeau, D. Gordon	San Francisco	FPI
16	Open House	Long Island	NYT
16	How to Obtain One's Outcomes	San Francisco	GLA
18	NLP Apprenticeship	Berkeley	FW
18	How to Influence with Integrity	New York	GLA
18-20	NLP Intro	New York	NYT
18-20	Prac Cert	Albany	NYT
18-21	MAP Course - Imperative Self Therapy: L. Cameron-Bandler, M. Lebeau, D. Gordon	San Francisco	FPI
19-21	Framework for Excellence Begins	Alexandria VA	CPD
21-23	Negotiation Excellence	New York	GLA
21-24	Train the Trainer	Orlando FL	SOU
23	Mind Training	New York	NYT
23-25	Communication Excellence	West Virginia	GLA
24-25	Advanced Negotiation Skills	New York	GLA
25	NLP Apprenticeship	Berkeley	FW
25-27	Acting	New York	NYT
25-27	Ericksonian Hypnosis II	Montreal	CQP
26-27	Instruc Design/Presentation Skills	Cambridge MA	MIN
26-27	Working with Families, Using NLP	Cambridge MA	MIN
26-27	Modeling Expert Patterns	Clearwater FL	SOU
26-31	Prac Cert	Paris	NYT
30	Mind Training	New York	NYT

NLP Sources

MET Metaformation, Inc.
235 Dorchester Blvd. E, Suite 202
Montreal, Quebec H2X 1N8
Canada
514-397-9402 / 486-1282

MGI Michael Grinder, Inc.
16303 N. E. 259thth Street
Battle Ground, Washington 98604
206-687-3238

MWI Midwest Institute of NLP
1513 Miami Street
South Bend, Indiana 46613
219-232-1405

NEI New England Institute for NLP
RFD 3, Pratt Corner Road
Amherst, Mass. 01002-9805
413-259=1248

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

OTC Other-Than-Conscious Communication
P. O. Box 697
Friday Harbor, Washington 98250
206-378-5393

PTI Philadelphia Training Inst for NLP
275 South 19th Street, Suite 700
Philadelphia, Pennsylvania 19103
215-546-3604

SCC Southern California Center for NLP
929 Barhugh Place
San Pedro, California 90731
213-833-4234

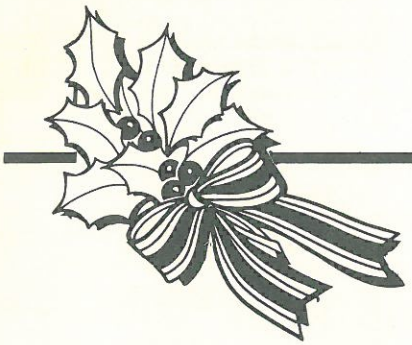
SOU Southern Institute
of Neuro Linguistic Programming
Box 529
Indian Rocks Beach, Florida 34635
813-596-4891

SPC Spectrum
938 West Fifth Street
Winston-Salem, North Carolina 27101
919-761-0650

SCHEDULE DEADLINE FOR NEXT ISSUE
February 1, 1988

This Poem Comes to You
Along with Our Best Wishes for the Holiday Season

From the Staff and Trainers of Grinder Laborde Associates
All Around the World!



Children of Tomorrow

Children, Children
What do you see?

Rainbows and Butterflies
Mushrooms and Cherry pies
Fairies' wings and Candy tree
These are things that children see.

Children, Children
What do you hear?

Thunder and Kitten's purr
Ice Cream bells and Silence stir
Flowers bloom and Spirits near
These are things that children hear.

Children, Children
What do you feel?

Sun rays and Mother's cheek
Ocean air and Excitement's peak
Shooting stars and Joy areal
These are things that children feel.

Children, Children
What do you know?

Laughing faces mean fun
Love, Joy and Peace are one
Only when all Truths behold
Will our Universe unfold.

8/81

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OTCC

continued from page 5

choreography of muscles and perceptions can be conditioned to enable us to crawl, then walk, then run, and maybe even to drive. And just as with Pavlov's dogs, the conditioning (or "anchoring") is a self-regulated phenomenon - learned and reinforced Other-Than-Consciously.

Since the advent, a little over ten years ago, of the "alphabet" for human communication known as NLP, Dave has had a language to get across his ideas more easily. He has used the codification of the NLP awarenesses to demonstrate how each person can direct his/her Other-Than-Conscious parts to function more elegantly in the present, and perhaps outgrow some outdated responses. NLP makes explicit how our gestures, words, and eyes signal the quality of information our brain is using each moment. People seem to make sense of their world with their senses, particularly the visual, auditory, and kinesthetic senses. (You can validate that observation by trying to imagine a thought not composed of some or all of each of those elements.)

Einstein stated his belief that the human body was designed to carry the human brain, not vice versa. That body, it seems, responds in observable ways to the mental processes ongoing within it. In other words, our bodies advertise the quality of sensory information predominant in the patterns we each use, moment to moment, to get through our days. Recognizing that communication of the processes outside consciousness provides you with the opportunity to act in ways that are more respectful of the 80% plus that people communicate of themselves outside spoken language. Additionally, with practice, that same effort to be respectful of others' communication can reap benefits in our own improved functioning.

Eric Oliver is an associate of Dave Dobson's and makes presentations on Other-Than-Conscious Communication throughout the country.



Seasons Greetings
from
Robert Dilts & Todd Epstein
and the Staff of the
Dynamic Learning Center



December 11-15, 1987
Modeling & Co-Modeling & Trainer Training

January 15-17, 1988
Beliefs & Health Seminar

February 11-15, 1988
Pragmagraphics, Meta-Systems & Sleight of Mouth

April 14-18, 1988
Unified Field Theory & Trainer Training

May 19-23, 1988
Creativity & Strategies of Genius

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Associate Trainer Residential Certification Program
Location: University of California, Santa Cruz

August 14-31, 1988
Master Practitioner Residential Certification Program
Location: University of California, Santa Cruz

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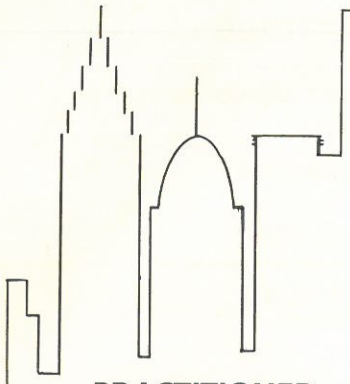
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(date indicates beginning of training)

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Jan. 23, 1988
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Feb. 5, 1988
Albany, N.Y.
Mar. 18, 1988
Cape Cod Residential
Aug. 8, 1988

MASTER PRACTITIONER

New York City
ongoing
Brussels, Belgium
Jan. 8, 1988

HYPNOSIS

Brussels, Belgium
Nov. 13, 1987
Paris, France
Dec. 16, 1987
Cape Cod Residential
July 22, 1988

BUSINESS

Brussels, Belgium
Oct. 27, 1987
New York City
Jan. 22, 1988

TRAINER

New York City
ongoing
Brussels, Belgium
ongoing

"Anné Linden is a woman of tremendous wit and style who brings a wealth of personal integrity and a fierce commitment to the well-being of her students and to all of her trainings." *Leslie Cameron-Bandler, co-developer of NLP*

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Bruce Dillman Reviews -

Change Your Mind - And Keep the Change

Connirae and Steve Andreas. Real People Press, Moab, Utah, 1987. Cloth: $12.00 Paper: $8.50

We've come a long way, baby! Many of us can remember a time when even television stations did not have the videotape we take for granted today. Some even remember when there were no television stations. We can also remember when something entitled "Eliminating Compulsions" would probably be a ponderous tome - long on theories and polysyllabic verbalizations, and short on interest and efficaciousness. Today, readers of these columns will not raise an eyebrow on learning that "Eliminating Compulsions" is just one of ten chapters in Steve and Connirae Andreas's new book on advanced NLP submodalities interventions.

Those who are familiar with Steve and Connirae's training programs and the four NLP books they edited for Real People Press would expect this book to be easy to understand, useful, and usable - even entertaining. And it is - for people with a knowledge of basic submodality patterns as taught in various workshops and described in the preceding book in the series, *Using Your Brain - for a Change* by Richard Bandler. *Change Your Mind - And Keep the Change* deals with advanced patterns, and the authors strongly recommend that readers have a submodalities background to "get full value from the patterns." In fact, this book does not even explain what submodalities are.

Several times *Change Your Mind* refers to submodality patterns in *Using Your Brain - for a Change* and also to patterns described in other books by Richard Bandler and John Grinder. This new book follows the style of the others - transcripts of several workshops edited (by Michael Eric Bennett, Donna Wilson, and the authors) to include all the good stuff and to seem like one continuous workshop, including exercises. Steve and Connirae have been teaching these patterns for several years. They learned some of them from Richard

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REVIEW

continued from page 12

Bandler and they developed some themselves. Bandler notes in the Foreword, "Their teaching is widely known for its integrity, ecology, and attention to detail, and this is also clearly reflected in this book."

Thanks to those qualities, *Change Your Mind* can give you - if you have the necessary background - detailed procedures for bringing about specific desired changes, important ecological considerations, and some ways to avoid unwanted outcomes.

Now I just *have* to tell you about some of the subjects covered, such as "Eliminating Compulsions." But that may not be the most important chapter. Maybe "Shifting the Importance of Criteria" is more important. I believe the "Internal/ External Reference" chapter is significant, but if you don't, you're probably right. Most of us could use "A Strategy for Responding to Criticism." And the authors say "the way you think about time has a surprising impact on your experience," so their first two chapters deal with time.

Is your future bright? Is the past behind you? These may be figures of speech in ordinary life, but they are specific, literal questions for someone investigating the submodalities of a person's representation of time. How can you find out how someone represents time? What are the critical submodalities? When is it useful to change a timeline? How can you give a future to someone who does not seem to have one? What ecological questions should you consider before making changes? How can the verb tenses you use affect your change work? You will be learning some fascinating answers to questions like these while reading this book.

Change Your Mind - And Keep the Change is useful for people who help others change and for those who want to change some things for themselves. For example, I have this compulsion about reading NLP books. . . .

◆ ◆ ◆



NLP Comprehensive Announces . . .

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"Found Loose in the Mails"

This suggestion of wantonness was stamped on items that arrived at *The VAK* office recently - a gentle reprimand from the Postal Service, which found the strays (a subscription order and a check) and delivered them safely.

Alas, I fear, there are more items "loose in the mails" - envelopes that do not reach their destinations, issues that go unread. It brings gloom to my heart to see a returned issue of *The VAK* stamped "No forwarding address" or "Unknown," or even "Déménage." And occasionally, dutiful change-of-address cards arrive - absolutely blank on the back (the last was postmarked Tampa, Florida, October 24).

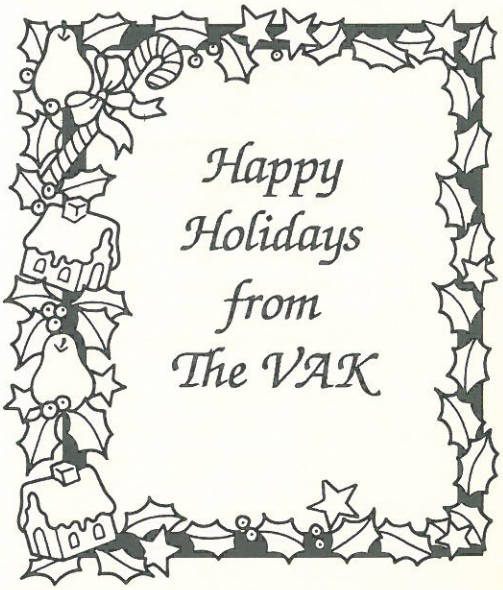
So, dear readers, if any issues of *The VAK* have not reached you, please let us know. And be sure and send us your current address.

❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄ ❄

VAK Holiday Special

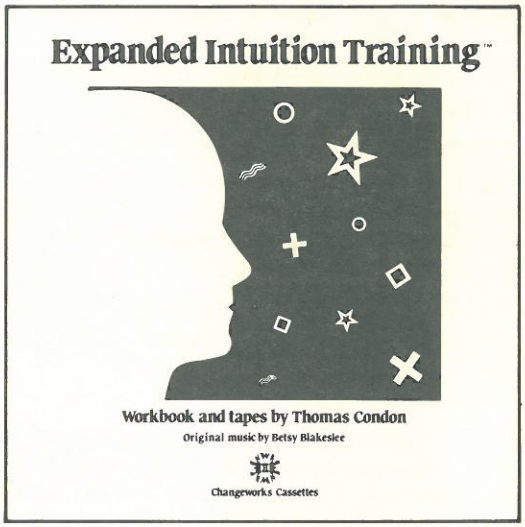
This holiday season you can renew your subscription, start a subscription, or send a gift subscription at special holiday prices. Simply fill out the order blank on page 2, deduct $5.00 from the published rates and mail your order to *The VAK* by January 30.

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The Dynamics of Effective Presentation

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NLP & ERICKSONIAN HYPNOSIS

Scottsdale, AZ

January 22-31

This entry level program is designed to start the student of human behavior on a life-long pursuit of patterns of excellence in the realm of conscious-unconscious processes.

Milton H. Erickson is the source (and inspiration) for the majority of the patterns offered in this course.

Advanced Training

Personal Evolution

Carmel, CA

February 12-14

This small, personally oriented seminar taught exclusively by John Grinder, is designed for participants to bring their own objectives to the seminar. John uses the entire body of material known as NLP together with his personal resources to work closely with the participants in achieving their goals. Typically some artistic and physical integration activity (African inspired percussion and dancing) is included. Prerequisite for this seminar is either certification or current participation in a GDA certification program. Participation limited to 30 persons.

PREREQUISITES TO PERSONAL GENIUS

New York, NY May 18-22

Developed in 1986-87 and presented personally by Judith DeLozier and John Grinder, the Genius seminar is a five day training which explores patterns inevitably found by Grinder and DeLozier in their modelling of geniuses in our society. These are the patterns of behavior consistently discovered by the modellers, independent of the professional or personal history of those modelled. The substance of the Personal Genius seminar consists of patterns of excellence resulting from a decade of modelling of genius by the presenters.



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