THE VAK



International NLP Newsletter

Volume VII, Number 1 *Winter 1988/89*

Insights into a Troubled Learner

Jean Benford

Joey woke up in a wet bed, metaphorically already "pissed off" as he started his day. His mother was impatient as she dealt with another set of wet sheets and this child with learning and behavior problems.

Joey had been labeled "learning disabled," with problems in fine motor skills. His small-muscle coordination was poor, making it difficult for him to print his name, cut with scissors, or draw. This difficulty caused him an incredible amount of frustration and embarrassment, especially since these skills were so strongly emphasized in his first-grade curriculum and the other children seemed to do them so easily.

Joey got one hour of individualized help from the resource specialist, and for the rest of the day he struggled to cope in a regular classroom. On a one-to-one basis, Joey was affectionate and charming, but he just couldn't handle being in a large group.

Joey had developed a disruptive coping strategy. At first he tried to avoid any writing tasks by crawling under tables, but his teacher ignored him. Joey learned to escalate his behavior to the point where the teacher had to deal with him. Whenever she asked him to write something on his paper, he created a disturbance and

continued on page 3

NANLP Forms Interest Sections

In response to member requests, Board approval has been given to a plan to develop sections within NANLP to create and promote activities that reflect specific interest areas. The sections will provide standards and guidelines for the various professional applications of NLP, establish a code of ethics that reflects the professional activities of the section's membership, and encourage and support the research, development, and utilization of NLP, integrating NLP skills with other skills and models within each profession.

Initially, seven professional and interest sections will be created:

continued on page 2

Holiday BLUES? Or - Do You See RED for Christmas?

Genie Z. Laborde

Depression and anger are two emotions that appear as regularly as turkeys and Christmas trees this time of year. The "holiday syndrome" - whether dread, avoidance, disappointment, or all three - need no longer be part of your holiday. You can change these negative emotions by a few simple steps:

1. Be aware of your feelings.
2. Trade hope for responsibility.
3. Make the implicit, explicit.
4. Recognize old patterns.
5. Change nonuseful patterns into joy patterns.

Let's look at these steps one at a time.

Step 1 - Awareness. Stop kidding yourself by pretending to enjoy activities, people, events that you hate. Instead, *notice* what response is occurring in you. If the response is a pleasant one, continue. You might even notice the stimulus evoking the response - say, a child's smile, your boss's approval, or your mother's touch - and encourage this trigger to be repeated. It is almost impossible to have too many good, pleasant feelings. We human beings seem to

continued on page 5



NETWORK

Into Africa

Trainers Janice Gray and Derek Balmer of NLP Centres, GDA's Canadian affiliate, found their August trip to Gambia so illuminating that they are organizing a return trip February 8-22. Janice reports the first trip taught them much about entering into another culture where rapport-building is keenly understood and negotiation is a game. And the linguistic skills of the Gambians, who typically speak four or five languages, offered excellent models for exploring language subtleties.

Janice says the group will enter into tribal life, in twos and threes, so they can be comfortably absorbed. A three-day orientation precedes the village stay, and a two-day buffer at a coastal resort concludes it. For more information, call the Toronto office, 416-283-3461.

Westward Ho!

On December 20 Charlotte Bretto and the Center for Professional Development will relocate to Capitola, near Santa Cruz, California. Their new location will be 1840 41st Avenue, #102-155, Capitola, CA 95010. And when the telephone is connected, they can be called at 408-426-8344.

Practitioner trainings will continue to be given through an affiliated group in *South* Carolina, led by Joe Scanlon and Micki Henderson. They can be reached at the Resource Group, P.O. Box 1140, Pawleys Island, SC 29595 (803-546-2525).

In Memorium

Virginia Satir

Many readers may know that noted family therapist and author Virginia Satir died at her home in Palo Alto on September 10.

Author of *Peoplemaking, Conjoint Family Therapy, Making Contact,* and coauthor of *Helping Families to Change*, Virginia Satir was world-famous for her uncanny insights into family relationships and her ability to effect positive change. Richard Bandler wrote that Virginia taught him that anything can be changed, and he found that to be absolutely true. Described by Bandler and John Grinder as a "master" in content reframing, Virginia Satir had a powerful influence on NLP and psychotherapy. She leaves a rich legacy.

☐ New Subscriber ☐ Renewal

U.S. & Canada: ☐ 1 year $30 ☐ 2 years $40

Overseas: ☐ 1 year $35 ☐ 2 years $48

Name_____

Address_____

City_____ State_____ Zip_____

Country_____

Back VAK Annual Volumes: $15 per year (while they last)

Total $_____ *(Overseas: Add $5 shipping per volume)*

THE VAK



1433 Webster Street
Palo Alto, CA 94301

NANLP Sections

continued from page 1

1) Mental Health, 2) Training Organizational Development, and Management, 3) Education and Teaching, 4) Sales and Marketing, 5) Health, 6) Performance and Performance Development, 7) NLP Trainers.

The first organizational and planning meetings of these sections will take place at the NANLP National Conference, to be held in San Francisco, April 28-30. All who are interested in or who practice NLP are welcome to participate in this opportunity to network, learn, and be a part of the evolution of NLP in specific professsional and interest areas. For more information, call the NANLP office at 317-636-6059.

◆ ◆ ◆

In the spirit of the season... all subscriptions are offered at a $5.00 discount through January 31. Happy Holidays!

The VAK International NLP Newsletter is published quarterly by Visual, Auditory, and Kino, Inc., a nonprofit corporation, 1433 Webster Street, Palo Alto, California 94301.

Subscription Rates:
U.S. and Canada - 1 year, $30;
2 years, $40.
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, 1989**. Advertising rates are available on request.

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

Agnes Waters, Editor
The VAK
1433 Webster Street
Palo Alto, CA 94301

© Copyright 1988 *The VAK*

Troubled Learner

continued from page 1
a diversion by hitting kids, knocking over their chairs, and tearing up their work. His acting-out behaviors got a response, and for him, negative attention was better than no attention.

Over the past several years of applying NLP educational strategies with "troubled" learners, I've come to believe that many times a student who is labeled "learning disabled," in fact, does not have a learning disability at all. Many children exhibit learning difficulties that consist primarily of an ineffective, negative thinking sequence that interferes with getting the job done well.

Joey's behavior reflects a common pattern observed in children with learning problems. When faced with a frustrating situation, he remembered past failures, talked to himself about them, felt "stuck"/frustrated/hopeless, then acted out.

Not seeing any other option, he continued to respond in the "old way," reinforcing the behaviors which had become a habit. Not only would he get stuck, but his teacher also felt stuck when it came to dealing with him. As she watched him go through the cycle again, she remembered all the times before when she didn't handle the situation well, then berated herself for being ineffective, and felt her own hopelessness and frustration. For her, it was as though Joey were caught in a riptide and there was nothing she could do about it. She was caught as well.

Joey and his teacher both needed a way to change the pattern. Enlisting the support of the resource specialist, his classroom teacher, and his mother, we implemented several interventions.

We looked for areas of success for Joey. We knew he was a good classroom helper, so we arranged for him to do special projects for the teacher, and anchored several successful experiences.

We had Joey practice seeing himself acting in new ways and set an anchor for visual construct. Using this anchor, we installed a chain so that he could more easily move from feelings to seeing other choices or options, instead of staying stuck or acting out in the old way.

Again using his ability to access the visual construct area, we taught Joey a directions strategy, allowing him to see himself doing the tasks before actually attempting them, ensuring a more successful response.

We determined what rewarded or reinforced him. Joey responded well to adult approval and competition, but not to peer approval or snacks. Using this information, we created a scenario where he was the only one chosen to do certain small jobs in the classroom - such as clearing off the tables and erasing the chalkboard - and gave him lots of praise for doing his job.

Recognizing that praise sometimes feels more genuine when we overhear it that when someone gives it to us directly, his teacher also talked to other teachers about how much better he was doing in a way that Joey could overhear. She even took him into the office to tell

continued on page 13

The National Association of Neuro-Linguistic Programming, Inc. Announces:

The Sixth Annual NANLP Conference, San Francisco
Cathedral Hill Hotel, April 28 - 30, 1989
Meet People - Learn New Patterns

Conference Features
- *3 Day Conference*
- *50 Concurrent Sessions*
- *Thursday Night Welcome Party*
- *Continuous Exhibits*
- *Continuous Video Presentations*

Session Topics
- *Business*
- *Personal Growth*
- *Therapy*
- *Health*
- *NLP Theory*

Want Information?
- Registration? (317)636-6059, Joyce or Laura.
- Exhibitor Space? (317)356-0184, Neva.

Local to San Francisco? Want to get involved? Visit the NANLP Pre-Conference Reception at Cathedral Hill Hotel, January 22, 2-6 PM. Call (214)350-6801 Rodger.

NANLP, 310 N Alabama Suite A100, Indianapolis, IN 46204

(317)636-6059

Best Selling NLP Self-Study Program of All Time!

How to Hire and Manage for Peak Performance

A Complete Self-Study Program From Rodger Bailey and The Harbinger Group

Includes: Six Cassettes, 117-Page Training Manual, and Practice Material

All for only $195.00!

✔ **Virtually Eliminate Turnover**
In less than fifteen minutes you can determine if a candidate is qualified to perform the job assignment.

✔ **Recruit Better Job Applicants**
Learn to coordinate metaprogram technology and employment advertisements to increase qualified applicants.

✔ **Improve Morale and Motivation**
Here is a partial list of the companies benefiting from metaprogram technology:

Trammell Crow	EDS
Southwest Airlines	Texas Instruments
IBM	Steak & Ale

And many more!

Here's How to Order:

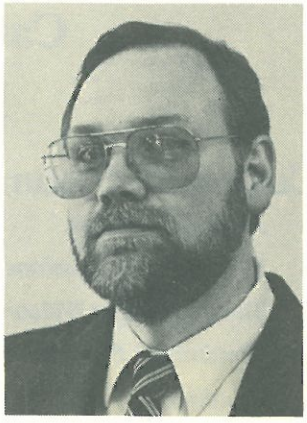
Send $195.00* (US) Check or Money Order to:

The Harbinger Group
P.O. Box 493
Coppell, TX 75019-0493

To order by phone call **(214) 506-9682.**
MasterCard, VISA accepted

*overseas orders add $20 shipping and handling

Rodger C Bailey, *one of the nation's leading employee development experts, has just what you need.*



Holiday BLUES?

continued from page 1

notice, and even wallow in, negative feelings, bringing them back into memory again and again. But positive feelings seem to be harder to pay attention to and store in memory for easy retrieval.

However, most of us do have positive memories, although we often must dig deep to recall them at a given moment. Yet these positive memories are the yeast that will give rise to more positive memories of now. By knowing what gave us pleasure in the past, we can search for those pleasant stimuli now. So find as many pleasant, positive memories as you can, and add to them now, during the holiday season. You may have to search to find the things that give *you* pleasure, but the effort pays off in better health, relationships, and energy.

What to do when you are aware of negative feelings? Do *not* suppress them or pretend they are not happening. *Do* notice them. Find a word, a phrase, or a sentence to describe these negative feelings. Do not search for "why?" That way lies frustration. Freud spent years helping his patients search for why. There is a faster way. Instead, just label these negative emotions as you would label a jar of homemade preserves. Read on to step 5 and you will find out how to use your labeled jars of negative feelings, turning them into jars of potential holiday joy.

Step 2 - Expectations.
One way we set ourselves up for disappointments is by hope. Hope-that-this-year-things-will-be-different is a process that let's you off the hook. You are not taking responsibility for making your holidays a joy. For "things-to-be-different," somebodyis going to have to be different. That "somebody" can be you. You have control over you. You can choose new behaviors. When you change, others must change - or be inappropriate. If you change your patterns, others are forced to change their responses.

One warning: The response of others to your new behaviors may not be the response you want. What do you do then?

Do something else until the other person begins to respond in ways that you like - and in ways that will turn your blues into yellow sunshine. Good feelings are as contagious as negative feelings. However, good feelings are often more rare, especially around the holidays.

So, instead of expecting Santa Claus to sprinkle stardust and make this holiday season better, you can reach into your own magic bag of tricks and pull out "taking responsibility" for producing your own delight. This is the best gift you could give yourself, your family, and your friends this holiday season. Trade in hope for responsibility - then be as imaginative as you can in creating your own delight.

Step 3 - Making the implicit, explicit.
This step is tricky. Perhaps you could begin practicing as early in the season as possible. Do not wait until Christmas Day. On the other hand, the effects are fast, and if you are in enough pain, this is a quick way out.

Making the implicit, explicit is to simply say what your feelings are. For example, "When you remind me that I flunked the third grade, I feel stupid. I know you are only kidding, but I hurt anyway." If you own your feeling, which you do when you say "I," then you are not necessarily making others wrong. You are informing them of the direct results of their behaviors. It's wise to give them the benefit of the doubt. Maybe they did not know you were sensitive about your third-grade experience - maybe.

Anyway, making another person wrong does not add delight to the holidays. Expressing your own feeling does do great things for your own depressions and angers. Just notice what happens in your midriff or chest area when you express a deep resentment or a deep emotion.

Won't this explicit approach hurt other people? Maybe, and if you use "I feel" and listen to the other's response, you may find you have created an opportunity for an in-depth communication that will be valuable to both or all of you.

Let's say you express your feelings and the other person gets depressed or angry. You're fine, and your aunt, uncle, brother, or mother is furious. You can apologize and ask them to forgive you. The holidays may be a little strained, and this may be an improvement.

I warned you, making the implicit, explicit is tricky, and only to be used with finesse - or in desperation.

Step 4 - Recognize old patterns.
This is the logical extension of step 1. Once your awareness of what's going on inside and outside in your interactions with relatives, you will begin to notice whole sets of behavior chained together in a complete pattern or series of patterns.

For example, the sight of the wreath or the familiar door or the large platter with the overcooked turkey may cause a constriction in your chest, a shortness of breath, a sense of foreboding or boredom as you run through the familiar rituals about to unfold. This is a pattern - a stimulus- response. Your response to each ritual is another pattern. The carving of the turkey may be a stimulus and your slight headache or queasiness may be your own individual response.

Changing all the patterns that cluster around holidays may be too much to do at one time. Instead, pick one pattern you know about and decide to change your response to that stimulus. For example, decide to look upon that overcooked turkey as an expression of Aunt Jane's desire to contribute something to the family. It is her best effort. In 17 years, she's never been able to cook a juicy bird, but her desire has never faltered. Offer to make the gravy, and be sure it is tasty enough to offset the cardboard slice of turkey.

Pick one or two patterns to change inside your own psyche and you may be so busy that you forget to feel blue or see red.

Step 5 - Change old patterns into new ones.
Another name for a pattern is a "marquee," as in theater marquee. I call this technique "switching marquees," which is, of course, switching patterns - changing the depression and anger associated with the holidays to pleasure

continued on page 7

Business Corner

Jim Mantock

As we welcome the New Year, we'd like to welcome you to a new column, which will discuss business applications of NLP - providing proven techniques to use at work. Our guest author, Jim Mantock, is with The Harbinger Group, a sales and management training firm located in Dallas, Texas.

For most people the beginning of a new year is a time for reflection - a time to re-evaluate their lives and jobs. Corporate America is well aware of this. The number of Help Wanted advertisements hits a peak the first week of a new year. Many of us are called upon to interview the applicants these ads uncover.

A major problem with most interviews is the emphasis on content, the "what they say." Just as important is "how they say it." The "how" reveals personality traits called Meta-programs (first identified by Leslie Cameron-Bandler and subsequently developed by Rodger Bailey). By listening to "how" people talk we can better determine if they fit the job.

Motivation direction, one of the Meta-programs, deals with how a person maintains motivation. Does the person focus on goals - called a *towards* pattern - or on problems - called an *away from* pattern. You can determine motivation direction by first asking, "What do you want in a job?" The response will usually be one or more items, such as freedom and challenging work. Select one of these, for example, challenging work, and ask, "What will having challenging work do for you?" Listen carefully to the response.

The *towards* person will use words that signal movement "towards" goals, such as "obtain" and "have." She or he might say, "I'll be able to express my creativity to the fullest." This focus on goals can cause difficulty at times, however. Problems may not be noticed until they are very serious. *Towards* people are best suited to jobs requiring focus on goals, as in sales and upper management positions. You'll need to carefully examine their plans. They spend more time thinking about goals than about possible problems along the way. About 40% of the general population fits into the *towards* category.

The *away from* person, on the other hand, enjoys identifying and solving problems. You'll hear words that signify movement "away from" problems, such as "reduce" and "avoid." This type of individual might answer the question about challenging work: "I won't be bored." For critiquing plans, ideas, papers, etc., the *away from* person can't be beat. But preoccupation with problems makes it hard for such an individual to focus on goals. He or she does well in jobs that require troubleshooting skills, such as auditing and quality control positions. About 40% of the general population fits into the *away from* category.

A *towards* person and an *away from* person make a potentially excellent team. One handles the goals and plans; the other critiques and resolves last minute problems.

Can someone have both traits? Yes, and that's where the remaining 20% of the general population fits. They will use both *toward* and *away from* words. They might answer the question about challenging work this way: "I'll feel I am really accomplishing something and I won't feel useless." They'll have a mix of goal-achieving and problem-solving skills.

At first glance one might think that a combination would always make the preferred employee. Not true. These individuals are best suited to jobs that require a mix of skills. Jobs that are heavily goal-oriented are best suited for a *towards* person. Jobs that focus on identifying problems are best suited for an *away from* person.

Hiring the right person for the job makes all the difference. Armed with good communication skills and Meta-programs, you can fill this new year with the best new hires ever!

Jim Mantock is a partner in The Harbinger Group. Formerly, he was a cost center manager at Texas Instruments, Inc. If you have a business application to share or a problem you'd like to see in the column, give Jim a call at (214) 380-6822 or write to P.O. Box 493, Coppell, Texas, 75019.

GEORGIAN BAY NLP RESOURCES

CANADA'S 1ST NLP PHONE & MAIL ORDER RESOURCE SOURCE

BOOKS
TAPES
VIDEOS

VISA AND MASTERCARD

CALL OR WRITE FOR FREE CATALOGUE

BOX 1210, MEAFORD, ONT. N0H 1Y0
519-538-1194

Holiday BLUES?

continued from page 5

and joy. (A more detailed explanation of this process can be found on pages 214-216 of *Fine Tune Your Brain.*)

JOY TO YOU is a way to remember the sequence:

J Just recall a depressing or anger-provoking holiday experience
O One feeling, two sounds, and three pictures from the experience
Y You give yourself a touch - a cue-key - while thinking of these *see, hear,* and *feel* memories

T Think of another response you would like to have instead of depression or anger
O One feeling, two sounds, and three pictures from a time when you felt the new, wanted response
Y You give yourself another cue-key - another touch - while thinking of the new feeling, sounds, and pictures you want
O Only check to be sure the cue-keys (anchors) are set
U Use both cue-keys at once, touching them simultaneously

JOY TO YOU is a quick effective method for sweetening negative emotions and turning them into holiday preserves.

Now you have the five steps to set up your own joy for the holidays.

1. Be aware of your feelings.
2. Trade hope for responsibility.
3. Make the implicit, explicit.
4. Recognize the old patterns.
5. Change nonuseful patterns into joy patterns.

One caveat: When you change, others who have known the former-you may become uncomfortable. Expect a lot of pressure to put you back where you were. Keep rapport and resist this pressure. This may require some fancy footwork. Rapport is the key, of course. For Christmas, rapport is called peace to man- and woman-kind. The rosy tints of joy and the blue of peace to you at Christmas, and for the New Year, too.

Genie Z. Laborde is the author of Influencing with Integrity *and* Fine Tune Your Brain. *She heads the international business consulting firm, G. Laborde Associates, headquartered in Palo Alto.*

NLP Centre

Commitment:
To provide "state of the art" bilingual training and consulting in the art and science of Neuro-Linguistic Programming (NLP) and foster excellence in human communication.

Focus of Research and Development:
Models of and applications to Health, Evolution (Personal, Professional and Spiritual) and Cross Cultural Communication.

Our services:
- Certification Training and Apprenticeship Programs
  Practitioner / Master Practitioner / Trainer
- Seminars on special topics reflecting our research interests
  Personal Evolution / Spiritual Evolution / Health / Cross Cultural Modeling Journeys
- In house consulting and tailoring of programs for special interest groups
- Individual counselling
- Resource Center and Supervision for NLP practitioners
- International Networking.

The Director:
ANNE KASMAN ENTUS, Ph.D.
Involved with NLP since 1978, she was certified and endorsed as a trainer by the originators of the NLP model. An internationally respected trainer of NLP, she is a charter member and former Canadian representative of NANLP and a founding member of the Quebec Association of NLP.

Advisory Board:
ROBERT DILTS
A primary developer of the NLP model.

MÉTAFORMATION INC.
(formerly "Transformation" established 1979)

3538 MARLOWE AVE., MONTREAL, QUEBEC, CANADA H4A 3L7 • (514) 486-1282

NEW

Connecting: Sales Rapport thru NLP

✔ **Build Trust with Every Customer**
In less than one minute you can establish the trust needed for making bigger sales and dramatically bigger commissions.

✔ **Close More Sales in Less Time**
Uncovering customer buying strategies lets you close your sales faster and easier than ever before.

✔ **Multiply Referral Business**
Sales people worldwide have tripled repeat and referral business using these techniques.
And So Can You!

A Complete Self-Study Program From The Harbinger Group

Includes:
Four Cassettes, Workbook, and Reference Guide

All for only $95.00!

Here's How to Order:

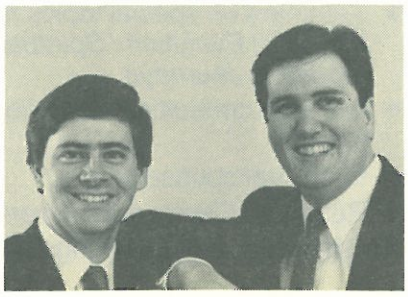
Send $95.00* (US) Check or Money Order to:

The Harbinger Group
P.O. Box 493
Coppell, TX 75019-0493

To order by phone call **(214) 506-9682.**
MasterCard, VISA accepted

*overseas orders add $20 shipping and handling

Dr. Jim Mantock & W. Scott Phillips, *partners with The Harbinger Group, share the secrets that help top-producing salesman keep the competitive edge.*



SCHEDULE OF NLP-RELATED ACTIVITIES

JANUARY

6	27-Day Prac Cert Trng begins	Chicago	CO
7-8	Ericksonian Hypnosis	New York	EGE
9	No More Diets	Oakland	FW
11	Self-Hypnosis	Oakland	FW
12	Freedom Workshop	Oakland	FW
12-13	Imperative Self	Houston	FP
13-22	Super Advanced Trng (by invit.)	PajaroDunesCA	GLA
14	Helping with Humor	New York	NYT
14-15	Ericksonian Hypnosis	New York	EGE
14-15	Imperative Self	Houston	FP
15	Mind/Body/Health	New York	NYT
17	Open House	New York	NYT
18	Self-Hypnosis	Oakland	FW
19	Freedom Workshop	Oakland	FW
19-22	4-Day Master Prac Trng	Toronto	CO
20-23	Trainer Trng	Boulder	CO
20-22	Imperative Self	San Francisco	FP
21	Self-Hypnosis	WalnutCreekCA	FW
21-22	Negotiation Strategies	New York	NYT
23	No More Diets	Oakland	FW
23-26	Ericksonian Techniques	Ottawa	NLC
24-26	Intermed Trng	Palo Alto	GLA
25	Self-Hypnosis	Oakland	FW
26-30	Belief Systems & Your Health	Santa Cruz	DLC
27	12-Day Adv Submodal Trng begins	Salt Lake City	CO
27-29	Beyond Co-Dependency	Boulder	CO
27-2/5	Advanced Trng	PajaroDunesCA	GLA
27-29	Belief Systems and Your Health	Santa Cruz	DLC
27-29	Basic Training	Montreal	CQP
28	Self-Hypnosis	Oakland	FW
28-29	Stress Management	New York	NYT
28-29	Intermediate Hypnotherapy	New York	EGE
28-29	Attention Training & Balance	San Francisco	GDA
28-29	Other-Than-Conscious Comm	Dallas	OTC
30	No More Diets	Oakland	FW

FEBRUARY

1	NLP in Sales I - Rapport	Dallas	HG
1	NLP Apprenticeship	Oakland	FW
2	Freedom Workshop	Oakland	FW
3-5	Ericksonian Hypnosis II	Montreal	CQP
4	Curing Phobias	Dallas	HG
4	Communication & Fast Change	WalnutCreekCA	FW
4-5	Ericksonian Hypnosis	New York	EGE
4-5	Attention Training & Balance	Los Angeles	GDA
8	NLP Apprenticeship	Oakland	FW
8-22	The Gambia Experience	Africa	NLC
9	Preview	Boulder	CO
10-12	Imperative Self	San Francisco	FP
10-12	Advanced Topics in NLP	Hartford	NEI

NLP Sources

ACT* Advanced Communication Training
31 Washington Square West
Penthouse B
New York, New York 10011
212-529-9227

AUS* Australian Institute of NLP
P.O. Box 1
University of Queensland
St. Lucia, Queensland 4067
Australia (07) 369-2821

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

CO* NLP Comprehensive
2897 Valmont Road
Boulder, Colorado 80301
303-442-1102

CPD* Center for Professional Development
1840 41st Avenue, #102-155
Capitola, California 95010
408-426-8344

CQP Centre Quebecois de Programmation
Neuro Linguistique
180 Victoria, Longueuil (Quebec)
Canada J4H 2V5
514-679-3571

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

FP Future Pace, Inc.
P. O. Box 1173
San Rafael, California 94915
415-485-1200

FW Freedom Workshop
Box 5881
Berkeley, California 94705
415-428-1184 / 841-7047

GDA* Grinder DeLozier & Assoc.
200 7th Avenue, Suite 100
Santa Cruz, California 95062
408-475-8540

GLA G. Laborde Associates
1433 Webster Street
Palo Alto, California 94301
800-228-4069 / 415-326-5613

GRC Grinder Resource Center
110 Kenny Court
Santa Cruz, California 95065
408-476-6618

HG The Harbinger Group
P.O. Box 493
Coppell, Texas 75019
214-380-6822

SCHEDULE OF NLP-RELATED ACTIVITIES

11	Parenting Made Positive	Boulder	CO
11	Communication & Fast Change	WalnutCreekCA	FW
11-12	Attention Training & Balance	San Francisco	GDA
11-12	Ericksonian Hypnosis & NLP - Philip/Norma Barretta	Los Angeles	SCC
11-12	Other-Than-Conscious Comm	Houston	OTC
13-25	Camp NLP/Richard Bandler	San Diego	NPP
15	NLP Apprenticeship	Oakland	FW
17-20	Imperative Self Training	Hartford	NEI
16-20	Annual Dynamic Learning Seminar	Santa Cruz	DLC
18-19	Attention Training & Balance	Los Angeles	GDA
18-19	Other-Than-Conscious Comm	Minneapolis	OTC
20-23	Stories of Power	Ottawa	NLC
22	NLP Apprenticeship	Oakland	FW
25-26	Business Influence & Excellence	Boulder	CO
25-26	Intermediate Hypnotherapy	New York	EGE
25-26	Ericksonian Hypnosis & NLP - Philip/Norma Barretta	Los Angeles	SCC

MARCH

1	NLP Apprenticeship	Oakland	FW
2	Better Hiring Through NLP	Dallas	HG
3	Telephone Sales	Dallas	HG
3-5	Intro to Submodalities	Montreal	MET
3-5	The Healing Touch - Nolan/Grinder	Hartford	NEI
4-5	Ericksonian Hypnosis	New York	EGE
4-6	Health & Well Being	Boulder	CO
8	NLP Apprenticeship	Oakland	FW
9-13	Unified Field Theory/Trainer Trng	Santa Cruz	DLC
10-12	Imperative Self	San Francisco	FP
10-12	J. Grinder Models Healer F. Nolan	San Francisco	GDA
11-12	Intermediate Hypnotherapy	New York	EGE
11-12	Other-Than-Conscious Comm	San Francisco	OTC
13-16	Classroom Magic	Ottawa	NLC
14	Better Hiring Through NLP	Dallas	HG
15	NLP Apprenticeship	Oakland	FW
16-19	Imperative Self	Houston	FP
17-20	Imperative Self Training	Hartford	NEI
18	Using Your Brain with NLP	Boulder	CO
18-19	Ericksonian Hypnosis	New York	EGE
18-19	Ericksonian Hypnosis & NLP - Philip/Norma Barretta	Los Angeles	SCC
22	NLP Apprenticeship	Oakland	FW
25-26	Intermediate Hypnotherapy	New York	EGE
29	NLP in Sales II - Closing	Dallas	HG
31-4/2	New Horizons/Richard Bandler	Montreal	MET

Schedule Deadline for the Next Issue

FEBRUARY 1, 1989

NLP Sources

LP New Learning Pathways
6000 East Evans #2-250
Denver, Colorado 80222
303-758-6361
California: 415-547-3766

MEP Metamorphous Press
P.O. Box 10616
Portland, Oregon 97210
503-228-4972

MET* Metaformation, Inc.
3538 Marlowe Avenue
Montreal, Quebec H4A 3L7
Canada
514-486-1282

NAN National Association of NLP
310 N. Alabama Street, Suite A100
Indianapolis, Indiana 46204
317-636-6059

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

NIC NLP Institute of Chicago
1532 West Victoria
Chicago, Illinois 60660
312-271-9578

NLC* NLP Centres of Canada
338 First Avenue
Ottawa, Ontario, Canada K1S 2G9
613-232-7782
Toronto: 416-283-3461

NPP NLP Products & Promotions
13223 Black Mountain Rd. #1-429
San Diego, California 92129
619-538-6216

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

PI Potomac Institute
11120 New Hampshire Ave, Ste. 400
Silver Spring, Maryland 20904
301-681-4774

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

* These organizations offer ongoing certification programs. Contact them directly for training dates and locations.

A 14-Year-Old Explores NLP

Molly Delaney, a freshman at Brookwood High School outside Atlanta, was searching for an interesting science project. Having some exposure to NLP and after learning more from her father, John Delaney, who has attended NLP workshops and trainings, Molly devised a survey to test whether eye movements were connected with thought patterns.

Molly composed these questions:

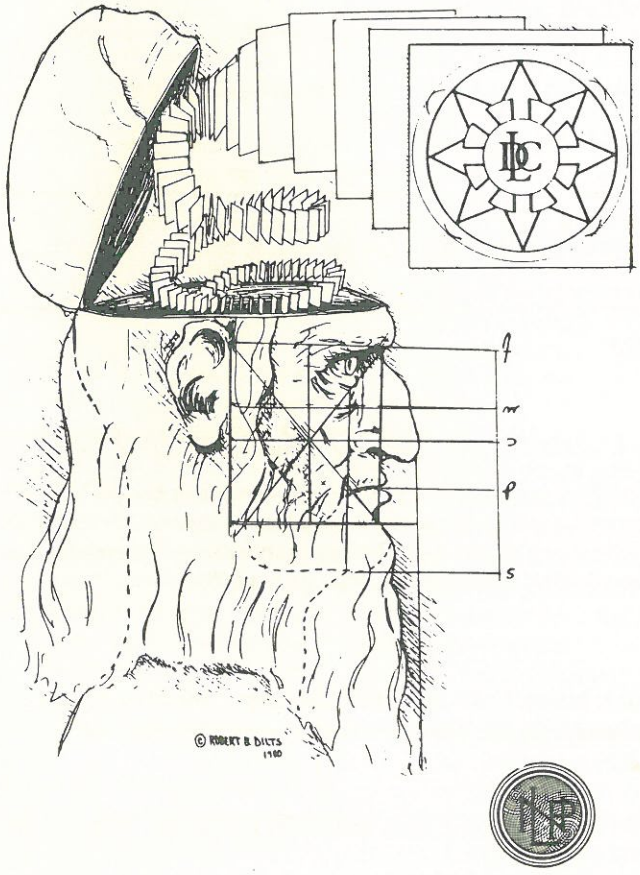
1. How would you look if you were 10 feet tall?
2. Can you describe the best fireworks display you ever saw?
3. What would it be like to be in a room with hundreds of barking dogs and screeching cats?
4. Describe the sound of a train whistle.
5. What is 2 + 3 + 1 + 2?
6. What is the saddest experience you have had?

She then set up a response sheet, with six faces, to record the eye movements of the 56 subjects in her study. The subjects were told only that it was a science project involving questions and responses. They were not told that it related to NLP or that their eye movements were being monitored.

Molly divided the subjects into three groups according to age. She had 22 respondents aged 2-10, 23 aged 11-16, and 11 aged 20 and up [*the over-the-hill group*].

For each question, Molly postulated an expected response, based on NLP auditory, visual, and kinesthetic modes of perception. While all the data have not yet been sorted, she reports the correlation appears higher than random. Molly notes somewhat uncertain results with the 2-10 age group because of limited vocabulary and very low attention span; eye movements stayed in place only a second or two. [*And the subjects themselves, most likely!*] She did find that more than 95% of her subjects had some eye movement when asked a question.

It's good to know that the next generation is already at work on NLP research. It brightens the season and bodes well for the future. If *VAK* readers have any advice for Molly, or other studies to suggest, send them along and we'll forward them to her.



DYNAMIC LEARNING CENTER

for NEURO-LINGUISTIC PROGRAMMING

1988-89 TRAINING SCHEDULE

WITH

ROBERT DILTS & TODD EPSTEIN

*MODELING, CO-MODELING & TRAINER TRAINING
DECEMBER 9 -13, 1988

BELIEF SYSTEMS & YOUR HEALTH
JANUARY 26 - 30, 1989

5th ANNUAL DYNAMIC LEARNING SEMINAR
FEBRUARY 16- 20, 1989

*UNIFIED FIELD THEORY & TRAINER TRAINING
MARCH 9 - 13, 1989

CREATIVITY & STRATEGIES OF GENIUS
MAY 18 - 22, 1989

*SUPER ADVANCED NLP & TRAINER TRAINING
10 DAYS IN JULY 1989

MASTER PRACTITIONER CERTIFICATION
17 DAYS IN AUGUST 1989

*REQUIRED PROGRAMS FOR ASSOCIATE TRAINER CANDIDATES

P.O. BOX 1112, BEN LOMOND, CALIFORNIA, USA
(408) 336-3457

THE FELDENKRAIS TRAINING PROGRAM - 1989

The Institute for Movement Studies, under the direction of Dr. Frank Wildman, announces a Feldenkrais Professional Training Program to begin in July of 1989. This program, co-sponsored by John F. Kennedy University, will be held at a beautiful facility in the San Francisco Bay Area. ***Academic and continuing education credits may be available to participants under the advisement of Dr. Wildman. This training is fully accredited by the Feldenkrais Guild.***

In addition to the training material, adjunct seminars will be presented by internationally-renowned lecturers, as well as faculty members of the University of California and Stanford University.

The Feldenkrais Professional Training Program will instruct participants in the two branches of the Method: **Awareness Through Movement** techniques utilize verbal cues to direct the participant's attention through sequences of movement exploration. **Functional Integration** is the intensive hands-on technique used by the practitioner to promote and communicate changes and refined distinctions in another's body organization. The benefits and changes are profound, ranging from increased functional ability to the physical manifestation of a well-formed self-concept. Students will be exposed to a highly-experienced and preeminent team of trainers of the Feldenkrais Method throughout the program.

The Institute for Movement Studies is currently directing two of the most successful **Feldenkrais Professional Training Programs** in the world, both of which are sponsored by **universities** The Institute also teaches seminars to health professionals in hospitals and health care systems throughout the United States, Australia and New Zealand.

Educational Director: Frank Wildman, Ph.D.

***The Institute for Movement Studies** also funds research in the fields of sensory-motor learning.*

Tuition: $3000 per year
Course site: San Rafael, located 15 minutes north of San Francisco
Housing: Dormitory facilities on site; off-campus housing available
Child care available

"The body reflects the attitudes of the mind. Improve the function of the body and you must improve the state of the mind. The movements are nothing. They're an idiotic thing. What I'm after isn't flexible bodies, but flexible minds..."
Moshe Feldenkrais

The Institute for Movement Studies also offers:

An introductory

Hands-On Clinical Applications Course in the Feldenkrais Method

This Four-Day Program uses skillfully designed Awareness Through Movement lessons to improve the participant's sensitivity and perceptual capacity. Using his/her own experience as a resourse, the student is then guided into the application and communication of these newly learned distinctions to another's body organization. Demonstrations include specific clinical applications to orthopedic and neurological dysfunction. The cost is $350.

Level I Courses in 1989:

February 23-26, Minneapolis, MN; March 16-19, Rochester,PA; March 16-19, New York, NY; April 1-4, Miami, FL; April 1-4, Edison, NJ; April 6-9, Albany, NY; April 13-16, Indianapolis, IN; April 20-23, Cincinnati, OH; May 4-7, Hartford, CT; May 19-22, Eugene, OR; June 1-4, Lexington, KY.

Level II and Level III courses are planned for 1989 in Berkeley, Chicago, Dallas, Indianapolis, Miami, Milwaukee, Minneapolis and Washington, DC.

*For application and other information, please contact **The Institute for Movement Studies**, 721 The Alameda, Berkeley, CA 94707 (415) 524-6558.*

Troubled Learner

continued from page 3

the principal about things he was doing "right." His behavior began improving in small increments.

Counseling was initiated, and over a period of time, Joey's activities in play therapy moved from more aggressive, violent play with soldiers and guns to more gentle, nurturing acts as he "doctored" a broken toy.

Joey's mother came in for consultation about ways to improve their interactions at home. She began being more consistent about reinforcing positive behaviors, and was careful to word options so he had choices only for success.

The resource specialist gave him individualized help to develop his motor skills, and used other NLP educational strategies, such as the auditory visual integration strategy, to help him more easily learn his basic readiness skills. She also worked on integrating him successfully back into the full group setting. By the end of the year he was completing most of his written work without negative incidents.

Joey is one of many so-called "learning disabled' children whose behavior gets caught up in a negative pattern. When you're working with children like this, it is important to remember that their negative behaviors often trigger similarly ineffectual behaviors in the adults around them. Not only do the students need the learning strategies used by successful learners, but their teachers do as well.

This situation was an excellent reminder that you can't "fix" a child without working with the people who have the most consistent interactions with him or her. Your interventions should give them tools that interrupt their patterns as well. Use your NLP skills to track ineffective thinking sequences. Then create new pathways for more effective learning.

Jean Benford, an educational psychologist, directs Benford Associates, specializing in strategies of learning success. She trains teachers in the educational applications of NLP. Next summer she will be offering NLP educational intensives at Lake Tahoe, California (June 24-30) and Winter Park, Colorado (July 29-August 4). For more information contact Benford Associates, 5578 Harbord Drive, Oakland, California 94618 (415-547-3766).

JOHN GRINDER

Co-founder of Neuro Linguistic Programming

MODELS

FINBARR NOLAN

Internationally Acclaimed Irish Touch-healer

March 10–12, 1989
San Francisco, California

Grinder, DeLozier & Associates is proud to bring Mr. Nolan to California for this Mini-Modeling Seminar.

Special seminar fees: $375.00 for this Modeling only. It is an honor to offer the unique opportunity to observe and model this man of tremendous skill and integrity.

For more information, contact:

Grinder, DeLozier & Associates
200 7th Avenue, Suite 100
Santa Cruz, CA 95062
(408) 475-8540

NOTE: This seminar is also offered March 3–5, 1989 in Hartford, Connecticut taught by John Grinder (1 day), Richard Clarke, and Linda Shapiro. For details contact the New England Center of NLP, (413) 259-1248.

Specialized formats for establishing your well-being and fulfillment designed by

Leslie Cameron-Bandler

IMPERATIVE SELF INTERVENTIONS

Led by

Metha Singleton

Recommended for individuals seeking personal fulfillment and therapists using the Imperative Self model.

SELF-CONCEPT: Learn how to develop self-esteem for yourself and others.

San Rafael:	Houston:
January 20, 21, 22, 1989	December 1, 2, 3, 4, 1988

RELATIONSHIPS: Learn how to create and maintain mutually enhancing connections.

San Rafael:	Houston:
February 10, 11, 12, 1989	January 14, 15, 1989

EMPOWERMENT: Experience your own personal power by learning how to make your dreams come true.

San Rafael:	Houston:
March 10, 11, 12, 1989	January 12, 13, 1989

EMOTIONAL CHOICE: Learn how to understand, enjoy, and choose your emotions.

San Rafael:	Houston:
May 19, 20, 21, 1989	November 3, 4, 5, 6, 1988

FOR INFORMATION CONTACT
FuturePace or the NLP Institute of Houston

PERSONAL IMPERATIVE SELF ANALYSIS

Analysis includes a complete day of intensive one-on-one IMPERATIVE SELF elicitations (limit 3 participants) plus 2 hours individual consultation to make desired adjustments and design personal interventions.

YOU WILL:

- Understand yourself and your behaviors
- Begin making adjustments necessary for pursuing fulfillment
- Become more than the product of your environment and heredity—Become the designer of your own life

COST: $500

Additional individual sessions are available upon request.

FOR INFORMATION CONTACT
FuturePace, Inc.
P.O. Box 1173
San Rafael, CA 94910
415-485-1200
Metha Singleton

NLP Institute of Houston
4900 Woodway, Suite 700
Houston, Texas 77056
713-622-6574
David R. "Pete" Cogbill or Marilyn Manning

Developed by

Leslie Cameron-Bandler

IMPERATIVE SELF TRAINING

Led by

Metha Singleton

Learn how to reveal, analyze and, when necessary, alter the most essential elements of personality.

- Virtual Questions
- Primary Obsession
- Core Beliefs
- Perceptual Bias

This 24 day training will prepare you for Imperative Self Analyst Certification

> "I have entrusted the primary responsibility for the future of Imperative Self Therapy to Metha. She is uniquely qualified for this role. Having been with me from the beginning, Metha has been instrumental in the evolution of the Imperative Self model. She is absolutely essential to the development and delivery of accurate and elegant trainings in this profound technology."
>
> *Leslie Cameron-Bandler*
> *Co-Developer of NLP*

LOCATIONS AND DATES

Houston, Texas
Extended Training

March 16–19, 1989
April 6–9, 1989
May 4–7, 1989
June 1–4, 1989
June 22–25, 1989
July 13–16, 1989

San Rafael, California
Summer Intensive

July 27–August 25, 1989

San Rafael, California
Extended Training

July 27–30, 1989
August 31–Sept 3, 1989
September 28–Oct 1, 1989
October 19–22, 1989
November 9–12, 1989
December 7–10, 1989

FOR INFORMATION CONTACT:

FuturePace, Inc.
P.O. Box 1173
San Rafael, CA 94910
415-485-1200

NLP Institute of Houston
4900 Woodway, Suite 700
Houston, Texas 77056
713-622-6574

NEW ENGLAND INSTITUTE FOR NLP NEURO-LINGUISTIC PROGRAMMING

New England Institute for Neuro-Linguistic Programming offering the highest quality training and consultation in the Northeast.

Three Exciting New Programs for Winter/Spring 1989

Imperative Self Training - The first Certification Training ouside of California. This new training represents the most recent discoveries of Leslie Cameron-Bandler and is the result of years of research by Leslie and her colleagues. The Imperative Self work is a means to reach individuals at that hidden depth, the heart of their personality, that has eluded all other methods, and offers a way of working with your self or another person in a truly respectful and holistic manner. This 24 day training prepares participants for Imperative Self Analyst certification. In this training, you will learn ...

- To understand yourself and others at a depth you might not have guessed was possible.
- To elicit and analyze the Imperative Self of clients and to guide them to deep understanding and appreciation.
- To experience personally and to design for others, interventions that promote thriving life fulfillment.
- To use this new holistic approach as a foundation for therapy and life enhancement.

And your own Imperative Self will be elicited and analyzed so you can become the designer of the rest of your life.

Dates: Feb.17-20, Mar.17-20, Apr.14-17, May 5-8, June 17-25. Hartford, CT area.
Trainer: Richard Clarke, Ph.D., Director of the New England Institute for NLP and Past President and Fellow of the National Association for NLP, is one of only three trainers authorized by Leslie Cameron-Bandler to present the Imperative Self training at this time. The other two authorized trainers, Metha Singleton and Art Giser, will be guest presenters.

"As powerful as Neuro-Linguistic Programming is, it is only as good and as effective as the person who uses it, and there is no finer person using it than Richard Clarke."

Leslie Cameron-Bandler

Robert Dilts - Advanced Topics in NLP

Robert Dilts will once again be coming to New England with an outstanding program that explores the horizons of Neuro-Linguistic Programming.
February 10-12. Hartford, CT area.

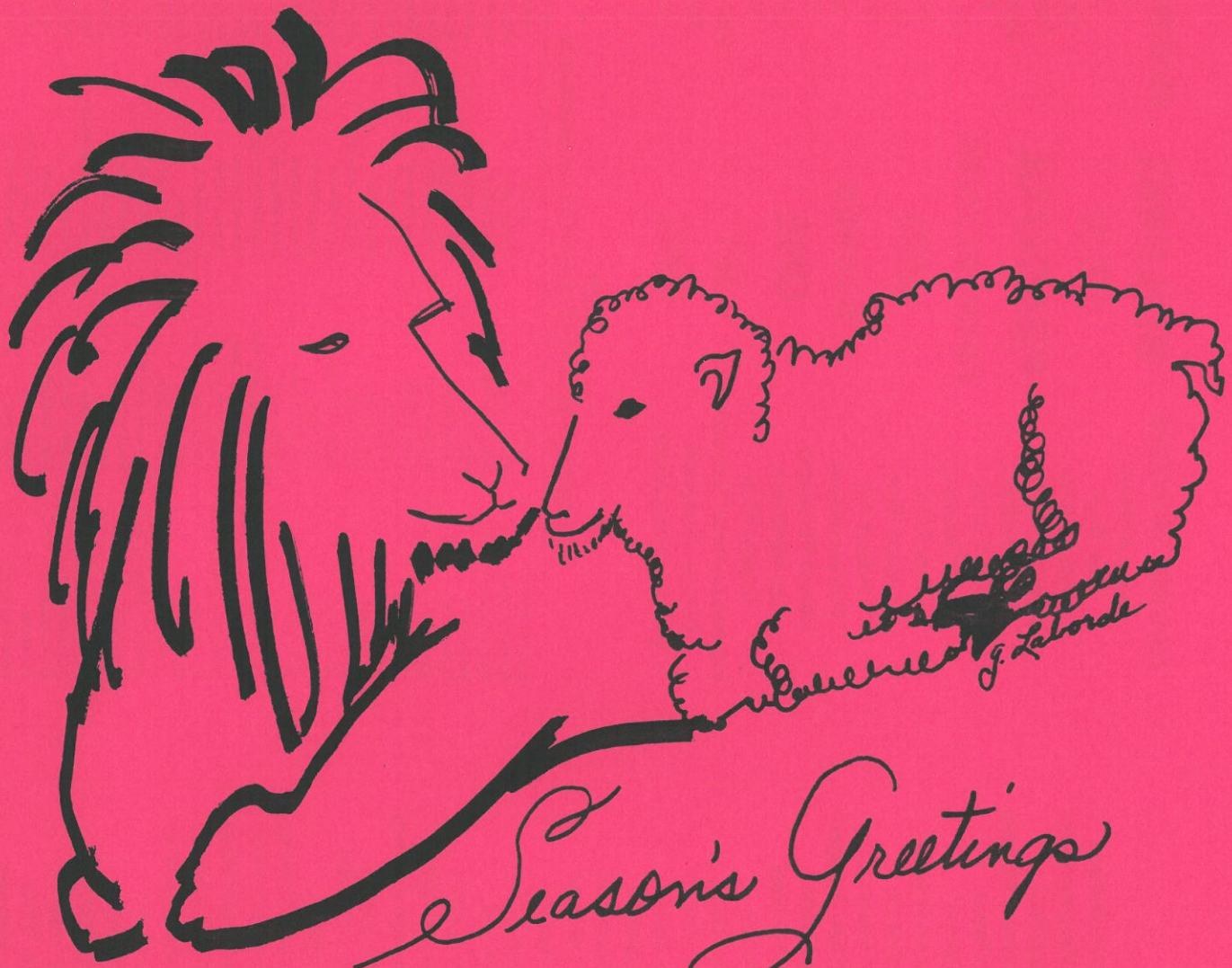
John Grinder and Finbarr Nolan - The Healing Touch

Finbarr Nolan, a renowned Irishman with a unique proven gift for touch healing, and John Grinder will present a workshop with a two-fold purpose - to facilitate a group of participants in modeling Finbarr's healing gift, and to make Finbarr's healing available to a limited number of persons who may attend as subjects.
March 3-5. Hartford, CT area.

To register or for information on our other trainings please contact:

New England Institute for Neuro-Linguistic Programming
RFD #3, Pratt Corner Road
Amherst, MA 01002-9805
(413) 259-1248

SPACE IS LIMITED IN ALL THREE TRAININGS. PLEASE REGISTER EARLY.



Season's Greetings

G. Laborde Associates

OUR STAFF
OUR TRAINERS AROUND THE WORLD
AND OUR BOARD OF ADVISORS

THE SPIRIT OF THE SEASON IS A
FEED-BACK LOOP.

MAY YOU HAVE A PEACEFUL AND
PROSPEROUS 1989

GLA PROVISIONAL TRAINERS

Denby Adamson
Dennis Anderson
Terry Andres
Hugh Angert
Elahe Anvar
Laurie Balcar
Lloyd Bilal
Dorothy Bishop
Jerry Bisterfeld
Betty Bius
Paul Blackman
Luann Boggs
Vittoria Borella
John Scott Boston
Kathleen Boyd
Pat Capshaw
Edith Chapiro
Jorge Chapiro
Elizabeth Chew
Joe Coach
Jim Conlow
Stan Connell
Alfredo Crespo Casares
Ann Crossey
Susan Culligan
Lisa Curry
Dinah Day
Jerry Del Vecchio
John Delaney
Tim Dell
Bruce Dillman
Debbie Dodds
Dan Donohue
Ineke Dunselman
Charles Edson
Kathy Elkin
Keith Ellis
Carole Ellison
Thure Eneroth
Marianne Erdelyi
Charles Farrar
Herb Feuer
Cathy Forney
Christian Forthomme
Terresita Gomez Urtiaaga
June Gordon-Crosby
Pauline Goza
Bob Gray
Linda Hainlain
Matt Hainline
Philip Hallstein
Jerrianne Hammock
David Hancq
Michael Hanley
Nicole Hardy
Bill Harris
Bruce Harris
Carie Harris
Judith Hart
Peter Heist
Lauchland Henry
Georgina Jackson
Pat Jobbling
Jim Johnson
Maggie Johnson
George Kick
Susan King
Wendell King
Tracy Laborde
Meryem Le Saget
Staci Lindros
Dee Lohr
Susan Lovegren
Pia Lyons
Susan Marcus
Steve Mc Donald
Mike Mc Kell
Frederick McGowan
Linda McGregor
Jim Mick
Phillip Mitchell
Grace Morris
Sandi Newby
Otto Juhl Nielsen
Julie Nieuwehnhuys
Howard Noh
Stephanie Ormsbee
Mark Owens
Rod Owens
Adrienne Parsons
Josh Patrick
Lana Peters
Lee (Tish) Pomper
Steve Potter
Jane Pritchard
Pat Raffee
Nancy Revak
Janice Rouse
Philip Safier
Bob Sanford
Cliff Saunders
Fred Schwarz
Stan Searcy
Michael Selby
Ken Shafer
Joann Sinclair
Timothy Singler
Bo George Sjoberg
Dwight Spittell
Stephen Starika
June Steely
Betty Van Zijtveld
Kees Van Zijtveld
Brian VanderHorst
Jan VanderVest
Chrysstopher Von Angersbach
Ray Waetjen
Agnes Waters
Rollie Wells
Phyllis White
Carol Williams
Dameron Williams
Pam Williamson

MASTER TRAINERS

Bruce Alleborn
Kay Best
Carol Colone
Barbara Dabney
Bruno Dalbiez
Rob Daniel
Jack Downing
Toni Erlich
George Flury
Robert Hill
Patricia Moore
Donna Potignano
Ken Roffmann
Evelyn Rice
Florence Servan-Schreiber
Charlie Sheppard
Barbara Waggonner

BUILDING NEW PEACEFUL PERSPECTIVES AND SOUNDS ONE BY ONE

CERTIFIED TRAINERS

Tim Allen
Jake Bius
Cathy Forney
Donna Gottlieb
Lauchland Henry
Arvid Huss
Barbara Martin
Marion Minke
Sandi Newby
Sandy Perry
Joe Pickard
Robin Pratt
Colin Pritchard
Tyrone Ross
Richard Ruhmann
Deanna Sager
Joann Siebe

1988
G. LABORDE ASSOCIATES BOARD OF ADVISORS

Bruce W. Alleborn
Thomas E. Allen
Dennis Anderson
Hugh Angert
Frank Berardi
Kay F. Best
Jake Bius
Devon Blaine
Luann Boggs
James Bolen
Vittoria Borella
Walter Bowart
Anthony B. Bowman
Brad Boyer
David Brady
Pat Capshaw
Barbara Caufield
Jim Conlow
Carol A. Colone
Tom Connors
Alfredo E. Crespo Casares
Ann Crossey
Glauco Curetti
Lisa Curry
Barbara Dabney
Bruno Dalbiez
Rob Daniel
Gerry Del Vecchio
John Delaney
Andrew DeLaura
Bruce Dillman,
Dave Dobson
Jack Downing
Evelyn M. Draper
Charles R. Edson
Sherry Edwards
Woody Edwards
Keith Ellis
Carole Ellison
Beth Emmons
Thure Eneroth
Toni Erlich
Chuck Farrar
David Fisher
Donald Fitzpatrick
Steve Floyd
George W. Flury
J.W. Geraghty
Ann Goldgraben-Levitt
June Gordon-Crosby
Pauline L. Goza,
Ted Graske
Matt Hainline
Steven Halpern
Jerrianne Hammock
Bruce Harris
Peter Heist
Paul Hersey
Bettye G. Hirst
Peter Hodgkinson
Chuck Hohos
Arvid Huss
Timothy Holland
Georgina Jackson
Patricia Jobbling
Kerry Johnson
Len Johnson
Maggie Johnson
John Joseph
David Kaiser
Wendell King
Cliff Laborde
Gary Laborde
Peter Laborde
Tracy Laborde
Annie Leong
Carl Lindros
Susan L. Lovegren
Susan Marcus
Barbara Martin
Emmit McHenry
Steve McDonald
Fredrick McGowan
Linda McGregor
Virginia McKim
Irving Merson
Jim Mick
Marion Minke
Patricia Moore
Cheryl Mosley
Wayne Mosley
Julie J.C. Nieuwenhuys
Howard Noh
William Oliver
Stephanie Ormsbee
Adrienne Parsons
Josh Patrick
Lana B. Peters
Joe Pickard
Donna Potignano
Robin W. Pratt
Colin Pritchard
Evelyn Rice
Richard Rice
Ken Roffmann
Janice L. Rouse
Ilana Rubenfeld
Rich Ruhmann
Deanna Sager
Bob Sanford
Clifford Saunders
Marie Antoinette Scholer
Guy Schuller
Stan Searcy
Dr. Larry Senn
Florence Servan-Schreiber
Jean L. Servan-Schreiber
Ken Shafer
James E. Shaw
Charles Sheppard
Joann Siebe
Carolyn Spatta
Stephen G. Starika
June Steely
Twyman Towery
Brian Van Der Horst
Jan Van Der Verst
Don Vlnar
Chrystopher Von Angersbach
Ray Waetjen
Agnes Waters
Rollie Wells
Carol Williams
Dameron Williams
Pam Williamson

GRINDER RESOURCE CENTER

110 Kenny Court, Santa Cruz, CA 95065 (408) 476-6618

....your source of NLP and Communication materials

Do you know someone's library that could use these books ?

Make your selection for 1989!

BOOKS

About NLP

- ☐ Frogs Into Princes (1 lb) $7.50
- ☐ Neuro-Linquistic Programming: Vol. I (1.5 lbs) $24.00
- ☐ Structure of Magic: Vol. I (1 lb) $10.95
- ☐ Structure of Magic: Vol. II (1 lb) $10.95
- ☐ Magic Demystified (.5 lb) ..... pb $7.50 /hb $16.95
- ☐ Basic Techniques in NLP: Book I (1 lb) $12.95
- ☐ Roots of Neuro-Linguistic Prog. (1.75 lbs) $22.00
- ☐ Applications of Neuro-Linquistic Prog. (1.75 lbs) $22.00
- ☐ Turtles All the Way Down (2.75 lbs) $24.95

Submodalities

- ☐ Change Your Mind and Keep the Change (1 lb) $8.50
- ☐ An Insider's Guide to Submodalities (1 lb) $12.95
- ☐ Using Your Brain for A Change (1 lb) $7.50

For Therapists

- ☐ Reframing (1 lb) $8.50
- ☐ Practical Magic (1.5 lbs) $12.95
- ☐ Gestalt Therapy and Beyond (1.5 lb) $9.95
- ☐ Therapeutic Metaphors (1 lb) $12.95
- ☐ Provocative Therapy (1 lb) $12.95
- ☐ Time Line Therapy (1.5 lbs) $22.95
- ☐ Solutions (1.25 lbs) $11.95
- ☐ The Emprint Method (1.25 lb) $11.95

Hypnosis

- ☐ Trance-Formations (1 lb) $8.50
- ☐ Patterns of Hypnotic Techniques: Vol. I (1.25 lbs) $10.95
- ☐ Patterns of Hypnotic Techniques: Vol. II (1.25 lbs) $17.95
- ☐ Advanced Techniques of Hypnosis (3 lbs) $98.00
- ☐ Healing in Hypnosis (1.5 lbs) $39.50
- ☐ Life Reframing in Hypnosis (1.5 lbs) $39.50
- ☐ Uncommon Therapy (.75 lbs) $5.95

Business

- ☐ Beyond Selling (1.5 lbs) $19.95
- ☐ Performance Management (1.5 lbs) $21.95
- ☐ Precision (1.5 lbs) $18.95
- ☐ Influencing with Integrity (1.75lbs) $21.95
- ☐ Making the Message Clear (1.5 lbs) $14.95
- ☐ Courtroom Communication Strategies (5 lbs) $80.00
- ☐ Influence: Science and Practice (1.5 lbs) $14.95

Education

- ☐ Classroom Magic (1 lb) $12.50
- ☐ Meta-cation: Vol.I. (1 lb) $12.00
- ☐ Meta-cation: Vol.II. (1 lb) $12.00

For Everyone

- ☐ Procrastinator's Success Kit (.75 lb $9.95
- ☐ The Magic of Rapport (1lb) $12.95
- ☐ Co-Dependent No More (1 lb) $8.95
- ☐ Get The Results You Want (1.5 lbs) $17.95
- ☐ Unlimited Power (1lb) $9.95
- ☐ Know How (1.25 lb) $11.95
- ☐ The Emotional Hostage (1lb) $11.95
- ☐ FineTune Your Brain (1.5lb) $13.95
- ☐ Recreating Yourself ((1lb) $17.95
- ☐ Your Balancing Act (1lb) $12.95

AUDIO CASSETTES

Single Tapes .... (all are .5 lb)

- ☐ The Endless Staircase $10.00
- ☐ mBelekate $12.00
- ☐ The Beach Trip $12.95
- ☐ Self-Hypnosis: For Reducing Your Stress $12.95
- ☐ Deep Self-Appreciation $12.95
- ☐ Natural Self-Confidence $12.95
- ☐ Integration of New Learnings $12.00
- ☐ Building Better Relationships $7.95
- ☐ More Magic Demystified $7.95

Packages and Training Tapes

- ☐ Presenting NLP (1.5 lbs) $60.00
- ☐ Belief Systems and Your Health (1.75 lbs) $95.00
- ☐ The Structure of Hypnosis (1.75 lbs) $95.00
- ☐ Expanded Intuition Training (1.lb) $59.95
- ☐ Negotiation (1.75 lbs) $200.00
- ☐ Empowerment (1.25 lbs) $75.00
- ☐ Stories for the Child in Each of Us (1 lb) ..... Each set $32.95
- ☐ Self-Concept Workshop (1.25 lbs) $75.00
- ☐ NLP and Ericksonian Hypnosis (2.5 lbs) $110.00
- ☐ Dynamics of Effective Presentation (2 lbs) $110.00
- ☐ Skills for Effective Presentation (2 lbs) $110.00
- ☐ Dynamics and Skills Package Special (4 lbs) $189.00
- ☐ Prerequisite to Personal Genius Set & 'Turtles' (3lbs) $140.00

VIDEOS

- ☐ Amplifying Kinesthetic States (1.5 lbs) $85.00
- ☐ A Strategy for Responding to Criticism (1.5 lbs) $50.00
- ☐ Changing Beliefs (1.5 lbs) $85.00
- ☐ Components of Couples Intervention (1.5 lbs) $50.00
- ☐ Content Free Consulting (1.5 lbs) $85.00
- ☐ Convictions, Beliefs and Reality (1.5 lbs) $65.00
- ☐ Eyesight Enhancement Format (1.5 lbs) $60.00
- ☐ Future Pacing (1.5 lbs) $65.00
- ☐ Human Excellence (1.5 lbs) $85.00
- ☐ Hypnosis Tape I: Content Free (1.5 lbs) $110.00
- ☐ Lasting Feelings (1.5 lbs) $195.00
- ☐ Making Futures Real (1.5 lbs) $195.00
- ☐ Nonverbal Elicitation and Change (1.5 lbs) $65.00
- ☐ Perceptual Styles and Masks (1.5 lbs) $85.00
- ☐ Presuppositions and Hypnosis (1.5 lbs) $50.00
- ☐ Redesigning and Chaining States (1.5 lbs) $85.00
- ☐ Shifting the Importance of Criteria (1.5 lbs) $50.00
- ☐ The Fast Phobia/Trauma Cure (1.5 lbs) $50.00
- ☐ The Last Straw Threshold Pattern (1.5 lbs) $50.00
- ☐ The Swish Pattern (1.5 lbs) $65.00

Gifts?
We can gift wrap & ship to any location.

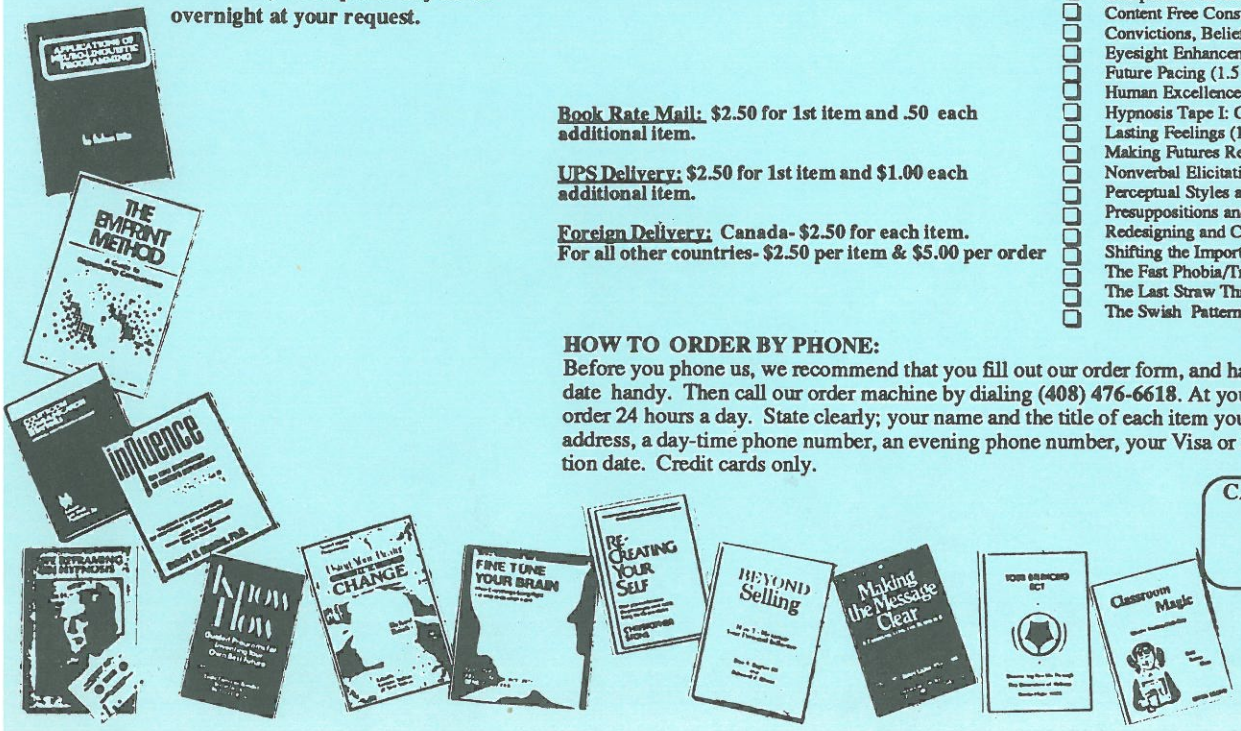
In a hurry?
For the UPS fee, we ship 2nd day air & overnight at your request.

Book Rate Mail: $2.50 for 1st item and .50 each additional item.

UPS Delivery: $2.50 for 1st item and $1.00 each additional item.

Foreign Delivery: Canada- $2.50 for each item.
For all other countries- $2.50 per item & $5.00 per order

HOW TO ORDER BY PHONE:
Before you phone us, we recommend that you fill out our order form, and have your credit card and expiration date handy. Then call our order machine by dialing **(408) 476-6618**. At your convenience you may place your order 24 hours a day. State clearly; your name and the title of each item you wish to order. Restate your name, address, a day-time phone number, an evening phone number, your Visa or Master Card number and the expiration date. Credit cards only.



CALL OUR ORDER MACHINE
Ask for our full catalog or
Leave your order 24 hrs.
408-476-6618

For assistance ... Call us!
Monday: 9am- 5pm
Wednesday: 1:30pm- 5pm
Friday: 9am- 5pm

METAMORPHOUS PRESS

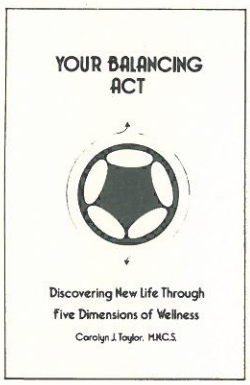
NEW RELEASES

NLP / HEALTH & FITNESS

YOUR BALANCING ACT

Discovering New Life Through Five Dimensions of Wellness

Carolyn J. Taylor, R.N.



This intriguing new book in the field of NLP presents the systematic exercises and new material for changing the all important beliefs that underly the conditions that lead to well-ness. Health, relationships, creativity, happiness and personal success are just some of the aspects of our lives that are effected by our beliefs, says Taylor. Recognizing that beliefs are a very powerful force in our behavior is the beginning of a process that can help us to create positive and productive results in virtually every capacity of life. The workbook format of **Your Balancing Act** aids the reader in developing the necessary skills to change the beliefs that cause distress and dis-ease. Presented in an easily read and understood format, this book is a must for anyone who cares about their health or the quality of their life. The novice in NLP will find the book easily managed as it is written in an introductory format. Further, this book should grace the desk of every health practitioner.

5½x8½, 223 pages, illustrated

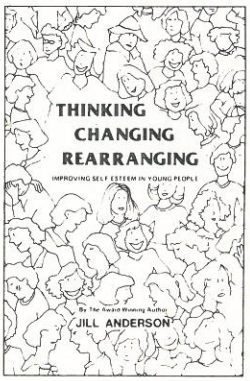
ISBN 0-943920-75-2 . . . . . Softcover $12.95

NLP / EDUCATION & BELIEFS

THINKING, CHANGING, REARRANGING

Improving Self-Esteem in Young People

Jill Anderson



The belief is common in children that they "have to" feel a certain way "because of" what happens. As long as they attribute the quality of their emotional state to some force outside themselves, they remain blind to "their" role in creating their day and feel powerless to change it.

We do children a great service by giving them skills and knowledge for taking control of their inner emotional environment regardless of "what happens." Based on concepts found in Rational-Emotive Therapy, **Thinking, Changing, Rearranging** guides children in examining their own thinking, inner language, and belief systems to learn for themselves how they go about creating those "rotten" days. Counselors, teachers, and parents will find this book a valuable tool.

5½x8½, Illustrated

ISBN 0-943920-30-2 . . . . . Softcover $7.50

METAMORPHOUS PRESS, INC. P.O. Box 10616, Portland, OR 97210-0616 **(503) 228-4972**

We accept Visa, MasterCard, personal checks, and money orders. Please remember to include $2.50 shipping and handling for the first book and $.75 for each additional. Foreign orders, Air Mail, and UPS are subject to additional charges. Call (503) 228-4972 to order by phone or to determine additional charges. Orders are shipped cheapest rate, unless otherwise specified. Book Rate can take 3-4 weeks. UPS will deliver within 10 days depending on the distance from Portland. Prices and availability may change without notice.

Ship Via: ☐ Cheapest Rate ☐ UPS (add'l) ☐ Air Mail (add'l)

____VISA ____MC Exp. Date____/____

Card No.____

Signature ____

Name____
(Please Print)

Address____

City____ State____ Zip____

____Your Balancing Act $ ____

____Thinking, Changing, Rearranging $ ____

Total for Items $ ____

Shipping & Handling $ ____

Total Remittance $ ____