THE VAK



International NLP Newsletter

Volume VII, Number 3 *Summer 1989*

MILON'S SECRET

By Tad James

The following excerpts are from the author's forthcoming book, The Secret of Creating Your Future.

Milon put down his notebook and looked out the window. It was the notebook the Wizard had given him. He was so very lucky, he felt, to have the knowledge of the secret of creating the future. Not many people even knew of it in his land, and he knew that having it made him very fortunate. . . . Milon had the capability of deciding what he wanted, and programming his future in a way so that it happened. And that was that. Whatever he wanted he was able to have. . . .

There was nothing mysterious about Programming Your Future, once you knew how to do it. Before you knew the processes and techniques, *then,* perhaps, it seemed mysterious. *Then,* it seemed like something extremely mysterious. But after you knew how to do it, it was really quite simple.

"The Process" helped, of course: The Process - the information he had learned so very long ago from "the Wizard." That was the only name he knew. The Wizard. Sounded mysterious, perhaps more mysterious than it needed to be. Milon had contacted the Wizard during one of his long internal journeys. Milon was fond of exploring his own internal world, and during one of those journeys, he had met the Wizard, and had been given the process for creating his own future.

While the Wizard was teaching Milon how to create his future, he gave Milon an old piece of parchment which revealed the seven frames for creating his future.

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Sixth Annual NANLP Conference

The sixth annual NANLP Conference brought 287 registered participants to San Francisco, where they selected from a high-quality NLP menu of more than 50 presentations by some of NLP's leading developers and teachers.

The Cathedral Hill Hotel was turned into a networking center, and the spirit of wellness, the central theme of the conference, was exhibited everywhere. A spirit of productivity and cooperation was also evident, in the new products on display and in the genuine interest and interaction among exhibitors, presenters, and workshop attendees.

Dr. Donald Ardell, the keynote speaker, woke the audience up with an electrifying star-spangled costume as he addressed the theme of wellness with great enthusiasm and humor. A triathlon champion and author of *Die Healthy* and other books, the energetic speaker is Director of the Campus Wellness Center at the University of Central Florida in Orlando. Speaking of society's view of wellness, Ardell noted that "our society is not set up to make

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THE VESTIBULAR SYSTEM IN NLP: Part 1

By Cecile A. Carson, M.D.

The vestibular system is one of the special sense organs of the nervous system that has not been specifically delineated as a "representational system" in NLP. It allows living forms to interrupt space without losing their balance or connection with their previous position - its function, therefore, is to maintain equilibrium, i.e., *whole body position in space.*

Other special sense organs for taste, smell, vision, hearing, and touch have been well described in NLP. Touch (from sensory nerve endings in skin) and feeling (primarily from nerve endings in the viscera) are presently categorized as "kinesthetic" in NLP usage. Although neurologically this label is incorrect, it has served well to organize observations and interventions within the NLP framework. Kinesthesia (also termed "proprioception") consists of nerve endings which do not receive external physical stimuli directly, but rather modify our sensations of position change of body parts through stimulation of nerve endings in the muscles, tendons, and joints. Thus, "kinesthetic" relates to *part body position in space.*

Kinesthetic and vestibular input complement one another. . . .Because it is phylogenetically, anatomically, and functionally distinct from the kinesthetic system - and has a distinct set of predicates - the vestibular system has useful applications in communication and change work.

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NANLP

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wellness a natural choice" and lamented that terms like "stomachjoy" and "headpleasure" are not in use.

The NLP community was well represented geographically, with contingents from all across the United States, Canada, France, Australia, and many other countries.

Exhibits, ongoing video presentations, and a well-stocked bookstore gave attendees a full range of tapes, programs, and publications to choose from. And for those who couldn't attend in person, audio tapes are available from Repeat Performance, 2911 Crabapple Lane, Hobart, Indiana 46342 (219-947-1024).

Next year's conference is set for the East Coast, possibly in Baltimore, April 27-29.

Ardell on Wellness

- Wellness is your passport to a better life. It doesn't tell you where to go with it, but it's your entree.
- Wellness is a wonderful frame in which to set your commitment to and your love of humor and creativity.
- Lifestyle is vital; it counts far more than your doctor, your environment, your income, age, luck - even your membership in NANLP.
- You are the person most responsible for your health and nearly everything else that's important.
- It's better to take up healthy practices than give up unhealthy habits.
- You're the only person in the world who can figure out how to make wellness work for you.
- Wellness is a great deal more than a health issue. It is an economic, educational, philosophical, spiritual, and social issue.
- Wellness is not easy; customs and culture give negative input and there's not much societal support.

A Wellness Profile

High self-esteem	Creative, sense of humor
Sense of purpose	Affectionate and expressive
Acceptance of self and others	Commitment to excellence
Peak experiences	Infrequent illness
Integrity, competence	Free of negative addictions
Democratic personality	High level of fitness

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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 **August 1.** Advertising rates are available on request.

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

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MILON'S SECRET

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THE SEVEN FRAMES

1. The way to have the first frame is to

   Take responsibility for where you are

2. The way to have the second frame is to

   Clarify your values

3. The way to have the third frame is to

   Write down what you want

4. The way to have the fourth frame is to

   Clean up any past memories not consistent with what you want

5. The way to have the fifth frame is to

   Program your future by creating memories for your future Time Line

6. The way to have the sixth frame is to

   Align your thoughts with your goals

7. The way to have the seventh frame is to

   Play everything at 100%

. . . Milon remembered the day the Wizard had given him the conditions for "Smart Goals." He remembered them as if it were today:

S Specific
Simple

M Measurable
Meaningful

A All areas of life
As if now

R Realistic
Responsible

T Timed
Toward what you want

"But why does this all work," Milon asked the Wizard one day.

"It works," replied the Wizard, "because of the nature of the universe, and the way the mind works. . . . the nature of the universe at its deepest level is like your mind. There are certain principles that make Programming Your Future possible. It is an ancient teaching. In this teaching, there are five principles that make it possible for us to affect the future."

THE FIVE PRINCIPLES

Principle One

The universe is made up of pure intelligence - its basic nature is mind.

"You see, Milon, the deepest level of the universe - deeper than molecules, atoms, electrons - the deepest level of the universe is a level where the idea of 'location' does not exist. At that level it is not possible to locate the specific

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>
> *Leslie Cameron-Bandler*
> *Co-Developer of NLP*

LOCATION AND DATES:

San Rafael, California
Summer Intensive

July 27–August 25, 1989

San Rafael, California
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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

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SPECIAL GUEST PRESENTATIONS BY

★ ★ LESLIE CAMERON-BANDLER ★ ★

Developer of the Imperative Self Analysis Model

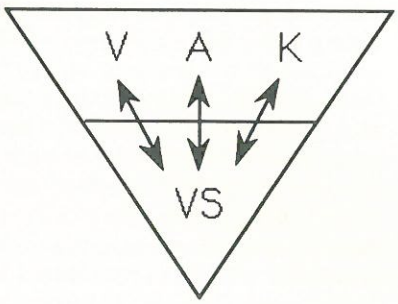
The Vestibular System

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PHYLOGENY

The vestibular system is more primitive than the special sense organs of smell, taste, hearing, and vision - and as such, tends to be more out of conscious awareness. Its earliest form was as a gravity receptor called a statocyst in primitive jellyfish of the late Precambrian era, more than 600 million years ago.

. . . The vestibular system can be thought of as having an important *integrative* function among the various sensory inputs, primarily visual and kinesthetic (proprioceptive). . . . A key word for the vestibular system is *balance*. Any movement of the whole body sets up immediate and powerful compensatory reflex actions to maintain equilibrium for protection and survival of the organism. Since these reflexes are so critical for our well-being, they occur extremely quickly and usually out of conscious awareness. The following diagram illustrates these interactive processes:



VS = vestibular
V = visual
A = auditory
K = kinesthetic

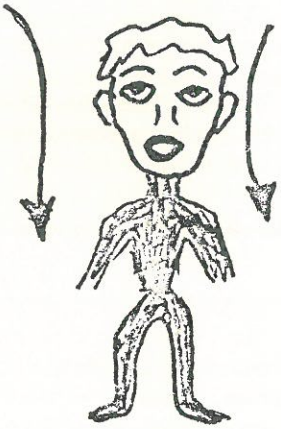
The arrows flow in both directions, since primary stimulation of the vestibular apparatus can lead to corrective actions by the eyes, muscles, and joints - and stimulation of muscles, joints, or of eyes can cause the vestibular apparatus to compute being "off balance" and initiate corrective reflexes.



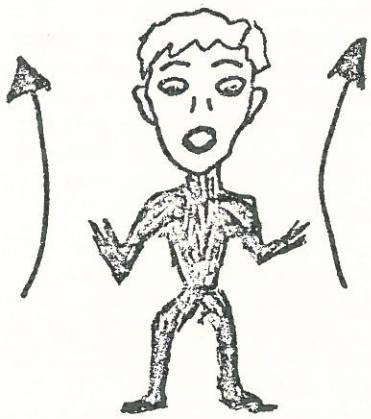
(a) Rotation clockwise - eyes move counterclockwise initially; body moves clockwise



Rotation counterclockwise - eyes clockwise, body counterclockwise



(b) Falling forward - eyes move up initially



Falling back - eyes move down initially

ACCESSING CLUES

Not surprisingly, there is no one characteristic eye movement or whole body position that is indicative of vestibular access in the movement. Eye direction and body direction are determined by (a) direction of rotation (clockwise, counterclockwise), (b) direction of fall (off vertical axis), and (c) acceleration or deceleration. Basically, the *eyes* go in the *opposite direction* of the movement and the whole body in the *same direction* for (a) and (b), as in the diagram above.

For changes in acceleration, if the head remains static on accelerating, the eyes move up.

. . . Of note is that these eye movements and body movements also occur when the subject *imagines* or *remembers* that he is moving his body in these ways through space.

SUBMODALITIES

The characteristics of the vestibular representational system are:

- **Orientation** - position with respect to gravity or axis of reference
- **Acceleration** (deceleration or absence of acceleration) - change in velocity over time (velocity being speed in a given direction)
- **Torque** - angular or rotational force
- **Inertia** - resistance to change of the motion (or motionlessness) of a body

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MILON'S SECRET

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position and speed of an electron. That essentially means that this deepest level pervades all that is. It has no specific location. It is omnipresent. Scientists in our world have not located it yet. In other worlds they are calling it Quantum space.

"Scientists have not been able to locate consciousness in the brain either. In fact they have no idea where conscious is located in the human being. That is because it is like the basic Quantum level of the universe.

"Milon, the basic nature of this deepest level of the universe is consciousness - pure intelligence. At the Quantum level, at its very depth, the universe acts like an information processor - like a mind. This information flows around and through all biological processes. All things are intimately and infinitely connected by the flow of the play consciousness. . . .

"Nature is purposive and possesses deep intentionality. The laws that govern the universe are contained at this Quantum level. That is why you found me here during your inner journeys. Always remember, Milon, he who is capable of deep inner reflection will gain the secrets of the universe, because that is where they are kept. . . ."

Principle Two

Beauty is not what I see - it is vibration - composed of frequencies.

"The difference between a rock, a tree, and a man is the difference in the rate of vibration. There is a hierarchy of vibration with matter at the low end, and energy at the higher end. Mind is even higher than energy. . . .

"Every thought, emotion or mental state has its corresponding rate and mode of vibration. These frequencies can be changed by a change in the thought patterns that inhabit the mind. Since the universe is also made up of vibration at the deepest level, and the matter that is the universe can be affected and changed just by your attention, the vibration of the thoughts that you are thinking may affect the very substance of the universe. The universe is like your body in that respect. It will give you what you dwell upon. If you dwell on negativity, you will get just that. . . ."

Principle Three

Every thought or mental state has its own vibration. The universe will give you what you dwell upon.

. . . "The ancients," said the Wizard, "say, 'To change your mood or mental state, just change your vibration, through an exercise of your will, by deliberately fixing your attention on the more desirable state.' If you are sad, deliberately remember times when you were happy. . . ."

Principle Four

The universe demands balance - everything has its opposite.

"The Law of Compensation," the Wizard said, "is that for every action, there is an equal and opposite reaction. If the pendulum swings one way, it must always swing back the other way. . . . Mentally, however, it is possible to escape the low end by rising above it. This is what we do using Time Line. . . ."

Principle Five

We are always compensated for what we do.

"If we consider cause and effect in terms of events, then strictly speaking, no one event 'creates' another event, but is merely a preceding link in the great chain of events in the day of the universe. Every thought we think, every action, every deed, creates results both directly and indirectly. . . . Just remember this, Milon, you are at cause in your universe. . . .Do you understand?" the Wizard asked.

"Yes," Milon thought.

And with that the Wizard was gone.

The Secret of Creating Your Future, *by NLP trainer and therapist Tad James, will be published in July. Readers may order the book from ProfitAbility Group, 1001 Bishop St., #702, Pauahi Tower, Honolulu, HI 96813 (808-521-0057). Prices, including shipping and handling, are: U.S., $11.45; Canada, $11.95; and Rest of World, $15.95.*

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Business Corner

Jim Mantock

Is this your company?

- *Individual and corporate goals are getting more difficult to achieve.*
- *There are persistent personnel problems that just defy solution—not only are there more gripes, they seem to be about everything.*
- *Interdepartment communication has transformed from cooperation into accusation.*
- *Customer complaints are on the rise, and so is employee turnover. What should you do?*

These are signs of serious problems with a business's structure. To solve these problems you need to look at the whole of the business. HEART is an acronym which stands for *hiring, equipment, attitudes, recognition, and training.* They represent the heart of any business. In highly successful companies all of these elements support and build on one another.

If the *hiring* function is poorly performed, the company has no hope of longterm success. People bring three things to a job: knowledge, skills, and personality. Most interviewers know how to assess a candidate's knowledge and skills, but are poorly equipped to evaluate personality. Yet, personality is the most difficult to change. Knowledge deficiencies can be corrected with instruction. Inadequate skills can be improved with practice. But, personality mismatches with the job, customers, and/or co-workers are almost impossible to remedy. How does your hiring function assess personality? If it doesn't, you're depending on luck.

There are two sides to *equipment*: what the customers experience when they deal with your company, and what the employees use to do their job. Does your equipment make it easy for customers to do business with you? Does your equipment make it easy for employees to do their job of serving customers? Busy phone lines, overtaxed computers, and antiquated accounting software can cause tempers to flair and destroy customer confidence.

Attitudes are the basis for corporate cultures. What are the attitudes of your management toward employees? If managers believe employees are incompetent and untrustworthy, that's exactly how employees will treat customers and co-workers. As managers do unto employees, so employees do unto customers and co-workers. The stakes are high. In a gargantuan study conducted by The Strategic Planning Institute it was found that companies providing poor customer service average a 1% return on sales and lose market share an average of 2% per year. Companies with high-quality customer service average a 12% return on sales and gain market share an average of 6% per year.

Studies have shown that people really do go out of their way to get *recognition.* Unfortunately, in most cases both the reward and what's being rewarded could be managed much better. Do your managers ask employees how they want to be recognized? If employees are asked to list, in rank order, their top four preferences, pay raises are usually third or fourth! What behaviors are really rewarded? If someone is a complainer, are they more likely to get a raise to shut them up? When inappropriate behavior is rewarded, employees are given the message that inappropriate behavior is desirable. Companies get the behaviors they reward.

Customers' expectations of quality and service are continually increasing. Companies that ignore this will soon be bankrupt—other businesses will step up to meet customer expectations. Another way of thinking of this is companies need to grow with their customers' desires. This growth involves learning and change; a reeducation process. Does your company support and encourage ongoing *training?* Are skills, knowledge, and motivation programs available to build?

By studying *hiring, equipment, attitudes, recognition,* and *training* you can find the cause of the toughest problems. Generally, two or more areas need work. The key is to coordinate the solutions. Just as the problems from each area combine to make bigger problems, your solutions for each area must work together to achieve a lasting solution.

Once you understand the HEART of your business, you'll be well on your way to increased performance.



Jim Mantock is a partner of The Harbinger Group, a sales and management training firm located in Dallas, Texas. Formerly, he was a department manager at Texas Instruments, Inc. He is also coauthor of CONNECTING: $ales Rapport Thru NLP.

If you have a business application to share or a problem you'd like addressed, give Jim a call at 214-380-6822 or write to P.O. Box 493, Coppell, Texas, 75019.

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The Vestibular System

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PREDICATES

The predicates of the vestibular representational system are quite distinct, though a number have been grouped under the "kinesthetic" category in the past. The following predicates relate to whole body movements in space, as well as to spatial relationships. Prepositions, in particular, communicate spatial relationships as they form the linguistic scaffolding of space and time. In fact, our spatial predicates tell us what it is like to exist as an entity that is separate from, and yet related to, other things.

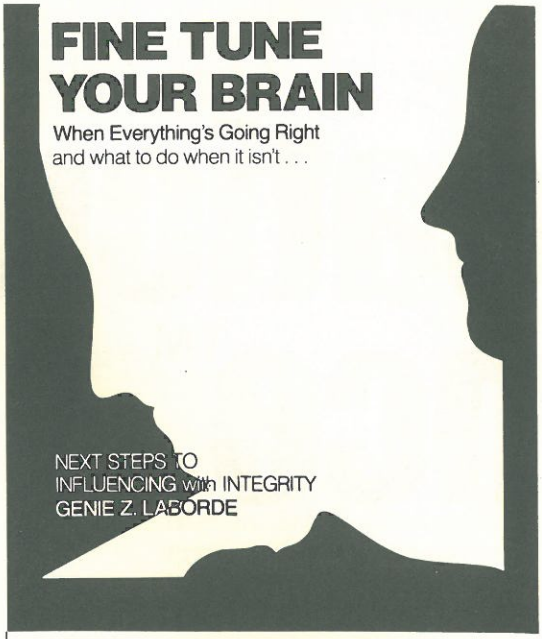
Verbs	Prepositions	Expressions
balance	over	off balance
suspend	under	in suspense
center	around	on the edge
position	up	shift your position
orient	down	turned around
stabilize	off	dizzy
shift	on	upside down
rotate	through	flipped out
gyrate	beyond	hung up
		[partial list]

EXPLORING THE VESTIBULAR SYSTEM

Children are wonderful models for rediscovering a more direct sense of the vestibular system. Unfortunately, as we move from childhood to adulthood, we tend to increasingly limit the variety of ways we choose to move our bodies through space - frequently narrowing our selection to standing (walking) and sitting (driving) in the vertical plane, or lying (sleeping) in the horizontal plane. As a result we may fear "new directions," "slowing down" the frantic pace of our lives, or "plunging" into the unknown for what we want.

The following simple exercises are designed to help you begin playful exploration of this system that has become largely unconscious and to use it in creative and innovative ways for pleasure and for therapeutic work.

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Fine Tune Your Brain

Next Steps to *Influencing with Integrity!*

By Genie Z. Laborde

This richly illustrated 312-page softcover 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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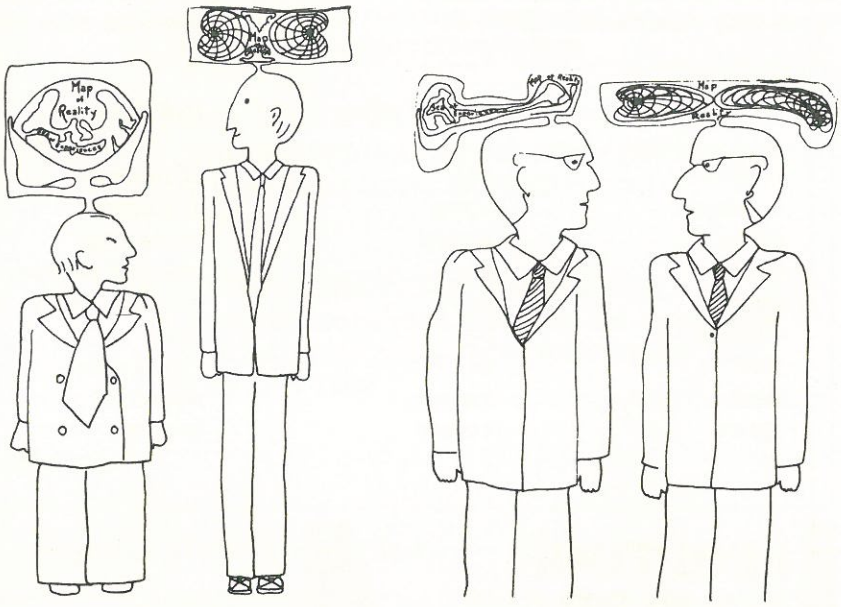
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-Influencing with Integrity



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SCHEDULE OF NLP-RELATED ACTIVITIES

JUNE

19	Imperative Self	Amherst MA	NEI
23-24	Practitioner Testing	Montreal	MET
23-24	3 Days to a More Positive Self-Concept	Enfield CT	NEI
25-27	Robert Dilts: Metamanagement - Using NLP with Groups	Montreal	MET
26-7/7	NLP & Education	Eugene OR	MGA
26	Imperative Self	Vernon CT	NEI
27	Imperative Self	Boston	NEI

JULY

8-9	NLP for Teachers	New York	NYT
10-20	NLP & Education	Spokane	MGA
10-20	Residential Trainers Trg	Santa Cruz CA	DLC
11	Conflict Management	Dallas	HG
12	NLP in Sales: Closing	Dallas	HG
14-16	Reframing	New York	NYT
19-21	Communication Excellence	St. Louis	GDA
21-8/12	Bali: An Adventure in Cultural Modeling	Bali	MET
21-30	Ericksonian Hypnosis	Cape Cod MA	NYT
27-8/5	Imperative Self Intensive	San Francisco	FP
31-8/10	NLP & Education	Portland OR	MGA

AUGUST

2-6	5-Day Modeling Intensive	New York	NYT
4	NLP in Sales: Rapport	Dallas	HG
5	NLP in Sales: Closing	Dallas	HG
5-17	Ericksonian Hypnosis	Cape Ann MA	NEI
5-22	Residential Practitioner Training	Santa Cruz CA	GDA
11-13	Anchoring	New York	NYT
14-31	MP Training: Robert Dilts and Todd Epstein	Santa Cruz CA	DLC
21-9/3	Imperative Self Training	Cape Ann MA	NEI

Schedule Deadline for the Next Issue

AUGUST 1, 1989

NLP Sources

ACT* Advanced Communication Training
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New York, New York 10011
212-529-9227

AUS* Australian Institute of NLP
P.O. Box 1
University of Queensland
St. Lucia, Queensland 4067
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CAS NLP Center for Advanced Studies
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415-491-1111

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SEPTEMBER

2-3	NANLP Western Regional Conf	Park Cities UT	NAN
9	NLP Tools for Reaching Consensus	Chicago	NIC
9-10	NANLP Central Regional Conf	Indianapolis	NAN
12-14	Intermediate Neurolinguistics	SantaClara CA	GDA
15-24	Advanced Training	PajaroDunesCA	GDA
20-22	Communication Excellence	St. Louis	GDA
22-25	Beyond Co-Dependence: L. Ewing	Chicago	NIC
23-24	Introduction to NLP	Montreal	MET
27	Open House	New York	NYT
30-10/1	NLP Grief Resolution Process	Chicago	NIC

OCTOBER

11-13	Sales Excellence	New York	GDA
13-15	Ericksonian Hypnosis Intro	New York	NYT
13-16	Trance-Formations: Michael Banks	Chicago	NIC
21-22	The Child Within	New York	NYT
28-29	NANLP Canadian Regional Conf	Ottawa	NAN
28-29	Advanced Reframing	New York	NYT

NOVEMBER

1	Open House	New York	NYT
3-6	Trance-Formations: Michael Banks	Chicago	NIC
4-5	NLP: The Present State	Chicago	NIC
8-10	Sales Excellence	Cleveland	GDA
14-16	Communication Excellence	San Diego	GDA
18-19	Stress Management	New York	NYT
18-19	NANLP Eastern Regional Conf	Atlantic City	NAN

Schedule Deadline for the Next Issue

AUGUST 1, 1989

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NAN National Association of NLP
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NEI* New England Institute for NLP
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NIC NLP Institute of Chicago
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* These organizations offer ongoing certification programs. Contact them directly for training dates and locations.

NLP Anthropomorphized

By Bruce Dillman

Before I embarked on my first NLP training voyage, I heard John Bradshaw say that NLP can give a person tools for doing something Kierkegaard advocated: being objective about ourselves and subjective about others. (Notice how I managed to drop two names and one catchy phrase in the opening sentence.)

Knowing this, I was extremely disappointed when the management of this publication refused to allow me to review my own book. Who could be more objective than I? But maybe I would be too objective. Yes, that's it.

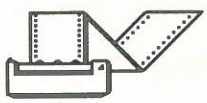
Therefore, deprived of an opportunity to write about something I know about, I shall once again plunge into the labyrinth of surmise, conjecture, and big words. The subject this time is the anthropomorphization of NLP.

Thumbing through a book on rapport the other day, I ran across phrases like, "NLP missed the boat on this," and "I developed these applications that NLP didn't think of."

And people have asked me, "How does NLP deal with this?" and "What would NLP say about that?"

Well, by the time I got through trying to picture what NLP might look like and trying to hear his, or her, voice, the questioner had departed. Frankly, it's easier to imagine the White House speaking - as it often does according to the media - because I've seen the White House. Who has seen NLP? Where does he, she, or it live? In the therapeutic community? The business community? The public sector? Among the homeless?

Being a true investigative reporter of the Old School (U. of Kansas, founded 1864), I decided to track down the elusive NLP for an interview. After several weeks of deadends, evasion, and runarounds, I finally located NLP at a Burger King in central Florida hanging out with Elvis Presley. The following is a verbatim transcript of the tape of the interview.



BD: So how did you get to know Elvis?

NLP: I've known him for a long time - since Mississippi.

BD: And NLP is. . . ?

NLP: My initials.

BD: Did Elvis have anything to do with your becoming an authority on human behavior?

NLP: Oh, yes. When all those girls started buying his records and screaming at his concerts, I wondered what he had that other guitar pickers didn't.

BD: Did you have any clues?

NLP: Well, I heard somebody say he had animal magnetism, so I studied zoology and physics.

BD: Did that give you the answer?

NLP: No, but it got me into the space program where I got into computers and learned about computer models. I tried a computer model of Elvis. It might have worked if we'd had the graphics and animation they do now. But then, I couldn't get the movements down.

BD: What happened next?

NLP: When I thought more about it, it seemed there was a feedback loop between Elvis and his audience. They were parts of a system. So I took up cybernetics.

BD: Makes sense to me. Did that give you what you wanted?

NLP: It gave me a lot of words for my vocabulary, but I still didn't have the answer.

BD: Did you ever find it?

NLP: Oh, yes. I was at a Bandler and Grinder program, and all of a sudden I said, "That's it!"

BD: What's it?

NLP: Auditory anchors.

BD: Auditory anchors?

NLP: Sure. What comes to your mind when I say, You ain't. . .?

BD: . . . nothing but a hound dog.

NLP: Don't . . .

BD: . . .be cruel.

NLP: Thank . . .

BD: . . . you very much.

NLP: Elvis . . .

BD: . . . has left the building.

NLP: See?

BD: You're right. I didn't realize that before.

NLP: Most people don't.

BD: Then did you do more with John and Richard?

NLP: Oh, yeah. I gave them some help on some fine points, and built up their vocabularies. They started quoting me in their seminars. I always went by my initials, and whenever they quoted something I'd said, they'd say "NLP says . . ." and it stuck.

BD: So that's where it came from.

NLP: Yep. Then, when they wanted a fancy name for whatever they do, they just added words to fit the initials.

BD: But why did you get away from NLP. Er - that is, away from neuro-linguistic programming?

NLP: Well, I didn't mind being quoted, but when people started saying "NLP

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FREEDOM WORKSHOP NLP APPRENTICESHIP

SUMMER 1989

This summer's NLP Apprenticeship begins Wednesday, July 12, from 7:15 to 9:15 p.m. and runs through August 30. The fee is $120, payable by July 5 to Nancy Freedom. The class and the NLP book and tape library are at my office, 540 Alcatraz Ave., #205, Oakland, CA 94609.

The class is small–between 3 and 10 people–and your purpose for studying NLP will be kept in mind as I construct the lessons. If your registration fee arrives after July 5, the class may be full.

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The Vestibular System

continued from page 9

[Editor's Note: Use care in trying the following exercises. For safety, have a companion with you.]

■ Recapitulate phylogeny - the jellyfish is like a floating umbrella, so it is only interested in interrupting the vertical plane. In this exercise, begin with upright posture and walk in a flat open area with your eyes closed. Then, on a more varied topography, try to maintain balance (still with eyes closed) just using the vertical aspects of the static portion of your vestibular system. Notice how the posterior portion of the muscles of your extremities extend themselves and stiffen; this uses your more primitive extensor muscles for balance.

■ Again in the vertical plane, you can block the ears, wear odd thicknesses of sandals or shoes, and experience how you maintain your balance.

■ To experience the vestibular portion of orientation as separately fromproprioceptive input as possible, go underwater with minimal breath-holding. Then close your eyes, turn your body in a number of directions, and notice if you can figure out which plane your body is in.

■ Turn your head sideways while riding in a car to experience speed in a new way, by stimulating a semicircular canal generally not used in the usual upright (vertical) seated position.

■ Any other activities which may remind your body of movements it enjoyed as a child would be appropriate here, such as rolling down a hill (with and without eyes closed), standing on your head, cartwheels, rollerskating, swings, and seesaws. The more adventurous may want to try a trampoline or breakdancing!

■ Martial arts and body movement exercises, such as Feldenkrais, allow more intricate explorations. When utilized on a regular basis, they improve posture and body alignment, which quite literally results in a change of perspective in moving through life.

■ One can experience the impact of visual stimuli on the vestibular system with books of artists such as M.C. Escher. His drawings refuse a confirmable stationary point and thus make us dizzy by continuously changing perspective.

Cecile A. Carson, M.D., is Associate Professor of Medicine and Psychiatry at the University of Rochester Medical Center. An NLP trainer, she directs the Integrated Health Institute, 20 Brighton Street, Rochester, NY 14607. Her work on the vestibular system will be included in a forthcoming NLP anthology, Leaves Before the Wind, *edited by John Grinder, Judith DeLozier, and Charlotte Bretto. In our next issue, we will present Part 2, Applications.*

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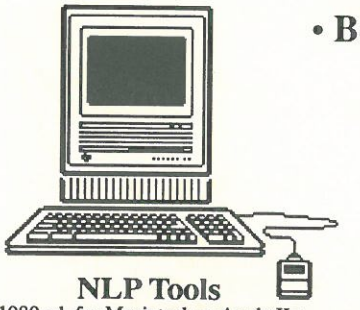
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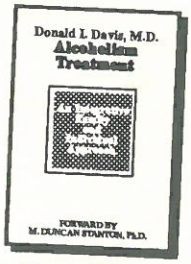
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NLP Anthropomorphized

continued from page 13

says . . ." about things I never said, it got annoying. You know how it goes. Somebody goes to a workshop, hears something, makes a transderivational search, and comes up with something out of left field, then goes around telling people NLP said it.

BD: That would be annoying.

NLP: Some people believe them, and others come around asking me if I really said it. It was a big bother, and I don't need that. So now I live normally, like Elvis.

BD: And how do you and Elvis live normally?

NLP: We did intensive content-free covert modeling and deep-trance identification with someone who attracts no attention. Now we can go bowling or to the car races or the movies, and no one notices.

BD: That's fascinating. Whom did you model?

NLP: Michael Dukakis.

BD: Who?

NLP: See what I mean?



Well the tape ran out at that point, and by the time I got back from the drugstore with a new one, NLP and Elvis had disappeared. But from now on, whenever I hear "NLP says . . ." I plan to look askance, listen incredulously, and take it with a grain of salt.

Bruce Dillman, perceptive book reviewer and former editor of The VAK, *is now aiming for fame and fortune with the publication of a new book,* Results on Target. *See page 19 for a detailed description, provocative reviews, a risk-free guarantee, and a handy order form.*

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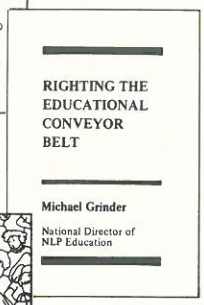
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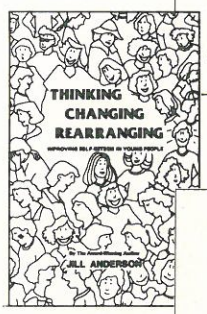
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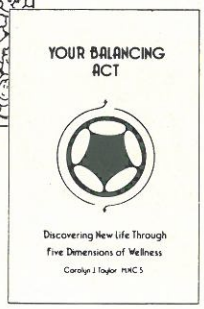
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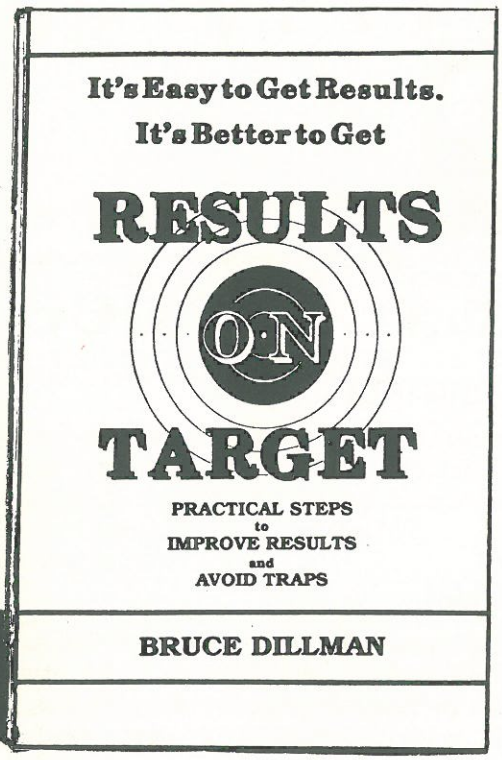
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12–Use Your Clues.
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