THE VAK



International NLP Newsletter

Volume VIII, Number 1 *Winter 1989/90*

HealthWalk

Genie Z. Laborde

It might be profitable and healthgiving for you to join me in an imaginary walk - to exercise your imagination and memory in a manner that could be useful for you. The human brain is remarkable in that it stores countless perceptions - pictures, sounds, words, smells, tastes, and feelings, and keeps many of these available for recall-on-request.

Your brain controls your body in many ways, and we can explore

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APPLICATIONS OF MODELING

Metha Singleton

Modeling has been the dream of NLP from the beginning. It is based on three fundamental presuppositions:

- We do not respond to reality itself, but to our map of reality.
- Human behavior has structure.
- If it's possible for someone, it's possible for everyone.

The combination of these three beliefs was instrumental in virtually every single finding and development within the field of NLP. Desired skills and aptitudes became transferable once the underlying structure was identified. The patterns were made explicit, and seemingly magical results were reproduced. The abundance of powerful formats and techniques that have been developed since the origins of NLP is clear evidence for the effectiveness of modeling. And yet the very process that allowed this achievement was almost neglected

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THE NATURALLY SLENDER EATING STRATEGY

Connirae and Steve Andreas

As the VAK *editor contemplated a box of chocolate truffles, the Andreas' new book,* Heart of the Mind, *fell into her hands, as if naturally. The following excerpt is from Chapter 12.*

Perhaps you are or have been a dieter, or you have friends or relatives who are continually trying to lose weight and keep it off. Many dieters are in a life-long struggle to lose weight, while other people seem to stay slender with no effort at all.

FACTORS IN WEIGHT LOSS

Weight problems can result from a wide variety of causes. One of the key pieces to making weight loss easy is having the Naturally Slender Eating Strategy, presented later in this chapter. If you want to lose weight, and you don't already have this eating strategy, it may be the only thing you need. At the least, it will be a very important first step to becoming naturally slender. Some people who want to lose weight already have this strategy; they need some other change to make weight loss possible. In other cases, learning this eating strategy is an important and significant step in the right direction, but other changes are also needed.

For example, people sometimes overeat when they are unhappy or stressed, because it's a simple way to have some dependable pleasure in life. Dealing with the unhappiness or reducing stress will often remove the need to overeat, and many of the methods described in this book

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Earthquakes and Aftershocks

Earthquakes have their own personalities and their own behaviors. Some are sharp jolts - just a reminder that there's a willful force below our feet. Others have sluggish, rolling motions, spreading out in waves across the earth. Some strike without sound; some with a sharp crunch; some with a mounting roar.

Most Californians shrug off earthquakes, and very few get out of bed when one rumbles by at night to stand for safety, as recommended, in a doorway. One doctor recently told me that even when thrown out of bed by a Southern Californian earthquake, he just crawled right back in and went to sleep.

The 7.1 quake that occurred in the Santa Cruz mountains on October 17 was not quite so easy to shrug off. Most of us were physically shaken, had some damage - ranging from minor to devastating, depending on house construction and proximity to the epicenter - and knew people who had been injured or had suffered major losses. We were touched by stories about those who had lost their lives or their homes, and we gave what we could of time and property to help.

For many, the quake experience brought a reevaluation of the quality of their lives - a sobering look at their jobs, relationships, and goals - and many made changes. The VAK's computer file transfer person was one of those: he quit his job to take up his first love - horticulture.

In the NLP community, Genie Laborde, head of G. Laborde Associates, had perhaps the most absorbing experience, even though she was not on earth when the quake occurred. Her plane was on the landing approach to San Francisco Airport when it abruptly began to climb. For the next hour and a half she heard a series of alarming messages from the cockpit:

There has been a devastating quake in the Bay Area, measuring 8 points on the Richter Scale. The tower at the airport has been destroyed. There has been extensive damage to the terminal. . . . We can't land in San Jose or Oakland; both airports are inoperable. The Bay Bridge has collapsed. . . .One of the approaches to the Bay Bridge has also collapsed; we don't know how many are dead. Five are confirmed dead in San Francisco.

Genie said the tension and the gloom on the plane were palpable. "One woman took the phone and dialed incessantly the whole time, never connecting with anyone. Another woman was in hysterics, sobbing uncontrollably."

Finally, the anxious passengers landed at Sacramento, to meet more confusion and find no transportation or telephone service to the Bay Area. Eventually Genie found a cab driver who described himself as "the oldest cab driver in Sacramento." He drove her two hours and $159 south to Palo Alto, where she found her house and office intact and her family asleep. In fact, when she raced in to hug them, her husband sleepily asked her why she had come home a day early.

Like others, the experience caused Genie to pause and reconsider her own life, with some happy conclusions. "It really does change your way of viewing your life. I realized how important the people in my life are and how I really liked everything just the way it was."

The Grinder Resource Center in Santa Cruz fared well also. Laura

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Applications of Modeling

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until recently, when developers like Leslie Cameron-Bandler, David Gordon, and Michael Lebeau provided us with models for modeling in *The Emprint Method* and in David's new Experiential Dynamics training.

Instead of relying on the fish caught by NLP masters, with these models we acquire the knowledge to catch our own fish from the sea of human skills and abilities. This gives us the choice to impact profoundly our personal experience, competence, and productivity. I would like to share with you a few of the applications of modeling we are currently exploring.

Steve Gibson, an associate, and I recently modeled top systems analysts for a major computer firm. We contrasted the patterns of peak performers with those of employees who were not meeting the organization's performance standards. We looked at behaviors, emotions, and thought processes and found patterns all of the top performers had in common. For example, when presented with the task to design or adjust a program, they immediately associated into a future representation of the successful completion of the project. From this perspective, they worked backward generating possible solutions, while simultaneously continuing to think forward from the present to gather information. This pattern allowed them to feel challenged, resourceful, and powerful; all highly motivating emotions.

The majority of lower performers, by contrast, showed a predominant pattern of wanting to know ALL of the information before they would tackle the problem. Since this was usually impossible in this context, they would wait until they were forced by an impending deadline to generate solutions. As a result of this pattern, they often felt pressured and overwhelmed and failed to meet their deadlines.

These distinctions provide information which is invaluable for recruiting, interviewing, and employee development. For example, in this case, the criterion that had been used in selecting candidates was "high academic marks." In light of the patterns we had found successful in this setting, we recommended less emphasis on high marks, which do not necessarily indicate essential skills for success in the corporate

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Richard Bandler's 1990 Certification Schedule

NLP Practitioner Intensive Certification
February 12-24, 1990 • San Diego, California

NLP Accelerated Master Practitioner & Modeling Certification
July 9-21, 1990 • San Diego, California

NLP Trainer's Training
July 9-21, 1990 • San Diego, California

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October 20 - November 1, 1990 • San Diego, California

For more information on these seminars, to schedule private consulting with Richard Bandler (business or personal) or obtain a product catalogue please call

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Naturally Slender Strategy

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can be utilized for this.

Other people eat reasonably well, but don't exercise enough to maintain their desired weight. Finding an enjoyable way to exercise that fits into your lifestyle is often an important factor. . . .

Some people don't have a good way to respond to sexual advances; being unattractively overweight can be an effective way to avoid such situations. When such a person learns how to respond comfortably to flirting, and how to say "No" firmly when necessary, the need to be overweight vanishes.

These are only a few of the factors we sometimes encounter with weight problems. *Since every person is unique, our approach is always to find out what will make a difference for this person. . . .*

DISCOVERING A STRATEGY FOR BECOMING NATURALLY SLENDER

When I [Connirae] was in high school and college, people sometimes commented to me, "You're *lucky* to be so slim. I'm just not that kind of person. I just don't have that body type." They considered "slenderness" or being "overweight" to be a genetic accident over which they had no control, and so did I at that time. . . .

Most research studies people who have *trouble* losing weight, finding out how they respond to a variety of diet plans and therapy methods for weight loss. In contrast, many NLP patterns have been developed by finding how people who have easily *achieved* a desirable result are able to do what they do. By studying people who are naturally thin and finding out how they do it, it's possible to teach their ability to others.

People who are naturally slender don't feel forced to be thin. They don't feel bad about "missing out on good food," and they don't restrict their diet. Dieters do all those things. Rather than waging a constant battle with food, it is much easier to learn to *think and respond the way naturally slender people do.* Our investigations since then have verified that most other naturally slender people do almost exactly the same thing that I do, and people with weight problems typical do *not.* Here's the method I use.

THE NATURALLY SLENDER EATING STRATEGY

1. First, something makes me think of food. This might be seeing that it's time for lunch, hearing someone mention lunch, feeling hunger, or seeing food.
2. I check how my stomach feels now.
3. I ask myself, "What would feel good in my stomach?"
4. I visualize a possible portion of a food: a sandwich, a bowl of soup, a dinner salad, etc.
5. I imagine eating this food. I think of the taste of this food, and then feel the food slipping into my stomach, and get a feeling of how this amount of this food *will feel in my stomach over time if I eat it now.*

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LEADERSHIP IN NLP CONGRESS

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HealthWalk

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interesting experiences on this imaginary walk that may indeed move your body toward health. A health-seeking walk, this is our exercise.

Do you remember a spring morning when the sun was shining - maybe yesterday, maybe ten years ago, maybe 12 years ago, maybe last month? This morning is warm, not hot, with a cooling breeze stirring the leaves on the trees. Yes, we can see the trees from the point where we begin our walk.

We can also see a flower. We stop a moment to look closely at the flower. The color is brilliant, and each petal seems sharp and distinct as we look even closer at the center of the flower. Now we will look at the leaves on the plants nearby. Now we will look off into the distance at the trees again.

Here at the beginning of the walk, we stop a moment to hear a bird call. Another bird answers. Then we can hear a far-off train whistle. Then we take a step, then another, and we notice the sound our shoes make on the walkway.

And as we continue to walk - step by step - on this walk of today or yesterday or sometime in the future - as step by step we proceed, you may notice a smell that is so pleasant you wonder why you only now are aware of it.

You then look around you, feeling the soft, warm, and yet cool breeze on your arms and face. Then you notice the smell and you notice your feeling of relaxation, your feeling of contentment, to be taking a leisurely walk on this soft spring day.

If, by any chance, you notice a feeling that is other that the soft breeze on your face, the warm sun, and the relaxation, contentment, and pleasure in the smell, then change that other feeling to a memory of being relaxed and content, with comfortable sun and soft breezes on your skin. This is an imaginary walk - you are exercising your imagination while you are teaching your brain and your body to fine-tune your own internal movies. We can create internal movies out of our memories and direct these movies with scenes, sounds, and feelings that are health producing.

If you have been able to follow some or all of these suggestions, you have already learned some healthy techniques for producing thought chemicals that can be used to improve your health and psyche

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1990

Business Corner

Jim Mantock

It's been said that change is the only thing that's constant in our lives. Managing change is one of the most challenging problems a supervisor faces. This is particularly true at this time of year - projects are often given an annual review near the beginning of each new year. The result can range from termination of a project to substantial expansion. Fortunately, reducing the stress of change is fairly easy once you understand how people perceive and react to it.

Most individuals believe everyone feels the same as they do about change. In Rodger Bailey's work on the link between personality and the way people speak, he found that nothing could be further from the truth. The key to managing change in the work place is to recognize that people fall into one of four groups.

The first group is uncomfortable with any change, period. They typically like work assignments that last 15 to 25 years. Whenever change is mentioned, they have strong negative reactions. When asked about the relationships between past work assignments, they claim all their jobs were the *same*. They choose, subconsciously, to only recall those things that were the same.

This group is the most resistant to change. In discussing change with them, emphasize those things that will stay the same. This minimizes their anxiety by reassuring them that there will still be many familiar aspects to their work.

The second group makes up the bulk of the population. They are most comfortable with changes that take place slowly. If they believe the rate of change is too fast, they get very nervous. When you examine their work history, it shows an average of 5 to 7 years in a given job. They talk about their most recent job being *better* (or *worse*) than the last one, of having *more* (or *less*) responsibility, or the jobs being *almost the same.* They think in terms of evolutionary change and enjoy the "trip" more than arriving at the destination.

When instituting changes with this group, stress the evolutionary nature of the changes - how they will make things *better, more* efficient, etc. Avoid describing the changes as new or revolutionary; these terms imply a much faster rate of change than this group likes.

The third group loves change. Things rarely change fast enough for them. As soon as they feel they've mastered something, they want to start something else. They view each of the previous jobs they really enjoyed as being completely *different* and *new*. Their work history is frequently a string of jobs, perhaps all with one company, that last from 1 to 2 years. They actively promote revolutionary change. The "trip" is seen as a waste of time; they want to be at the destination instantly.

Surprisingly, this group is often resistant to change - they don't think enough changes are being made or that the rate of change is much too slow. Talk to this group about the new things that are now taking place and how they represent revolutionary changes.

The final group is best described as a combination of the second and third groups. They are comfortable with evolutionary and revolutionary changes. They prefer to have jobs that last about 3 years. When asked about the relationships between their jobs, they mention that the jobs were totally *different* and that one job was *better* (or *worse*). They enjoy both the "trip" and arriving at the destination.

This group readily accepts change and rarely complains about the speed or scale of change. Describing the revolutionary aspects of the changes followed by the evolutionary aspects will nearly guarantee this group will support the changes.

Some of you may be concerned about the ethical implications of describing the same change in four different ways. I encourage you to listen to what people say the next time changes occur. When you talk to individuals who have come to terms with the changes, you'll find folks from the first group claim there really wasn't any change at all. Folks from the second group will talk about how the changes will make things better. Folks from the third group will focus on the new elements of the changes. And folks from the last group will mention the things that are different and then explain how they will make things more efficient, etc. In other words, people mold their view of specific changes to fit their preference for how much change they like. By matching their preference you ease them into the process of change. There really is no "correct" view of any given change. What is revolutionary for one person can be perceived as no change to another.

Once you identify your employees' preferred method of dealing with change, you can structure your discussions to appeal directly to the way they think about change. The end result is lower stress for you and your employees.

Jim Mantock is a partner of The Harbinger Group, a sales and management training firm located in Dallas, Texas, and is the coauthor of CONNECTING: $ales Rapport Thru NLP. *If you have a business application to share or a problem you would like addressed, give Jim a call at 214-380-6822 or write to P.O. Box 493, Coppell, Texas, 75019.*

Naturally Slender Strategy

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6. If I like this feeling better than how I will feel if I eat no food at all, I keep this food item as one possibility. If not, I discard it.
7. Next I visualize another food I might eat.
8. I imagine tasting this second item, and feel how it feels as it goes into my stomach, and stays in my system for some hours to come.
9. I notice how I like this feeling. Do I like it more than my best choice so far? I keep in mind the food item that makes me feel best, to compare to my next choice.
10. Now I repeat steps 7, 8, and 9 as often as I want to, always keeping in mind the kind of food that I imagine would make me feel the best over time if I eat it. I compare each new possibility to that.
11. When I'm satisfied that I have considered enough options, I eat the food that I imagined would make me feel best over time, so that I'll get to feel that good. . . .

WHAT MAKES IT WORK

The Naturally Slender Eating Strategy is based on having *more good feelings* - more pleasure rather than more denial. As you begin to think like a naturally slender person, you no longer need to use "shoulds" and "rules" to try to force yourself to eat in ways that will make you lose weight. People who overeat usually focus only on the pleasurable taste of food as they eat. In contrast, this strategy teaches you to think about what will give you the *best feelings*

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Leaves will be available in January 1990.

Limited number of autographed copies presold through January 15, 1990.

Applications of Modeling

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environment. High marks are most often the result of having all the information needed to solve a problem at the outset and getting a predetermined "right" answer for the professor.

A recruiter who is trained to detect the skills which are most successful in a work context can benefit the organization greatly. There are many ways an interviewer can use this information to select prospective employees who will be more likely to be effective. One way is by asking questions tailored to reveal the patterns underlying key skills the organization finds productive; for example, how would a prospective employee go about solving a problem when there is limited information available.

We also worked with a political action committee to model canvassers. One significant skill of the top performing canvassers was their ability to maintain a continual representation of all the other team members successfully advancing their common cause. When they rang a doorbell or asked for a signature, they held vivid images of all the other doorbells being run and all the other signatures being collected. With these pictures in mind, they experienced a sense of connection and significance, knowing they were part of a larger whole that was making a notable impact.

A major cause of burnout among the canvassers was the discouragement they felt ringing doorbell after doorbell. With the information we discovered from modeling the top performers, we created a format to train other canvassers. It was designed to give them the means for re-creating the experiences of the peak performers. With these experiences they were able to counter feelings of discouragement and insignificance by accessing a strong sense of connection and recognizing how they were part of a worthwhile endeavor.

I am currently in the process of modeling stock market traders. Among the preeminent traders, one significant pattern that is emerging is the ability to consistently generate multiple desired outcomes and the ability to specify recognizable indicators for each of them. This pat-

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Naturally Slender Strategy

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over a period of time. Overeating on ice cream may be pleasurable in the moment. However, if you imagine how your stomach and your whole body would feel to be so bloated for hours after that much sugar and fat, most people begin to notice that this experience *over time* is not very appealing.

This works even if you don't know the calorie count of a food item. If you've had experience eating a food before, your body remembers your response to it. This creates an automatic *inner motivation* to eat well - because overall it's more *pleasurable* to eat this way.

THE DIFFERENCE BETWEEN HUNGER AND OTHER FEELINGS

Quite a few people who overeat . . . never learned to make distinctions between different kinds of feelings. Often they haven't learned to tell the difference between the kind of empty feeling that means, "I'm lonely - I want to be with people," and the feeling of hunger, which is a signal to eat. I spent a lot of time helping Greta [a student] learn to make distinctions between her different emotional feelings.

"If all your emotional feelings are lumped together as either 'good feelings' or 'bad feelings,' then you won't know what to do to feel better. You won't know when to eat, when to invite a friend to go to the movies, or when to do all the other things that satisfy different needs," I said. "You can begin to learn the difference by paying attention to *feedback,* noticing what *actions* make you feel better. If you have an uncomfortable feeling, and visiting a friend makes you feel better, you can begin to recognize *that* kind of discomfort as a message to be with someone. If you have an uncomfortable feeling and after eating something you still have the uncomfortable feeling, then probably the feeling wasn't hunger. It's a signal that you want something else. Maybe you're bored, and you want to do something more interesting or exciting. . . ."

STEPS TO THE NATURALLY SLENDER EATING STRATEGY

If you want to acquire this ability to make better food choices for yourself, you can learn it by going through the following steps. Rehearsing what works can enable you to become naturally slender. If you go through these steps thoroughly and carefully, you will find yourself responding to food the way other naturally slender people do.

1. Find a time and place where you can relax comfortably without interruption for about twenty minutes.

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Neu·ro–Lin·guis·tic Pro·gram·ming, NLP, n. 1. *original:* a field of study for modeling experience and behavior. 2. *common usage:* the set of powerful communication and behavioral change techniques that were the by-product of modeling. **(Unfortunately, the original meaning has nearly been lost over the years with only a few developers remaining who actually model.)**

NLP Prac·ti·tion·er, n. 1. a person who has attended an NLP training and learned a hodgepodge of distinctions and techniques to do to others. 2. a person skilled in NLP communication and change techniques; knows "what to do when" to facilitate profound change. **(Unfortunately 1 and 2 are often very different.)**

NLP Mod·el·er, n. 1. a person who attended an NLP training and liked the word. 2. a person who can detect and understand patterns underlying experience and behavior, describe those patterns, and create formats for making the desired experience and behavior available to others, i.e., transfer skills. **(*Fortunately,* one of the early developers, David Gordon, NLP Trainer, NLP Modeler, and co-author of *The Emprint Method,* has designed a new comprehensive training, EXPERIENTIAL DYNAMICS, with two tracks—one for learning the nearly lost art of modeling and another for learning how to become a SKILLED Practitioner of the powerful applications.**

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■ **TRAINERS:** David Gordon, Metha Singleton, Graham Dawes

■ **CERTIFICATIONS:**

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JANUARY 1990

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13-14	Ericksonian Hypnosis begins/ P. and N. Barretta	Long Beach CA	SCC
17	Open House	New York	NYT
19	Imperative Self Trg begins	Amherst MA	NEI
19	Learning Self-Hypnosis	New York	NYT
20-24	Belief Systems, Health, and Longevity	Santa Cruz	DLC
23-25	Intermediate Syntonics	Palo Alto	GLA
24-28	Experiential Dynamics begins	SF Area	FP
26-28	Addictions, Compulsions, and Identity	Santa Cruz	DLC
26-2/4	Advanced Training	PajaroDunesCA	GLA
27	One Day Introduction	San Francisco	GDA
27-28	Strategies of Negotiation	New York	NYT
28	One Day Introduction	Los Angeles	GDA

FEBRUARY

1-4	Prerequisites to Personal Genius/ Judith Ann DeLozier	See ad page 13	
1-4	Boundaries & Self-Esteem Trg	New York	NYT
2-5	Trainers Training	Denver	CO
3	Ericksonian Hypnosis begins	Amherst MA	NEI
3-4+ 17-18	Phase I: Personal Editing	San Francisco	GDA
10-11+ 24-25	Phase I: Personal Editing	Los Angeles	GDA
12-24	NLP Cert/Richard Bandler	San Diego	NPP
15-16	NLP New Horizons in Education/ Free Introductions	Hartford CT	NEI
16-18	Dynamics of Health/Anne Entus	Montreal	MET
17-18	Relieving Compulsions and Phobias	Cambridge MA	MIN
17-18	Persuasion Strategies and Effective Negotiation	Cambridge MA	MIN
21	Experiential Dynamics Segment 2	SF Area	FP
22-24	Creating Your Future/Tad James	Manitoba	PG

Schedule Deadline for the Next Issue

FEBRUARY 1, 1990

Happy Holidays from The VAK

NLP Sources

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

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 95005
408-336-3457

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

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
322 Plateau Avenue
Santa Cruz, California 95060
800-338-4667

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

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

LS Learning Strategies Corporation
6490 Excelsior Blvd., Suite W302
Minneapolis, Minnesota 55426
612-925-5565

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

SCHEDULE OF NLP-RELATED ACTIVITIES

MARCH

3-4+ 10-11	Phase II: Attention Training and Balance	San Francisco	GDA
5	Intro to NLP begins	Montreal	MET
6-8	Sales Excellence	Palo Alto	GLA
16-17	Language Patterns/Submodalities Refresher	Boulder CO	CO
18-20+ 22-24	Andreas Advanced Intensive	Boulder CO	CO
21-25	Unified Field Theory/Trainer Trg	Santa Cruz	DLC
24-25+ 4/7-8	Phase 11: Attention Training and Balance	Los Angeles	GDA
30-4/1	Beliefs, Values, and Criteria	Montreal	MET

APRIL

20-22	Pathways to Leadership I/ Robert Dilts	Montreal	MET
23-26	Negotiation Excellence	Alta UT	GLA
27-28	Adv Negotiation Excellence	Alta UT	GLA
27-29	1990 Annual Conference	Baltimore	NANLP

MAY

11-13	Modeling the Healing Touch/ Finbarr Nolan	Montreal	MET
11-14	The Genius of Richard Bandler	Denver	CO

Happy New Year!



1990

Happy New Decade!

NLP Sources

MGA Michael Grinder & Associates
16303 N.E. 259th Street
Battle Ground, Washington 98604
206-687-3238

MIN Massachusetts Institute of NLP
53 Westchester Road
Newton, Massachusetts 02158
617-244-7433

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

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/ Richard Bandler
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

PG ProfitAbility Group
1001 Bishop Street
Pauahi Tower, Suite 702
Honolulu, Hawaii 96813
800-NLP-7870

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.

Applications of Modeling

continued from page 9

tern creates several desired effects. It increases the amount of potentially relevant information traders can attend to. When only one outcome is represented, the tendency is to delete information that doesn't fit the specific desired outcome. If that one outcome does not occur, the trader can understandably be overcome by feelings of panic or fear. With this new skill - namely, the ability to generate multiple outcomes - traders can shift to an alternate outcome more easily and feel resourceful and powerful. Again, it's noteworthy that the emotions of resourceful and powerful are crucial components of peak performance.

The installation of new patterns was distinctly easier with subjects who had previously had their "Imperative Self" elicited. The Imperative Self can be understood as a model of an individual's unique personality. If the new patterns are compatible with the Imperative Self, installation is comparatively straightforward. However, if it is incompatible, the Imperative Self will need to be adjusted before the new pattern will hold. By utilizing the person's Imperative Self, it is possible to perform "custom-made" changes that are designed to fit the individual's model of the world.

These applications of modeling represent the opportunity we now have to take advantage of the sea of human resources. Modeling is itself a skill that can be learned. We encourage you to learn how to model and to join us in bringing the gifts of the few to the many.

Metha Singleton is codeveloper of Imperative Self training with Leslie Cameron-Bandler. She has an MA in counseling, is a certified Imperative Self trainer, and is authorized to certify other trainers. For more information, call FuturePace in San Rafael, California, 415-485-1200.

PREREQUISITES TO PERSONAL GENIUS

TURTLES ALL THE WAY DOWN

JUDITH ANN DeLOZIER

The Iroquois Indian myth of the creation of the earth describes it as an island in the waters of the Universe. This island is supported on the back of a giant turtle. All of the creatures of creation, the finned, the winged, the four legged all walk side by side with the people, the two legged on this Turtle Island.

How can we, as humans, use our **uniqueness** amongst these creatures to not only profit ourselves and our species, but our fellow living creatures and our planet?

From time to time **special kind of geniuses** are present on our planet. Such people as Gregory Bateson, Milton Erickson, Virginia Satir... . What is it which makes these individuals so special? How is it that their talents so benefit humanity and the environment?

Judith Ann DeLozier and John Grinder have studied the structure of human genius for over a decade, isolating and modeling **patterns of excellence** consistently present in geniuses in our society, independent of their personal or professional history.

This training will focus on the patterns which are the **prerequisites to personal genius.** Specific guidelines and exercises designed to develop and integrate these prerequisites into **your own functioning** will be provided. The structure of this training is **to transfer the competencies and understandings** which are the naturally occurring patterns of human excellence and genius to the participant.

Judith Ann DeLozier, co-author of *Turtles All the Way Down,* and co-developer of Neuro-Linguistic Programming will be presenting ***Prerequisites to Personal Genius*** February 1–4 in Rochester, New York. Judith DeLozier's design for this training is to insure that participants make the arrangements, both structural and dynamic, which are the preconditions for the development of personal genius in each of us. This design will include:

- "I" as a function. (e.g. the blind man exercise)
- Wisdom, context and the loop. (e.g. triple description)
- Balancing conscious/unconscious interfaces. (e.g. stopping the world)
- Exploration of traditional cultures as a balanced model: (e.g. Turnbull's BamButi, experiences in African dance singing and percussion)
- Personal organization model. (e.g. organization of "demon" states and controllers)
- The training of attention
- Assignment of Stability and entropy. (e.g. logical levels)
- Perceptual Filters. (e.g. walking in someone else's shoes)
- Language as a tool. (you are not what you say you are, nor what you are described as)
- Commitment states.
- The Batesonian research model. (thinking about thinking)

Design: Judith DeLozier • Presenter: Judith DeLozier • Quality Control: Judith DeLozier

FEBRUARY 1–4, 1990

Registration: Thursday 8:30–9:30
February 1: 9:30–12:00 1:30–5:00
2: 9:30–12:00 1:30–5:00
5:00–7:00 dance & drum
3: same as February 1
4: same as February 4

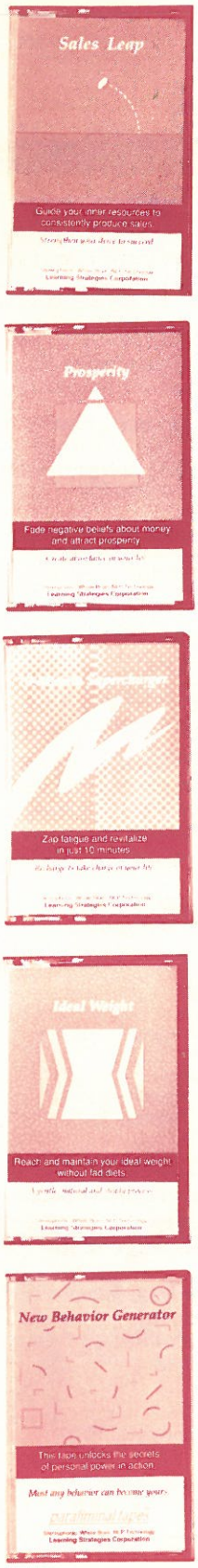
Radisson Inn Rochester
175 Jefferson Rd.
Rochester, NY 14623
(716) 475-1910

Room rate: Single $50. Double $55.

Cost: $650. ($600. if $200. deposit received by January 5, 1990)

For complete information:

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HealthWalk

continued from page 5

and even your disposition. All our thoughts are conducted across our brain by electrical-chemical responses, and these responses are under our control. If you do not like your internal movies, you can change the scenes, change the sounds, and you will thus change your internal feelings. So if you are not feeling the way you want to feel, change your thoughts, which can change your feelings and even change your health - which may have already happened. If you are feeling better you may have already begun, and if better internal movies have not yet made you feel better, you may be distracted and have not noticed yet, or maybe you were already feeling better, or maybe a better time will turn up in few minutes.

Back to the walk. Now the time has come to notice a different flower, and maybe this flower is a different color or maybe it is the same color. No one color is better that another, although certain thoughts are better for your health than other thoughts, and certain brain chemicals are healthier that other brain chemicals, and you produce your own chemicals through your flower thoughts. The sight of flowers with petals unfolding produces positive chemicals for most of us. The leaves on the bushes and trees nearby are a slightly different shade from the leaves at the start of the walk. Can you remember the green of those leaves and contrast that green with the present green of these leaves? Or maybe it is that the leaves are the same green but the light is different here. If you look at the trees in the distance, you may notice these trees look slightly different from the trees in the earlier scene as well.

And the sounds are different, too. There is a murmuring like a running brook or maybe it is the murmuring of waves on a beach, or maybe the murmuring is simply the breeze stirring the leaves. Then there is that faraway train whistle or maybe it is a foghorn. It is so far in the distance that the two are similar but different. One sound is not better than another, but different. However, different sounds in your internal movies cause different brain chemicals. Some chemicals feel better than others. The chemicals that feel best are the best for your health. Better chemicals lead to better health.

Your walk is progressing so well now that you can notice how relaxed you feel, how contented you are to be out in the open air on a spring day, and how pleasant are the smells around you.

Then you could notice the color of the sky - maybe robin's egg blue, or maybe grey, or a lavender-blue, or

continued on page 17

Naturally Slender Strategy

continued from page 9

2. Think of how you know it's time to consider eating. Is it when you see food? Do you hear someone say "It's time to eat"? Do you look at the clock and notice it's lunch time? Do you feel hungry? You might imagine that you are sitting down for lunch and see food on the table, or that you are looking through your refrigerator, or looking at a menu.

3. Now notice the feeling in your stomach. Notice the *quality* of the feeling you have right now. It's not just being full or hungry that you are checking for, but the way your stomach feels overall. Your stomach will feel different depending on what you last ate, whether you've been tense or relaxed, etc.

4. Ask yourself, "What would feel good in my stomach now?" You don't need to say this out loud; just hear this question inside your head.

5. Now think of one available food item, one possibility that you could eat. You might imagine a turkey sandwich, a candy bar, a bowl of vegetable soup, a dinner salad, etc.

6. Next imagine eating a portion of the food you thought of. If you thought of the turkey sandwich, you'll get a quick taste of turkey sandwich, and then notice what it feels like as it slides into your stomach. You can get a sense of how the sandwich will feel in your stomach, and how your entire body will feel throughout the next few hours if you eat it.

7. Now compare this feeling with the feeling you had in your stomach before you imagined eating anything. Which feeling do you like better? Will you feel better over time if you eat the turkey sandwich than if you eat nothing? If the answer is a "Yes," keep the turkey sandwich in mind as one alternative you may want to select. If the answer is "No," discard this possibility. Notice that you are deciding based on what will give you greater pleasure over a period of time. There is no point in eating something that would make you feel worse for the rest of the day.

continued on page 17

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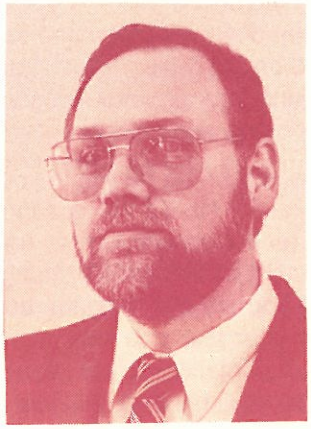
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HealthWalk

continued from page 15

maybe a few clouds, or maybe the sky is clear. Then you could look off toward the distant trees once more.

Now it is time to hear a single bird, then to notice the murmuring of water or wind or waves, or maybe a distant waterfall out of sight but still near enough to be the source of the soft murmuring.

Then the feeling of relaxation and the pleasure, the same smell, or maybe a new smell.

The next sensation to follow in your internal movies is a new plant that you have only just this moment noticed.

Then the single call of a bird.

Then you notice how relaxed you are.

Relaxation, distant pleasant bird sounds, and the beauty of flowers have produced in your brain the perfect chemicals for an unusual dialogue which you may consider adding to your movie. This dialogue/talk between your well, healthy self and the part of you which is ill, may lead to some insights that could be useful for your long-term health. If you wonder whether you really have a well self and a sick self, just pretend you do. That works fine for the beginning - the beginning of insights into the working of your brain, which controls your body, which in turn controls your health.

1. The Healthy Part of you could tell the other, under-the-weather part all the reasons you have for getting well. Be sure the Sick Part listens to these reasons.
2. Then your Healthy Part could ask your other part to answer some questions. The Sick Part first needs to agree to communicate in words or feelings - maybe a tightening in the chest or a loosening of the chest. Get a Yes or a No sign from your Sick Part.
3. Once you have a Yes - a willingness from the Sick Part - then the Healthy Part says, "I really appreciate that you are trying to help me out in some way by making me sick, and I want you to know that I really appreciate what you are trying to do."
4. Be sure your Sick Part hears this.

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Naturally Slender Strategy

continued from page 15

8. Now visualize another possible food item. Perhaps you consider eating a candy bar.
9. Now you're going to find out if you *really* want to eat the candy bar or not. Imagine eating the candy bar, and feel it going into your stomach. Notice the feeling of having the candy bar in your stomach through the next few hours. How does this make you feel?
10. Compare your feeling from Step 9 to your best feeling so far (Step 7). How does the feeling compare to how you would feel if you ate the turkey sandwich? Notice which feeling is more pleasurable to you. Which choice makes you feel better? Keep in mind the item that gives you the best feeling over time.
11. Do this same process (Steps 8, 9, and 10) with several more food possibilities. Each time, keep in mind the food item that makes you feel the best over a period of time.
12. When you are satisfied that you have considered enough possible foods in this way for this process to begin to seem natural to you, notice which food item made you feel the best. Now imagine that you go ahead and eat that food item, and feel the satisfaction of eating what makes you feel good over time.

ADDITIONAL REHEARSAL

Now you've got the basic method. To make sure you continue to automatically use this method, imagine going through the same steps in several other situations. Imagine you're out to dinner at one of your favorite restaurants. Go through the same steps for selecting what to eat in this situation. Then imagine you're at a party, and go through the same steps there. . . When these steps begin to seem natural to you, this is a sign that the process is becoming automatic, and that you will continue to do this in the future, just as automatically as the way you previously selected food.

Now think about whether there are any particular situations in which you have often overeaten in the past. Some people typically overeat at parties, others only when they are alone. . . .Rehearse again in any situation in which you used to overeat, to make sure that the new strategy is locked in there, too.

Heart of the Mind *is available in cloth and paper editions at $14.00 and $9.50, respectively, from Real People Press, Box F, Moab, Utah 84532. Its authors, Connirae and Steve Andreas, are internationally known NLP trainers, editors of major NLP publications, and directors of NLP Comprehensive in Boulder, Colorado.*

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Earthquakes and Aftershocks

continued from page 2

Grinder said only one book fell, although there was major damage throughout the city. Grinder, DeLozier & Associates had only minor damage, and north of San Francisco, Carol Kress of Future-Pace reports they felt the shake but had little damage; Leslie Cameron-Bandler and Michael Lebeau were both fine, as was Metha Singleton, and David Gordon in Oakland.

The *VAK* office shook, lamps tossed, bookcases moved, and file cabinets overturned, but the only injury was to the resident cat, who toasted her whiskers when she pounced on a candle.

Todd and Teresa Epstein and Robert Dilts, all together when the quake struck, had home and office damage - broken glass, tumbled chimneys, tossed computers and laser printers - but no one was injured. Teresa recounted how her sister-in-law was at the beach and actually witnessed the shaping of the earth: the beach rose 4 feet, a local slough tipped and drained into the ocean, and 30 yards of new sand were created - exposing a wealth of lovely shells, sea creatures, and seaweed.

The U.S. Geological Survey has confirmed that Santa Cruz moved 2 meters north - 6-1/2 feet closer to the *VAK* office - and the mountains have tilted up 1.6 meters (5-1/4 feet).

The forces that shape the earth bring change, not only to the land and water but to the inhabitants. They take our attention and reshuffle our priorities, and remind us that we are part of a creative process. *AW*

HealthWalk

continued from page 17

5. Healthy Part continues. "Now that you know I appreciate that you are trying to help me, would you be willing to tell me the intention behind this illness?"
6. Sick Part replies, "Yes."
7. Healthy Part: "What is it?"
8. Sick Part tells its intention.
9. Healthy Part: "Thank you for communicating with me."
10. Healthy Part: Now, I am going to ask my Creative Part (or Problem-Solving Part) to help me come up with three new behaviors to satisfy this intention."
11. Creative and Healthy Parts confer.
12. Healthy Part: "Now, here are these new behaviors that will satisfy this intent." [To Sick Part]: "Will you try out these new behaviors and allow me to get well?"

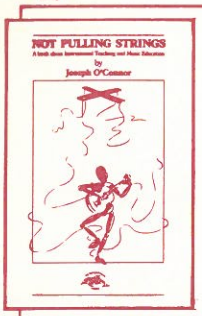
If Sick Part says Yes, you can continue (see last paragraph).

If Sick Part says No, go back to step 5 and find out the intention behind the No. Then go through steps 6-12 again.

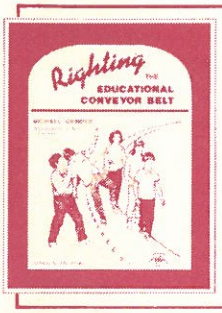
When there are no more objections from Sick Part, Healthy Part checks out the body to determine if there are any other parts that are not willing for the new learning to be implemented. If any parts are unwilling, go back to step 2 and communicate with the unwilling parts one at a time.

Genie Laborde, author of Influencing with Intergrity *and* Fine-Tune Your Brain, *heads the international consulting firm of G. Laborde Associates, headquartered in Palo Alto (415-326-5613). GLA conducts training in business communication for such clients as IBM, Chase Manhattan Bank, U.S. Sprint, Eastman Kodak, and other major firms.*

NEWEST NLP RELEASES



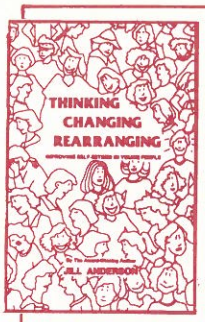
Not Pulling Strings is a new look at the process of music education. It widens the rather narrow current view of music education by showing how accurate learning takes place and the factors that can help or hinder that process. Although teachers tell students what to do, they rarely tell them how to do it, and both are equally important. Consequently, success is often either a matter of luck or raw talent. The book shows how teachers can evaluate their lessons by the response they *get* rather than what they *intend*, and therefore communication between the student and teacher is enhanced considerably. **Not Pulling Strings** deals with the personal psychology of both student and teacher and how their attitudes can aid or frustrate the learning process. It bears relevance to all teachers, and indeed everyone who is interested in learning to learn.
1-55552-000-6. . . . . paperback $9.95



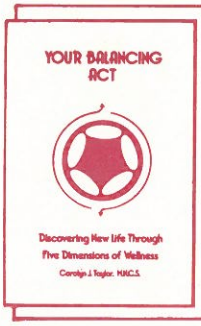
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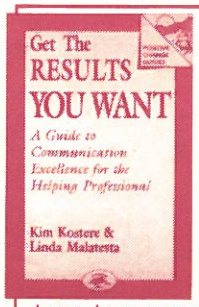
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