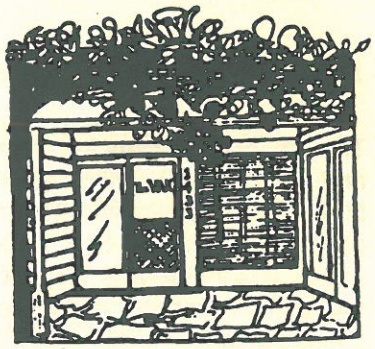
THE VAK



International NLP Newsletter

Volume IX. Number 3 *Summer 1991*

The VAK Interviews ROBERT DILTS

Bruce Dillman

Some time ago (1984 to be specific) The VAK *interviewed Robert Dilts and got up-to-speed on his latest projects—Mind Master, a GSR (galvanic skin response) computer program, books in the works, and Beliefs in Health workshops. Not one to rest on his laurels, Robert has kept busy in the intervening years, and we felt the need to once again sort out what he's been up to. Here are the highlights:*

- *Two books on Beliefs were published last year.*
- *NeuroLink, a multi-channel biofeedback device is available. (See story, page 13.)*
- *A book,* Creativity: Tools for Dreamers, *will be out this summer.*
- Strategies of Genius, *the result of a 10-year modeling project, will be out in the near future.*
- *NLP University, a "Multi-Module Practitioner Certification and NLP Training," starts in June through Dynamic Learning Center in Santa Cruz.*

But let's listen to Robert describe his activities:

■

When Richard and John and Leslie and David and I were designing the first NLP trainings and certification, NLP was a fairly narrow field, primarily of interest to

continued on page 5

ANNUAL CONFERENCE DRAWS 450 TO TORONTO

A record crowd attended the annual NLP conference, at which the Board took due notice of its geographical position and voted to rename the group "International Association for NeuroLinguistic Programming," or IANLP.

Wyatt Woodsmall is this year's president, and Douglas Sauber is president-elect. Lyle Chubb is vice president of membership, Teresa Robbins, vice president of program, Julie Virgo, treasurer, and Tamara Andreas, secretary.

To learn about some of the conference presentations, The VAK eavesdropped on this roundtable discussion as attendees Rodger Bailey, Shelle Rose Charvet, Lyle Chubb, Terry Furman, and Judy Swack told tales of Toronto.

RB: What do you think about the Board's decision to change the name of the association?

continued on page 3

NURTURING YOUR INTUITIVE PROCESS: PART 2

Laurie Nadel

In Part 1, in the last issue, the author identified characteristics associated with intuitive people and suggested exercises designed to build intuitive processes. Readers were invited to select three intuitive characteristics they wished to develop. As this article continues, the author presents some additional exercises that use NLP techniques to access the mind's creativity.

FUTURE VISUALIZATION EXERCISE

When you have selected and cultivated your three components of intuition, set aside ten minutes to do an exercise in which you visualize yourself in the future. It will show you how cultivating the characteristics of intuition can actually work. It will also give you a sense of how you will look, sound, and feel when you are activating those characteristics in a specific future situation.

Visualize yourself in a situation sometime in the future when you would like to call on your intuition. With your eyes open or closed, take a few deep breaths. As you see what you are seeing and hear what you are hearing, and feel what you

continued on page 6

Active NLP Network in ASTD

The American Society for Training and Development, which represents 55,000 members, held its annual conference in May in San Francisco. The theme was "Expanding Workforce Potential," and more than 6000 took part.

While ASTD is well-known, perhaps less known is the presence of an active NLP Network within the society, with more than 800 members. Some well-known NLP presenters contributed to this year's conference.

Lucy Freedman had a standing-room-only crowd of 400 for a session in which she reviewed the origins of NLP, future possibilities, and applications to communications and business.

David Gaster presented "A Framework for Visionary Leadership" to a large group, reviewing the criticality of communicating a shared vision of the future, as well as focusing on energizing people to implement that vision.

Scott Simmerman gave a session on empowering service workers, linking excellence to training and development of personnel, and linking those concepts to a model of service maturity.

Selling skills and client satisfaction were the subject of a session given by Sandra Mobley and Lucy Freedman. They used NLP as a basis for understanding issues of comfort as applied to consulting skills and to developing increased client rapport. Participants got a chance to deal with situations first-hand in a variety of exercises.

Managing chaos and survival skills for human resources people were handled by Lisa Marshall and Mark Michaels, who linked a new framework for looking at organizational behavior (from the "science of chaos") with an NLP-based model of behavioral skills.

Summing up, Scott Simmerman says: "Overall, we felt the ASTD national conference offered us an elegant platform to discuss business applications for NLP. It looks as if we've finally gained the credibility we've been working to attain with the business community."

The VAK thanks Scott for contributing this information about the NLP grass roots movement in ASTD. Scott is a coauthor of the NLP Resource Guide (available through ASTD) and managing partner in the Performance Management Company, P.O. Box 27085, Greenville, South Caroline 29616 (803-234-2101).

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Annual Conference

continued from page 1

LC: I think the change is both useful and appropriate. We have been an international association for many years, and it's about time we recognized that not everyone is in the U.S. I believe this change will facilitate broader acceptance in the non-U.S. NLP communities, providing long overdue recognition for their contributions.

SRC: Changing the name is a wonderful idea. We are finally recognizing the international reality of this association.

RB: I also like the name change because we are international, but I can't say "IANLP." I could say "NA-NLP" and that was comfortable for my mouth. I want the name to be comfortable, so I'm writing IANLP, but I'm saying "INTER-NLP." This verbal version tells the story of the international base of the association better than "IANLP" does.

RB: Who can tell us about the one-day preconference workshop with John Grinder and Carmen Bostic St. Clair?

SRC: It was entertaining and almost content-free. He managed to stretch out two very good exercises to take up the whole day and avoid any meaningful input other than his headlines. His anecdotes—sorry, I mean metaphors—went on at length, so I told my unconscious to listen because I was getting bored. Pity, because I almost was convinced at several points during the day that he really did have something novel to contribute to the topic of giving presentations.

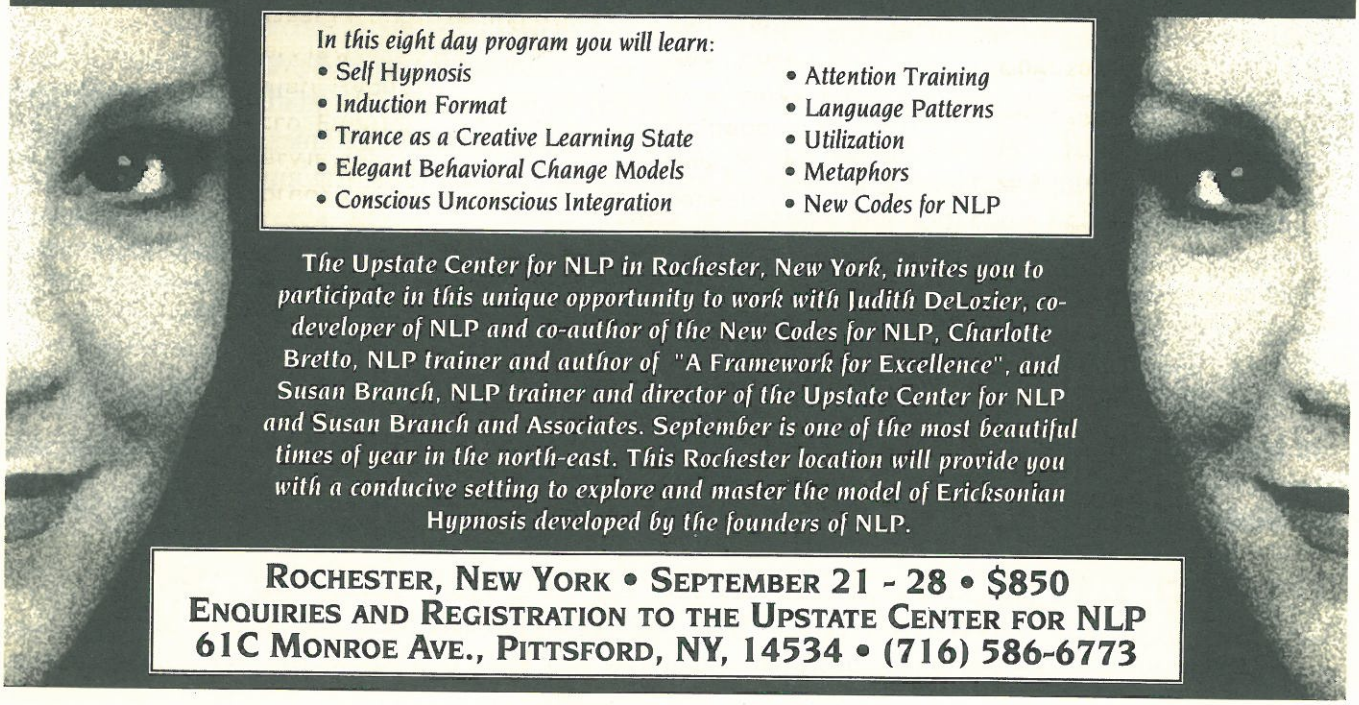
RB: What did you think of the keynote address?

LC: I found the presentation rich with texture but empty of substance. I got the impression that many people were there because it was John Grinder, regardless of what he said, or didn't say. I was bothered by John's refusal to allow taping of either event, though I can understand his reasons. In general, I thought the keynote address was context and content-free.

continued on page 17

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Interview: Robert Dilts

continued from page 1

psychologists and psychotherapists. Since then NLP has reached a much more diversified audience. It has spread into almost every part of the world and every profession. People in management and other parts of business, teachers, health professionals, parents—all kinds of people are using and adopting NLP.

The idea of NLP University is to move NLP beyond a single, primarily therapeutically oriented certification—to enrich and widen both the model and the scope with which NLP is presented and learned. A certification is primarily related to a vocational application—a certain kind of surgery or a style of hair dressing.

The notion of NLP University is, on the one hand, to focus on some of the more trans-contextual and general skills you would in a university as compared with a vocational school. You're focused on deeper aspects of that material. At the same time, the idea is to discover broader, more diverse applications than personal change work oriented primarily around solving psychological problems. A lot of NLP techniques are specific applications of more general skills that can have a much broader, more empowering effect for people.

The idea is to choose four application areas—mental and physical health, learning, leadership/management, and innovation and creativity—and to use these as different areas in which to teach the same skills.

WHICH WAY TO KANSAS?

My idea of NLP University is to return to early presuppositions and enrich the number of possibilities and choices people have. I'm talking about things like the two fundamentals of NLP around which everything else is derived: The map isn't the territory; and human beings are cybernetic systems, and human interactions are cybernetic.

If you take "the map is not the territory" by itself, you can justify all kinds of unecological behaviors, because you can go, "Hey, the map isn't the territory. It's just your view versus my view." But when you bring in the very important presupposition—that we are involved in this systemic interaction—the fact that the map is not the territory does not mean there's no such thing as ethics or ecology, because you can't find the one right map. Instead, you respect all individual maps. Every map has an impact on, and a relationship to, every other map. That's what systemic thinking leads you to.

Putting it into a systemic framework brings us to presuppositions like these. Since some cybernetic systems are self-organizing, self-correcting systems, you get the principle of positive intention—that all systemic dynamics are designed for homeostasis and are designed to contribute to, or participate in, the larger health or survival of the system. You also get all the other things in a system itself, all the resources already available in that system. You don't have this linear thinking of manipulation or linear cause-effect, because in a system you can only release what is already in that system.

You then have the principle that the resources are already there in a person, and all that NLP is trying to do is enrich the map to empower the person to release more of what is already inside. It's like a child growing. You don't install things in a child. You create contexts and enriched visions and perceptions of reality to let out what that child already has. The nervous system is a miraculous thing. The degree of self-healing already built in is phenomenal.

NLP University is about really putting people in touch, in a meaningful and personal way, with these deep principles, and getting them to realize there are a million techniques that are still not developed—for all kinds of fields. This is where the future of NLP lies—not in the faster way to cure a phobia.

TOOLS FOR DREAMERS

I don't know what kind of negotiations went on in the Middle East, but there were a lot of un-NLP things happening where NLP could have contributed.

I've been working with Fiat. It's not a trivial thing to adapt NLP to an environment like that. The typical view is, "Oh, you take all the therapy stuff and change the names." It's not a linguistic adaptation. To me it was a deep and fundamental shift. The kind of interaction between people in a large company is not the same as between Milton Erickson or Virginia Satir and their clients. Working with cancer is not the same as working with eyesight or an allergy. While, on one level, many of the skills are the same, there are also some very important fundamental things going on. These are some places where new developments might occur in our understanding of what it means to change and what it means to be a human being and where we might go.

One message of the book *Creativity: Tools for Dreamers* is—what we do now is only meaningful in the context of the vision we're trying to reach. We could say NLP has reached its final stage of development, *if we don't want to look into the future.* For example, I was invited to submit a proposal to find out how something like the NeuroLink (see story, page 13) combined with NLP might be used to aid astronauts traveling to Mars.

continued on page 9

Nurturing Your Intuitive Process

continued from page 1

are feeling, visualize yourself being in an intuitive state that contains the characteristics you previously identified. Allow your intuition to come through for you as you see yourself in the future situation. Notice how you look, sound, and feel when you are in this intuitive state. You can enhance and strengthen this intuitive state by enlarging and brightening your mental image. Bringing it closer to you can also make it more intense.

COPPOLA'S TAPE RECORDER

The ability to create, sustain, and manipulate visual and auditory information is part of your whole-brain intelligence system. As you would expect from a film director, Francis Ford Coppola shows a strong preference for his visual system and knows intuitively how to use it. One time he was in his car and wanted to dictate some notes. "I was angry," he recalls, "because I didn't have a little tape recorder. So I took an imaginary tape recorder and went through the process of loading it with fresh tape. Then I began to push the button and speak. I said, 'Item one, item two, and so on.' I found that later I could sit down and type the whole list just by activating that system."

■

MANIPULATING IMAGES

You, too, are activating your representational systems all the time. How many times have you said that you needed to take another look at a situation and you replay it in your mind? Perhaps it's an argument with your husband or wife, or a confrontation with your boss. You may want to take another look at getting fired, or getting divorced, or breaking up with someone.

Filmmakers select and assemble images to create an emotional impact. You, too, can manipulate images, and by doing so, change what you feel and believe about them. Let's take another look at one of those painful situations we mentioned, like getting fired. If you have ever been fired, then you won't have any trouble calling up your personal image of it. If you have not been fired, then try something else that usually makes you feel sad, angry, or in some way uncomfortable.

As you look at the image of being fired, notice whether it is a moving shot, as in a film or video sequence, or whether it is a still. Zoom into a closeup and observe how you feel. You will probably find that your uncomfortable emotions intensify. Zoom out, so that the image becomes smaller and is farther away from you and you will probably notice your discomfort lessening.

Change the image from color to black and white. Is it more or less intense? Change it back to color. What happens now? When you speed up the action in your image to double speed, notice how it affects your mental soundtrack. When the audio becomes a high-pitched, Donald Duck-like blur, how does the sound affect your response? Are your feelings of sadness, anger, or discomfort more or less intense?

Now remember something pleasant, like falling in love, getting a great job, or winning a contest. Notice whether your image is in black and white or color. Is it moving or still? How do you feel when you change the color to black and white? What happens when you freeze-frame the action and change the moving image to a still? Zoom in, brighten the colors, and enlarge the image. How does that affect your responses?

Shifting to an auditory system, have you ever talked to yourself? Most of us have one or more inner voices that advise, criticize, and encourage us, and many people process intuition auditorially. Listen to a critical inner voice, a voice that says, "You'll never do it." Notice how you feel when you hear that voice and observe where the voice is located. Now move the voice to another part of your body. If it's in your head, move it to your left thumb. Now move it to another part of the room. How do you respond to the voice when it is in another location farther away from you?

Working with a kinesthetic system can have similar results. Butterflies in your stomach? Move them to your left shoulder. Now how do you feel?

Varying these different qualities or submodalities enables you to fine-tune your perceptions and change the way you feel in response to a particular experience. To change how you feel, you can manipulate and play with a range of submodalities until you achieve the state you want. This allows you to see that you have choices in connection with any situation.

■

PICTURE YOUR INTUITION EXERCISE

Set aside 15 minutes for this exercise.

Experiment with submodalities on your own by taking an imaginary picture of your intuition. Giving your intuition a form serves as another way for you to identify it. This picture will also help you to take a new look at your intuition. And it will give you another tool for getting into an intuitive state.

Because intuition is not physical, you must give it a form in order to take an imaginary picture of it. You

continued on page 8

NLP

New!

TOOLS FOR DREAMERS: Strategies for Creativity and the Structure of Innovation

by Robert B. Dilts, Todd Epstein, and Robert W. Dilts

Thomas Edison said that the process of invention is one percent inspiration and ninety-nine percent perspiration. The implication is that most creative activity is an incremental process that has a structure and requires organization and constant effort. In many ways, however, creativity has remained elusive—a seemingly mysterious *gift* that you either have or you don't—rather than a set of skills that can be taught and managed systematically and explicitly.

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Nurturing Your Intuitive Process

continued from page 6

can use the inner resource exercise (see Part 1) or one of the intuitive activity exercises as the basis for this exercise. Then, you can take a picture of yourself in an intuitive state. Looking at the picture will give you a new perspective on the qualities of your intuition.

Remember Francis Ford Coppola's tape recorder? Just as he took the time to visualize loading his tape, be sure you put film in the camera. When you are finished taking your picture, be sure it is developed, either in your own darkroom or at a lab.

Now look at the picture. Is it color or black and white? What size is it? Is there a frame around it or is it unframed?

Now you can play with some perspectives. As you do, observe how each change enhances your response. Find out what you need to do to the picture to strengthen its impact.

Try the following:

- Blow up the picture. Then reduce it. Blow it up again.
- Make a giant poster of it.
- Put a frame around it. Take the frame away.
- Make the still photo into a movie. Freeze-frame the action.
- If your image is in color, make it black and white, or vice versa.
- Brighten the colors, then dim them.
- Make a contact sheet with 36 identical images.

When you have adjusted the submodalities so that you get a strong feeling from this picture, visualize yourself putting it someplace where you will be able to look at it when you want to. When you want to get into an intuitive state, you can look at it and bring back the feelings that you associate with your intuition. Just as you can look at a photo of some special event in your life and evoke the same feelings as when you were there, this picture of your intuition will trigger your intuitive feelings. When you look at your picture, you will be able to see and identify its essential components, as well. You can select any of these components and strengthen it further using the inner resource exercise.

■

THE ROOM OF YOUR MIND EXERCISE

Another way to become familiar with your intuition is to take a walk through a room that represents your mind. As you stand in the room, you can see that it contains all of your mental abilities because in this room you have placed all of your multiple intelligences, including intuition. Also in this room are dreaming, memory, will, and imagination. In fact, you can put any mental attribute into this room that you choose. It is your room.

As you look around the room, you can see that some of these attributes are large. Others are small. Some are closer to where you are standing. Others are hidden away or stacked up in corners, on shelves, or along the walls. Each one is a different shape and color. As your eyes move around the room, notice where you have placed memory. Where is logic? Where is dreaming? Where have you put your moods and motivation?

continued on page 14

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Interview with Robert Dilts

continued from page 5

The epitome of NLP is not how to get rid of a fear, or even, walk across a line of hot coals. Where else can we go? Where are the dreams? The whole notion of this book, *Tools for Dreamers*, is that NLP is not just a bunch of communication skills and therapeutic techniques. It is actually tools by which people take a dream and transfer it into some reality. What will be important next year or three years from now might just be dreams at this stage.

I often invite people to look around and find something in their environment that wasn't a dream at some point. You look at a computer and the telephone that we're holding, the pencils we write with, the rugs on our floor, even people. I have a son, and I'm expecting a daughter. They, at one point, were just dreams. We live in a world of making dreams come true. That was what initially excited me about NLP.

Now the questions are, What are the next ten years' dream and what are the tools? I think NLP does a lot to give individuals specific tools and abilities, but I dream sometimes what we might do as a whole community of people really working on a common vision with these tools.

Those are the kinds of things we're trying to get at with this NLP University.

The basic presuppositions of NLP are a whole epistemology or philosophy that would transform the world and our perception of the world if people could actually live them. A lot of people make this their life's work, to try to make things fit those presuppositions, but you've got to have a global brain to do it.

And not just the intent, but the skills. Though we acknowledge positive intent, it's also true the road to Hell's paved with them. It's not just a matter of intent, it's a multi-level approach in which intent is expressed through skills. It's like we were saying about all the resources being there. You'd still need the maps and skills that release those resources in the places they need to be.

THE QUESTION OF VALIDATION

There's a resurgence of interest in research on NLP, and "why isn't NLP validated by research." My response to that is it isn't a matter of interest, or even methodology *per se*. It's a matter of epistemology. My experience has been that many of the so-called scientific validation things are an expression of a different set of presuppositions than NLP has. It would be like trying to validate some of the ways people from the United States interact using Iraqi epistemology. Certain things won't be validated just because the epistemologies are so different. The whole idea of systemic thinking is you can't isolate things from context. Everything affects everything else. You can find patterns. The whole paradigm of scientific research is that you isolate a variable, you look for a linear cause-effect relationship.

The times [NLP] has been validated, it's been like "so what?" from the NLP point of view. To have it validated from that framework is not really the goal. I bring this up because I think there is a trend to do more systemic research and what they call qualitative versus quantitative measurements and research. I think that bespeaks a change. The premise of scientific validation is that there is *one* right map. You find the real linear cause-effect. You change the facts to fit the theory, not the theory to fit the facts.

The other thing about the typical scientific epistemology is that you look at cause-effect change in terms of past-present. Something happened in the past, and that causes something to happen in the present, or there's some kind of constraint in the present that makes something stay the way it is. But they don't allow the so-called final causes, or teleology, which NLP is based around, which says it's your goal that has as much influence as your past programming or current influences—that somehow where you're trying to get is as important as anything else.

In science that's always been put into the area of religion. Final cause, or where you're trying to get, is too spiritual. But I think a systemic science has to have that, because systems are not just formed by what happened in the past or what's happening in the present. They are vision-oriented or goal-oriented. These are the kinds of places where fundamental developments in NLP can happen.

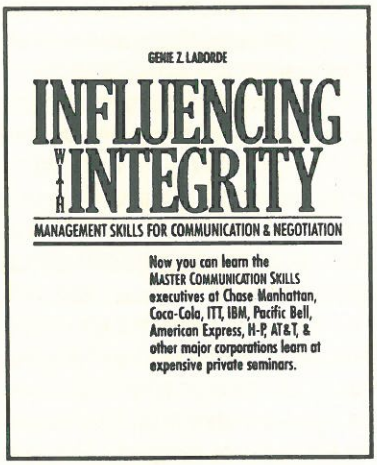
A MODULAR APPROACH TO CYBERNETICS

What would this look like? What would be a systemic or cybernetic way of looking at NLP? What would a certification of the future look like in this NLP University concept?

If you take something like the Beliefs in Health material, and you take some of the issues I was talking about, there's a lot you can do with a general knowledge of belief change in the area of health. But what we'd like to do is implement a several-year program that, in addition to having some of the basic belief change models and principles, would participate in an ongoing series of learning clinics where one person might focus on using these things for dealing with stress. Another might focus on pain and injuries. Another might focus on weight loss and smoking. Another

continued on page 15

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By Genie Z. Laborde

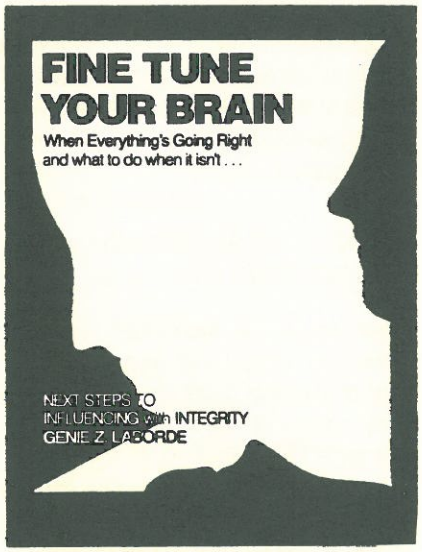
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By Genie Z. Laborde

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SCHEDULE OF NLP-RELATED ACTIVITIES

JUNE

22-23	Outgrowing Dysfunctional Families	Chicago	NIC
23-29	Continuing Education	British Col	OTC
24-26	Dynamic Learning Seminar	Santa Cruz	DLC
28-30	Strategies of Creativity and Innovation	Santa Cruz	DLC
29-30	Conversational Change	Chicago	NIC

JULY

2	Open House	New York	NYT
2-6	Belief Systems and Health	Santa Cruz	DLC
8-10	Meta Leadership	Santa Cruz	DLC
8-8/8	24-Day Intensive Cert Training	San Francisco	FP
11	Trance-Formations	Chicago	NIC
12-8/17	Summer Residential Trainings	Cape Cod	NYT
19-28	Ericksonian Hypnosis Cert	Cape Cod	NYT
23	Free Intro Evening	Chicago	NIC
26	Free NLP Introductory	Los Angeles	NSC

AUGUST

3-18	Sixth Annual Trainers Training	Kona, Hawaii	NTI
5-31	Summer Residential Training	Bali	MET
7-23	Human Design Engineering Cert	San Diego	NPP
10	NLP Overview	New York	NYT
11-18	Ericksonian Hypnosis	New Paltz NY	ACT
14	Free Intro Evening	Chicago	NIC
16	NLP Overview	New York	NYT
21&28	NLP Apprenticeship	Berkeley	FW

SEPTEMBER

4&11	NLP Apprenticeship	Berkeley	FW
10	Free Intro Evening	Chicago	NIC
13	Free NLP Evening	New York	ACT
22	Intro to NLP	New York	ACT
28-29	Practitioner Cert (7 weekends)	Los Angeles	NSC

Schedule Deadline for the Next Issue

August 1, 1991

NLP Sources

ABM Advanced Behavioral Modeling, Inc.
801 South 20th Street
Arlington, Virginia 22202
703-979-3835

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

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

CPD* Center for Professional Development
245-M Mt. Hermon Rd., #323
Scotts Valley, California 95066
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
700 E. El Camino Real, #110
Mountain View, California 94040
800-228-4069 / 415-326-5613

GRC Grinder Resource Center
322 Plateau Avenue
Santa Cruz, California 95060
800-338-4667

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

MET* Metaformation, Inc.
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Montreal, Quebec H4A 3L7
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NLP Sources

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
P.O. Box 25184
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

NSC NLP of Southern California
4387 York Blvd.
Los Angeles, California 90041
213-254-3841

NTI* National Training Institute for NLP
801 South 20th Street
Arlington, Virginia 22202
703-979-3835

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
2075 Palos Verdes Drive N, #200
Lomita, California 90717
213-326-5545

SCI* South Central Institute of NLP
P.O. Box 15757
New Orleans, Louisiana 70175
504-895-3665

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

NEUROLINK

Bruce Dillman catches up with Robert Dilts once again. This time the subject is a biofeedback device Robert has developed called NeuroLink.

NeuroLink is is a multi-channel biofeedback device I've been working on for a few years. Its ancestor was a GSR only-device called the Mind Master. NeuroLink measures a number of psychophysical responses and reactions associated with the body's inner regulator, the autonomic nervous system—the part of the nervous system most associated with health, stress, and those kinds of things.

NeuroLink picks up heart rate, skin temperature, and galvanic skin response, which is the electrical activity or conductivity of the skin. These are the sensitive indicators of the states of attention, emotion, and health.

The autonomic nervous system has two subsystems—the parasympathetic and the sympathetic. Heart rate and temperature are related to the parasympathetic system, which regulates relaxation and rebuilding the body's resources. GSR is an indicator of the sympathetic system, which relates to the mobilization of resources and the so-called fight-or-flight response. The NeuroLink lets us look at these two aspects of what's going on in the body—the excitatory and inhibitory part of the system. That can give us insight into these neurological and physical patterns in the body.

You could divide the whole nervous system into three functional parts—the autonomic system, the central nervous system, which is typically the conscious part that organizes and stimulates reactions, and the sensory system, basically the ways we contact the environment.

The central nervous system is the core inner organization. That's where NLP usually operates: mental activity, maps, strategies, beliefs, and that kind of stuff. The peripheral system is sensory input and behavioral output. Typically in NLP we're working with the interplay between the peripheral system and the central nervous system: how do the senses affect how we think, and how does how we think affect our behavior, and so on. In terms of some very key aspects of health, especially relating to beliefs, you need to look at the involvement of the autonomic system.

The NeuroLink allows us not just to look at them individually, but to look at patterns of dynamic activity between these indicators—heart rate, temperature, GSR—and, on a deeper level, the balance of activity between the sympathetic and parasympathetic systems. Then we can both observe and confirm the influence of our thoughts, various levels of thinking on these deeper aspects of our bodies, the sort of emotional and attentional state of our body, and how the state of our body affects how we think.

NEUROLINK SOFTWARE

The NeuroLink itself is a piece of hardware, and the software to operate it is just as important a part of the whole package. At this stage the software has "The User's Guide to the Nervous System," and "The State Enhancement Coach." The User's Guide is an interactive program which lets you explore your heart rate, your temperature, GSR, and information they give you about what's happening in your brain. The State Enhancement Coach is the workhorse of the package. It combines the NeuroLink with NLP principles. It detects and stores information about patterns of the autonomic activities that go along with states. The states are user-defined—things like stress, relaxation, fear, allergies, creativity, dreamer, realist, critic, or whatever other state you want to explore, even a general state of excellence, or resource state.

NeuroLink reads what's happening in your body when you're in these states—what's your heart rate doing? What's your GSR doing? It also measure the left-hand and right-hand GSR. This gives you a look at the balance of activity between the two sides of the brain. The right hand is stimulated by the left brain, and the left hand is stimulated by the right brain, so you get not only a picture of what's happening between the sympathetic and parasympathetic parts of our system, but also what's happening between the left and the right sides of the body.

Once it stores these patterns, you can either enhance resource states or you can work with changing or getting more influence over potentially problematic states. You do this through a set of coaching routines—programs and games that help to change both the cognitive and physiological parts of these states.

CREATIVE COACHING

Let's say you want to explore creativity. After you've gone through some examples of creativity and the computer has stored the physical patterns associated with that, the State Enhancement Coach takes you through a complete submodality elicitation and representational system elicitation. It will lead you through a set of questions about posture, eye positions, breathing, and submodality information. So you'll have in the computer a complete picture of the state's cognitive and physiological aspects.

The coaching helps you do things like change submodalities and

continued on page 16

Nurturing Your Intuitive Process

continued from page 8

Notice the differences in size. Is logic larger than mood? Does it take up more space than imagination or visual intelligence? Where have you placed your sense of territory? Is it closer to or farther away from dreaming and language?

Now take a walk through your room. Give yourself time to get a clear sense of what each mental ability looks like. Notice its size, color, shape, and relationship to the other attributes around it. When you feel comfortable here, begin to look for your intuition. What color and shape is it? Is it close to you or far away?

Do you feel like moving toward it or away from it? You can think of moving toward intuition as an indication that you want to know more about it. Moving away from your intuition indicates you don't want to know. If you find yourself pulling away from your intuition, notice what you do move toward.

As you move closer to your intuition, notice how you respond. If you feel anxious or uncomfortable as you approach it, move back and see your intuition become smaller. How does that affect your feelings about it?

You can walk over to it, pick it up, and examine it closely. Feel its texture. Make it larger and brighter, noticing any physical and emotional reactions that you have as you do so. If you find that this increase in size and intensity disturbs you, dim the brightness and reduce its size. Notice how your feelings change as you do this.

Find a place where you feel comfortable and talk to your intuition. Find out what it wants and tell it how you would like it to help you. Ask it if it will help you and when it responds, pay attention to its voice. Note the volume, tempo, and pitch. Have you heard this inner voice before? How do you feel when you hear it? Where are those feelings located in your body? Accelerate the tempo and increase the volume of your intuitive voice and notice how you feel. Select the audio quality that produces a strong, confident feeling in you about your intuition.

You can change any quality of any of these mental attributes at any time. By doing so, you can enhance or decrease the strength of your response to them. Spend some time and experiment with grades of color, brightness, size, location, shape, volume, and tone. Remember that this is your room. You have selected and arranged everything in it. You can rearrange and redecorate it so that you feel great when you are here.

Spend as much time as you like in this room getting to know your intuition and your other mental abilities. Come back here whenever you need to find your intuition.

Laurie Nadel is a well-known journalist, interviewer, and the author of Corazon Aquino: Journey to Power. *Lending her assistance with* Sixth Sense, *from which this article was taken, were coauthors Judy Haims andRobert Stempson, pioneers in whole-brain research and creativity training.*

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Interview: Robert Dilts

continued from page 9

might focus on addictions and compulsions, alcoholism and drugs. Another might focus on cancer and AIDS.

You wouldn't just get certified after a certain program of general skills, but you would have these specific focuses. You would be combining the actual learning process with programs that would assist other people in making changes themselves, and the certification would come as a result of these sorts of mini-pathways.

For example, this kind of program might run parallel to a Practitioner or Master Practitioner training, so you would attend a Practitioner training and then come to these modules. It wouldn't be a linear thing where you would have to go through your Practitioner, Master Practitioner, and then start this cycle. People could enter the cycle even at the beginning of their NLP training.

The same thing might happen in the leadership area. All the leadership stuff I have been working on is sophisticated and so complex that you can't do it in a three-day program. To actually develop skills where somebody could be competent enough to take it as a whole body into companies requires a longer commitment of time and a focus that I don't think you can get in a generalized Practitioner or Master Practitioner program or in a weekend new developments seminar.

All this is in the context of new developments as opposed to something that's already in place. We're looking at the NLP University as being kind of a five-year plan. We're not going to disrupt the current pattern of NLP training but are actually going to fit into it and evolve in its own natural way.

■

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NEUROLINK

continued from page 13

notice how that affects the state, and it can do straight biofeedback, where you can pick something like heart rate and try to reaccess the same heart rate pattern through traditional biofeedback methods.

It has some more creative kinds of coaching, one of them being a systemic program that will show the Planet Earth broken into four pieces. One of the pieces represents your left-hand GSR, one represents your right-hand GSR, one represents your heart rate, and one represents your temperature. As you get back into your target state, the pieces of the planet will come together as you achieve the state, or various ones might move farther away as that part of your physiology either deflects or moves away from the pattern associated with the state you're trying to work with.

The State Enhancement Coach makes a powerful metaphor of wholeness relating to the nervous system. It has a version of the Icarus game that was on the old Mind Master. Icarus in Greek myth made wings out of wax and feathers, and flying around he got too close to the sun and his wings melted. On the NeuroLink the flapping of the Icarus character is controlled by the heart rate, and how low he goes depends on temperature, and whether he goes to the left or right depends on the balance of left- and right-hand GSR.

There's a final coaching process that shows an image of a Visible Man-type body, and it shows the interplay of all these different activities together, and you can try to match those to a particular desired state.

It forms a nice package that allows people, especially those experienced with NLP, quite a range of applications. You can do things as simple as a basic circle of excellence exercise with your computer, and you can do things like the behavior generator where you store a representation of a state and try to visualize yourself in it, and you can check. One of the most important things the State Enhancement Coach does is give you several graphic readings of how closely you're matching particular states.

Specific NLP techniques as such are not built in. Eventually we will have programs that will do these independent techniques. We're initially targeting for an NLP market, and we'll develop the other techniques for a broader market. We designed and developed it specifically for people who know about NLP.

We will have application booklets to describe how to use the State Enhancement Coach software for doing things like working with fears and phobias or working with allergies and that kind of thing. The State Enhancement Coach software is so versatile you don't need an extra piece of software to do those things. Specific technique software just restricts your use. A behavior generator would restrict your use of the State Enhancement Coach inside of a few basic states. I think that still is a valuable thing to do, eventually, for people who don't know about it so they don't get lost. Somebody who has a basic familiarity with techniques basically just needs to know how to utilize the power of the NeuroLink and the State Enhancement Coach to add to that with clients and themselves.

The NeuroLink is available and is being sold for the Macintosh family of computers, and it is currently being adapted for the IBM and MS-DOS computers. We just started selling it about a month or two ago. There are still improvements being made. It is very sophisticated software, the State Enhancement Coach, and the hardware is also complex. The Macintosh family has a lot of different computers, so we're still in a loop with our customers to make sure the stuff all works.

We've gotten really positive feedback so far in terms of how NeuroLink compares with any other biofeedback-type unit available.

TUNING IN TO YOUR BODY

There's a whole bunch of benefits. To begin with, just an increase of awareness of your own neurology, your own physiology. To me, that in of itself has been one of the benefits that I've personally gotten the most from. Some days, for example, I'll find that my heart rate might be down around 56 beats per minute. Other days its resting beat is up around 80. A lot of times we just don't know that. Having that as feedback begins to tune you in more to what's going on inside you—to be able to tell what's happening between the left and right sides of your body. I think all change begins with awareness.

Secondly, not as an instrument to do techniques, but simply as a tool to explore how these different parts of your nervous system interplay with each other is really phenomenal. You can look at how the environment affects you, how your own internal thoughts affect you. Most people don't really realize—they know it subjectively, but to actually see it happening is something else—changing the distance of a picture in your mind might change your heart rate four or five beats per minute, or changing the color of a picture might change your body temperature a degree or two. To be able to experience that directly is very empowering. To me that's the main thing about it. It's not intended to be a technical instrument to do

continued on page 18

Annual Conference

continued from page 3

RB: I stopped by for a few minute and John was handing out some "scrolls." The text in the scrolls asked—and John himself said this—for everyone to join him in networking about business prospects for him. I interpreted from this that John was having trouble getting clients and that he was asking everyone to find business for him. This seems like a valid business request, but I think an association keynote address is the wrong place and time to make that request. I also inferred from the manner of his request that he thought we couldn't perform consulting engagements effectively and we should call on him to do the work.

SRC: I missed the first half of the keynote. During the second half my conscious mind took a hike when he started telling the same metaphors as the day before. My conscious mind started saying things like, "You paid for this yesterday." So I told my conscious mind to go to its room until it had something more positive to say.

[*Editor's Note*: The VAK *checked with some others who heard all of the keynote address and had different perspectives. Wyatt Woodsmall said the presentation was eloquent and elegant. An interesting and important point John made, Wyatt said, was the need to balance the system when doing a powerful intervention. For example, a first-order submodality intervention can produce a radical change which affects the entire system: a second-order system change, produced through six-step reframing, may be more ecological.*

Tim Hallbom felt that John's presence at the conference really helped to pull the NLP community together. He thought John did some "intriguing" things during his address and was "very much doing NLP and demonstrating NLP." Tim noted that John received a standing ovation when he finished.]

RB: What was the best presentation you heard?

SRC: For me there were two. Judith Swack's "An Immunologist Views the Allergy Technique" was a great demonstration of the allergy cure with an essential added—the removal of trauma imprints. She convinced me that I definitely need more skill in removing trauma if I wish to continue my minuscule counseling practice.

The other was "The Management of Uncertainty" by Ed Reese and Bob Orchard. It was fascinating. They took us all the way from confusion to certainty, passing by indecision (or not), conflict (we did not), and vagueness (or did we?). Then we went back again. Useful distinctions between uncertainty, complexity, and credibility, and the relationship among the three. We even discussed how to move oneself or someone else between the levels.

TF: I liked Julie Virgo's "The Outcome Model as an Organization Development Intervention."

JS: Nancy Salzman's "Therapeutic Intervention for Children" is the one I liked best.

RB: I really liked Stephen Pile's presentation style. He demonstrated two different corporate cultures by showing internal corporate communication videos.

LC: I would pick Pat O'Reilly's workshop on NLP and spirituality. Very experiential, very useful, and it was something you could "take home."

RB: How about the Special Interest Sections?

JS: I attended the Research Section and I like what was decided. IANLP will perform appropriate research, starting with a survey of members to find out our demographics and distinguish us from NLP practitioners who are not members.

RB: Yes, and it was decided to perform that same piece of research with those in training at NLP institutes. This information can be used by IANLP and by the institutes to help them in marketing their programs.

I also attended the Business and Organization Section. We made decisions about the NLP business resource document and about how to impact the program content at the next annual conference.

What was your general impression of the conference?

LC: The conference itself was very good. The setting, however, left much to be desired. Those without transportation were stranded at the hotel, and it was just too expensive to stay there for meals.

SRC: I loved every minute of it. I met tons of interesting people and got to exchange ideas of interest and even gossip about people I hardly know. There was so much going on I couldn't get enough of it. It was a wonderful opportunity to make great personal contacts and start new friendships. The logistics were well organized and the presenters I saw knew their stuff and

continued on page 19

NEUROLINK

continued from page 16

techniques. It's intended to be a tool to empower people and to release more of the natural capabilities they have inside them. That's also why we didn't want to start having it come out with a whole bunch of techniques. The whole vision and indication of the name NeuroLink is that it's linking the nervous system—it's extending the nervous system. It's not that the computer is trying to change you. You are connecting your nervous system to the nervous system of a computer. You are enhancing the capabilities you have. You are extending your own system.

One of the problems with traditional biofeedback is that while it shows you can raise or lower these various responses of your physiology, there's not much of a transfer effect. People in the clinic can change their heart rate and so forth, but when they leave that doesn't transfer. And this, I think, is where the really important parts of NLP come in.

One of the goals of the NeuroLink—and why we started with the Macintosh—is to create images and representations that are organic and that are connected to your experience and not perceived as some cold clinical instrument. That's why we have the metaphor of the planet and Icarus and the visible system. You can watch this colorful interplay of the left and right sides of your body, and what's happening in your heart—sort of this kaleidoscopic image that speaks to the right side of your brain, not to the left side of your brain.

We're hoping the IBM version will be ready in June. The hardware is already adapted. The trick is getting the software to function with the same quality of user interface so it's user friendly, nontechnical, and something that people feel does extend their nervous system and it empowers them.

LINKING WITH NEUROLINK

The price tag, for the hardware and the software, is $675. NeuroLink International, the company we set up to market it, is at 230 Mt. Hermon Road, Suite 207, Scotts Valley, California 95066 (408-438-5679). This is the most direct route at this stage. I think some of the institutes will be dealers or distributors.

We spent a year finding out what people would want in such a device, and we've designed it to be flexibile. We want to sell it to the people who make up the NLP world, people who desire flexibility, who desire tools for personal exploration of their own interests and their own research. In fact, the State Enhancement Coach is set up so it can have 25 users and 40 states per user, so you can get up to 1000 states stored. You can also convert the files to be read by Microsoft Excel, which is a spreadsheet program. You can display the data as pie charts, histograms, and so forth. It gives a lot of versatility to people, but with programs like User's Guide, it's intended to be simple, nontechnical, and user-friendly, so you can get to know your nervous system right away.

We've got quite a range of capability to enrich the field of things that can be used by NLP practitioners to calibrate to themselves and their clients by choosing electrical activity, which you can't really see, temperature, or heart rate. It's part of a long-term vision to extend NLP, which is a technology of personal and community empowerment, to allow for more resources, more health, more efficient learning, more inner awareness, more sensitivity. And I think that's been one of the visions of NLP, even since the days of *The Structure of Magic,* where the idea was that NLP was so systematic it could be enhanced and implemented with a computer.

Some of the old programs can be tremendously enhanced with the NeuroLink technology. For example, we're going to have a version of the spelling program where, in order to get a spelling word to even appear on the screen, you would be in an optimally receptive state so the word itself is only presented when your nervous system is in a state to be able to imprint it in an easy and comfortable way. Then the word becomes an anchor for the state. By calibrating to the state of the user, the computer becomes more a part of the whole organic cycle of learning and change. We think some of these old programs will be tremendously enhanced. Not only that, it will be more fun to use them, because it will be a message to you about what's going on in yourself.

The sophistication of this in relationship to the early software, even the Mind Master, is also representative of the development of NLP itself, which involves a couple of things. Number one is a movement toward a more systemic—than linear, cause-effect, quick fix-type ideas—a more systemic view, which is oriented more toward empowering the person who is experiencing it rather than just giving power to a therapist or sales person or something. In addition to this more systemic approach, more flexibility and more diversity in the kinds of things that NLP is doing, can bring about. And also in ways of representing information, whether it be NeuroLink information or just NLP-type information—ways of representing it that are more accessible to people, that are more organic, that are more intuitive. I think NLP has developed in that direction. On the one hand, while it is more sophisticated and complex, on another level it is more organic and more intuitive, which I think is a really important combination.

Annual Conference

continued from page 17

presented well. I can hardly wait until next year.

TF: The selection of great seminars was almost overwhelming.

JS: The conference was a wonderful opportunity to share ideas with other people working with health-related issues and NLP—Tad James, Tim Hallbom, Suzi Smith, Lyle Chubb. I brought back new ways to enhance my own personal well-being and that of my clients, for which I am very grateful.

RB: One final note. The IANLP office is on-line with Compuserve Information Service (CIS User # 70414,10). Lyle is now providing software for anyone to sign up and sign on to CIS ($79, and this includes some free time on CIS, with proceeds going to the Research Section). Lyle is also working on establishing an NLP Forum on CIS.

The VAK *thanks the participants for their comments. Rodger Bailey is a business trainer and consultant (914-384-6393); Shelle Rose Charvet is a business consultant and trainer in Canada and Europe (416-639-6468); Lyle Chubb is IANLP membership vice president, chair of the Research Section, and the force behind the NLP Research Database (315-331-0411); Terry Furman is an electrical engineer and NLP practitioner (617-444-6940); Judy Swack is an immunologist and master practitioner who treats phobias, traumas, and allergies (617-444-6940).*

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Winter 1983-84, Number 1

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NLP and Industrial Safety	Dr. Michael Kollar
A Participant Comments	Bruce Dillman

Spring 1984, Number 2

Full Body Calibration	Scout Lee Gunn
Gathering Information	D.J. Jacobs
Literary Review	Don McCormick, Connirae & Steve Andreas
The VAK Interview: Michael Colgrass	Bruce Dillman
Neuro-Linguistic Programming: A New Technology for Training	Connirae & Steve Andreas
Whole Mouth Calibration	Connirae & Steve Andreas
NLP and Physical Ailments	Gianni Fortunato

Summer 1984, Number 3

Associational Trajectory	Frank Stass
NA/NLP Meeting	Eric Klein
K for a Day	Terry Andres
King of Sweden Visualizes	Diana Diamond
Tracking the Essence of Excellence	Dr. Scout Lee
Something Worked	Bruce Dillman
NA/NLP President's Report	Rene Wilett
New Data Indicate NLP Seminars Increase Achievement: Decrease Anxiety	Bruce Dillman
More D & S	Rodas-Carroll
Phobia Cure-Off	Bruce Dillman
Relearning From Clients	Eric Oliver

Fall 1984, Number 4

Moshe Feldenkrais 1904-1984	Bruce Dillman
Natural Wisdom and Polar Bears	Rene Wilett
Worming Out Frank Herbert's Strategy	Charlotte Tenney
PK Parties	Jack Houck
Learning the Ropes of Change	Dr. Scout Lee
Teaching Basic Negotiation Skills: A Simple Sequence	Michael Eric Bennett
Conceptual PK Model	Jack Houck
Lending an Ear to an Image	Joe Ed Christensen
Moshe's Valentine	Brooke Medicine Eagle

VOLUME III

Winter 1984-85, Number 1

A Learning Modality Test	Jeane K. Rickman
The VAK Interviews Robert Dilts: Part 1	Bruce Dillman
Trance in Bali	Julian Russell
Gumby and the Tiger	Guy Stockwell
What I Learned at Camp	Rod Owens

Spring 1985, Number 2

The VAK Interviews Robert Dilts - Part 2	Bruce Dillman
A Model for Cancer Treatment	Gianni Fortunato
Satir Keynoter for NA/NLP Meeting	Bruce Dillman
NLP or ESP or What's in the Hat?	Sherry Edwards
The Outcome Effect	Michael Eric Bennett
The Cedar Fire Dance	Dr. Scout Lee
Win-Win Negotiation Steps	Paul Klein

Summer 1985, Number 3

Strategy Revisions	Frank Stass
Grinder Develops Parser Software	Bruce Dillman
Doing NLP and Getting a Feldenkrais Lesson	Liz Dickinson
Uri Who?	Bruce Dillman
Book Review - Bandler on Brain	Connirae & Steve Andreas
Is NLP Spiritual or Isn't it?	Carol H. LeCompte
Selected Articles on NLP until 1983	Don McCormick
Turnaround: A Story About Mental Capabilities	Richard Israel
The Real Mystery of Salieri	Michael Colgrass

Fall 1985, Number 4

Other-Than-Conscious Communication	Eric Oliver
Health Modes '85	Cory de Torres, Douglas Sauber
The VAK Interviews : Connirae and Steve Andreas	Bruce Dillman
NLP Meets the Transpersonal	Richard Clarke
Selling NLP at Headquarters	Rod Owens
Review: *A Handbook for Basic Neuro-Linguistic Programming Training*	Bruce Dillman

VOLUME IV

Winter 1985-86, Number 1

Mind Your Computer	Bruce Dillman
Congolese Adventures	Laura Grinder
Flex Cop	Michael Gardner
On Metaphor	Eric Davies
NLP	Robert Hightower
The VAK Review of Books	Peter Haskell, Sammye Henry, Bruce Dillman

Spring 1986, Number 2

NLP: Two Years of Research	Don McCormick
NANLP Keynote by George Leonard	Bruce Dillman
Accessing a Drug State with Submodalities	Connirae & Steve Andreas
The Incredible Shrinking Certification Training	Connirae & Steve Andreas
The VAK Reviews	J. Richard Gilson, Bruce Dillman

Summer 1986, Number 3

The Mental Edge	Eric Oliver
More Therapeutic Metaphors	Gianni Fortunato
Dealing with Risk	Cory DeTorres, Douglas Sauber
Breakthroughs in Reading Comprehension	Jean Benford, Mary Jane Brownell, June Jackson
The VAK Review of Books and Tapes	Bruce Dillman, Steve Andreas
Toward a Positive Perception of NLP	Anne Linden
The VAK Forum	Anne Linden
The VAK Review of Articles	Connirae & Steve Andreas
The VAK Interviews Kathryn Williams	Bruce Dillman

Fall 1986, Number 4

Classroom Anchoring	Michael Grinder
Further Adventures of Flex Cop	Michael Gardner
The VAK Interviews David Gordon	Bruce Dillman
Dial T for Therapy	Eileen Watkins-Seymour
The VAK Review of Books, etc.	Bruce Dillman

(continued)

A Matter of Clairaudience	Michael Colgrass
The Candy Man Can	Sammye Henry
caNLPac	Janice Gray
Who and What	Audrey DeBoer

VOLUME V

Winter 1986/87, Number 1

Oatmeal Into Art: The Perception of Structure	Susan James, Anne Linden
Richard Bandler: "Troubled Genius"	Agnes Waters
Analogies for Training Technical Information	Stephen Stefano, Charlotte Bretto
NLP: A Passion for Business	Genie Laborde, Agnes Waters, Lisa Curry
Videotape Review: *Spatial Reframe Technique*	Connirae & Steve Andreas
A Universal Metaphor	Norma and Philip Barretta
Response to Videotape Review	Anne Linden

Spring 1987, Number 2

The Hundredth Monkey: Time for a Recount?	Agnes Waters
Richard Bandler Writes - Full Schedule Ahead	Agnes Waters
Oatmeal Into Art II: The Structure of Boundaries	Susan James, Anne Linden
The Definitive Definition	Peggy Arndt
The Emotional Hostage	Leslie Cameron-Bandler, Michael Lebeau
Other-Than-Conscious Communication	Eric Oliver

Summer 1987, Number 3

Bandler Trial Date Set	Agnes Waters
NANLP Conference Highlights	Agnes Waters
Eliciting and Sorting Polarities	Connirae & Steve Andreas
The Definitive Definition, II	Peggy Arndt
Readers Write	Agnes Waters

Fall 1987, Number 4

The Visual Squash	Connirae & Steve Andreas
Imperative Self* Therapy	Leslie Cameron-Bandler
Harnessing Insight to Behavioral Change	Michael Nagel
Bandler Trial Postponed	Agnes Waters
Turtles All the Way Down: Prerequisites to Personal Genius	Grinder, DeLozier and Associates
The Gift of Anger	Charlotte Tenney

VOLUME VI

Winter 1987/88, Number 1

Bandler Trial Opens	Agnes Waters
Dovetailing: A Strategy for All Seasons	Genie Z. Laborde
Other-Than-Conscious Communication: Part 1	Eric Oliver
Children of Tomorrow	Barbara Sinor
VAK Reviews: *Change Your Mind and Keep the Change*	Bruce Dillman

Spring 1988, Number 2

Comparisons: Good or Bad?	Anne Linden
NLP and Personality Tests	Gianni Fortunato
Bandler Acquitted	Agnes Waters
Other-Than-Conscious Communication: Part 2	Eric Oliver
An Antidote to Jealousy	Genie Z. Laborde

Summer 1988, Number 3

NANLP Meets in Chicago	Agnes Waters
Enhancing Human Performance: The NRC Review	Agnes Waters
Response to the NRC Report on NLP	Genie Z. Laborde
NANLP Conference Sampler	Rodger Bailey, Jim Mantock, Scott Phillips
Key Notes from the NANLP Conference	John Amatt
Master Teaching Techniques	Bernard F. Cleveland

Fall 1988, Number 4

Paradigms	Genie Z. Laborde
Surviving September - The REAL New Year	Jean Benford
Comparison of Management Values and Attributes	Wendell L. King
The VAK Reviews: *Resolving Grief*	Connirae & Steve Andreas
Beware the Gobbledegook	Agnes Waters

VOLUME VII

Winter 1988/89, Number 1

Insights into a Troubled Learner	Jean Benford
NANLP Forms Interest Sections	Agnes Waters
Holiday BLUES? Or Do You See RED for Christmas	Genie Z. Laborde
Business Corner: Motivation	Jim Mantock
A 14-Year-Old Explores NLP	

Spring 1989, Number 2

Learning to Learn	Jean Benford
Wellness - Theme of NANLP Conference	Agnes Waters
Imperative Self: A Conversation with Leslie Cameron-Bandler	Metha Singleton
Business Corner: Metaprograms	Jim Mantock

Summer 1998, Number 3

Milon's Secret	Tad James
Sixth Annual NANLP Conference	Agnes Waters
The Vestibular System in NLP: Part 1	Cecile A. Carson, M.D.
Business Corner: Business HEART	Jim Mantock
NLP Anthropomorphized	Bruce Dillman

Fall 1989, Number 4

The Vestibular System in NLP: Part 2	Cecile A. Carson, M.D.
Righting the Educational Conveyor Belt	Michael Grinder
The Racehorse Rut	Agnes Waters
Business Corner: Conflict Resolution	Jim Mantock
Bridging the Gap	Nita Bradley

VOLUME VIII

Winter 1989/90, Number 1

Health Walk	Genie Z. Laborde
Applications of Modeling	Metha Singleton
The Naturally Slender Eating Strategy	Connirae & Steve Andreas
Earthquakes and Aftershocks	Agnes Waters
Business Corner: Managing Change	Jim Mantock

Spring 1990, Number 2

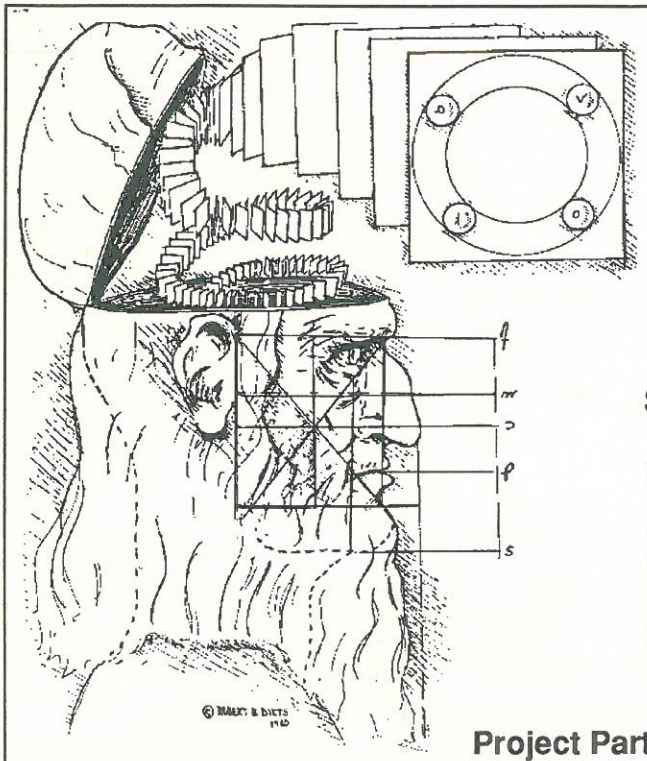
Accelerated Learning	Paul Scheele
NANLP Meets in Baltimore	Agnes Waters
Advanced Behavioral Modeling	Wyatt Woodsmall
Business Corner: Taking Control	Jim Mantock

Summer 1990, Number 3

Handling Hecklers	Paul Dilts, Todd Epstein
Conference Notes	Wyatt Woodsmall
Letter from Hungary: Part 1	Laszlo Honti
Business Corner: Plan on Getting Fired	Jim Mantock
Pack Up Your Troubles	Toni Erlich

Fall 1990, Number 4

Beyond Piecemeal Change	Metha Singleton
Letter from Hungary: Part 2	Laszlo Honti
The We Decade	John Peers
The VAK Review of Books	Bruce Dillman
Dovetailing	Genie Z. Laborde



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