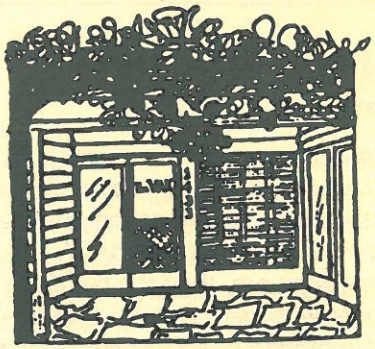
THE VAK



International NLP Newsletter

Volume IX. Number 4 *Fall 1991*

NPL PARTS JIVE

David Savage

The author provides the best introduction to his contribution:

"I have long been fascinated by the connection between language and consciousness. Now I am curious to explore the relationships between language and behavior.

"Although I am but a babe at this, I feel there is something more here than verbal language—some hidden dimension containing a breathtaking breadth and depth of perception and feeling of freedom that the whole

continued on page 2

The VAK Interviews TAD JAMES

It's hard to catch up with Tad James these days, but the VAK *tracked him to his home in Hawaii, where he brings us up-to-date on his many activities, including his study of Huna and his focus now on counseling for both psychological and physical healing. He also demonstrated to the* VAK *editor the effectiveness of time line therapy.*

V: What brought you to Hawaii?

T: I remember that clearly. I was sales manager of a radio station in Syracuse, New York in 1972, and on Thanksgiving weekend my boss asked me how quickly I could get packed and move to Honolulu. My answer was, "Would noon yesterday be fast enough?"

V: How did you get started in radio?

T: I got my undergraduate degree in speech and dramatic art, and my masters in mass communication, so

continued on page 3

Exploring the Pathways from Great Ideas to Great Results

Joseph B. Sterling

Isn't it amazing that after all the great ideas learned in so many NLP workshops, books, and tapes, that a person could still get into communication trouble, or achieve only mediocre results? What's the missing ingredient that one needs to profitably get those great models and strategies into daily behaviors?

In my experience with many NLP students and my own learning process, the missing link between great ideas and great results is intense, absorbing, playful practice.

Imagine that you just got home from a great seminar. You're really excited and ready to change the world. A week goes by and you realize that the world hasn't changed. Further, it occurs to you that you may need to review some of those awesome new patterns you "learned" at the seminar. What do most people do? They start looking for the next workshop to attend. You know, the one that will *really* change the world.

It's just not enough to experience a great speaker. If your behavior and results do not reflect the new skills, then you don't "own" them. You may have seen them demonstrated and understand them, but you don't own them—yet.

This is not to say that great teachers don't install these patterns in their students via metaphor and exercises and all the wonderful processes NLP offers. During many hours of training with Richard Bandler, I have experienced massive amounts of new information being elegantly woven into the fabric of my consciousness, and during the days, weeks, and months that followed, I manifested all manner of new behaviors and results. To the extent that my life reflects the results of the use of these patterns, I can say that I know them, that I really own them.

Whether or not your NLP learning experience has been profound, you

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NPL Parts Jive

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universe is ours to traverse and explore in a state of wonderful awe. As pretty and fascinating as the complexities of the webs of language are, they are but the merest filigree. Between the shimmering strands of sentences, in the enormous holes between words, shines the whole universe of the unspoken and unsayable. Yet, it seems, without the frames of language we would see nothing. So there is a symbiosis here between speech and silence, words and paper, like key and lock, knob and door, window frame and view. Words are knockings on the doors of our infinities. How often can we open the frame, see between, listen beyond, and walk through?"

PART WON

I would like to ask the part of my unconscious responsible for writing this piece if it is willing to communicate with the part of me who is asking this question. I would like to ask the responsible part of my unconscious if it would be willing to communicate to the part of me asking this question its intentions in writing this piece. I would also like to ask the part of me asking this question if it is willing to communicate its intention in asking this question.

PART TWO

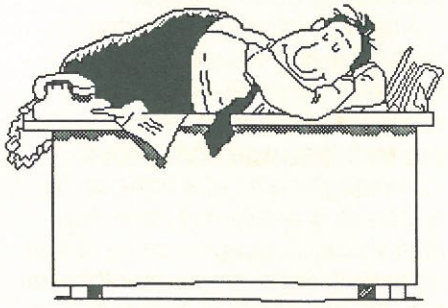
Calling all parts. Exciting free conference! You are all invited: body parts, creative parts, hurt parts, parts without names, conscious and unconscious parts, emotional parts, fun parts, and all other parts of me and of you, since we are all in this together.

Please introduce yourselves to

continued on page 6

VAK Sleeps In

Apologies to readers for the late arrival of this issue. The VAK editor had some exciting medical adventures, including an appendectomy, which means she can now climb mountains in Nepal without fearing an attack of acute appendicitis (the only thing that's been holding her back all these years). So if any future VAK issues are late, it will be the result of wilderness, rather than medical, adventures. Enjoy the issue and the upcoming Thanksgiving holiday!



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Interview: TAD JAMES

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I was following up those interests. After managing the Honolulu station for a while, I put together a group and bought my own station here.

V: And where did NLP come in?

T: In 1980, I sold my radio station and went into business consulting, under the name Profitability Consulting. I learned I was very effective at making businesses successful—if the client followed my recommendations. But many clients did not. So I discovered that business consulting was not about what you knew to do, it was more about solving the mental makeup of the owner of the business. I began to search for ways to get compliance.

I took Mind Revolution with Tony Robbins and was very impressed. I went to a Firewalk, with 400 people, 99% of whom said they wouldn't walk because it was crazy, dangerous, and stupid. At the end of the night, 99% of the people walked—doing something crazy, dangerous, and stupid, and I said, "That's compliance."

I decided to learn NLP and studied first with Robbins, becoming one of his trainers. Then I studied with Richard Bandler, Robert Dilts, and Wyatt Woodsmall, progressing through the levels of training until I was made a master trainer, along with Wyatt, by Richard Bandler.

V: How did you become involved with time line therapy and come to write a book about it with Wyatt Woodsmall?

T: I had trained with Wyatt, and he was a great inspiration to me. He knows everything about NLP and is a brilliant resource.

I believe, in the NLP community, it was Richard and Leslie Cameron-Bandler who first taught the concept of time line in their master practitioners training around 1979. But the concept goes back as far as Aristotle. Henry James talks about it, and Milton Erickson used it in "Harvey the Sad Sack" in 1961.

I learned about time line from Wyatt, and I felt an immediate, intuitive connection with the notion. I began to experiment with it. My contribution—and what causes time line therapy to be therapy—is this: I found that shifting temporal position with regard to a singular event can cause the emotion stored on that event to disappear. That's my contribution, and that's the basis of time line therapy. It's a very specific process that allows us to totally clear negative emotions from our past and allows us to change limiting past decisions—freeing energy and attention, clearing the

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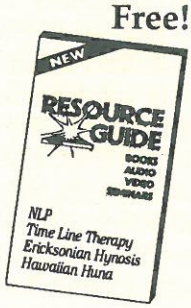
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From Great Ideas to Great Results

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are still left with the responsibility of creating the communication results you get. I like Richard Bandler's contention that to develop real personal power one must appreciate one's skills and the limits of one's ability, and then stretch beyond them to improve.

And why not be proactive about getting even better results? Why not become proactive in generalizing your skills to new applications and new combinations? How will you create environments to assist you in becoming more purposefully engaged in these processes?

PRACTICING THE GAME

We know that great athletes continually work to sharpen their skills on the playing field. What motivates them to practice and work out before a game? (Astronomical professional sports salaries don't come until a player has developed professional-caliber skills, the result of lots of practice.) In sports, as with other areas of life, loving the game is what supports the player to practice, drill, and rehearse his or her way to excellence.

A proper attitude about your "game"—whether it is sales, therapy, management, or whatever—is critical. Just as important, one must have the ability to create simulations of future interactions where various methods can be experimented with and evaluated. Third, and especially important for learning, is to have external prompts and teammates with whom you can run complete simulations before going out onto the championship playing field. These three elements make up a vehicle for taking us into the land of intense, absorbing, playful practice. The road to mastery is much easier with a proper attitude, exciting simulated situations, and the use of external elements that support running them.

Let's explore this idea of how you can create a proper or useful attitude for practice. What mind-set makes it fun and easy to make many mistakes on your way to mastering a skill? Is it one that has strict rules and only one right answer to every situation, or is it an attitude that allows for many potential responses and focuses on what you can learn from the "wrong" answers?

There are contexts in which every answer or behavior is useful. Does your attitude assist you to find them? Is the practice mind-set one that attempts to evaluate progress on overall performance, or do you chunk down broad performance areas into smaller subskills and tasks and evaluate learning on what you have mastered so far in each of the smaller aspects?

Many rookie sales people become discouraged when learning to sell because they judge their success only by whether prospects buy. All too often they don't credit themselves for the parts of the sale they do well—the levels of rapport they created, how well they leveraged values, etc. By neglecting to acknowledge what they do well, they set themselves up to keep doing the things they do not do well, and can't make changes.

The environment of games, which are metaphorical simulations of real-life situations, is a powerful one in which to practice. Anyone who has spent hours having fun playing Monopoly was metaphorically building insights and unconscious competence in the arena of finance and property. To the degree that the metaphor of Monopoly matches life, those people now have useful skills in that field. When at play, even though the competition may become fierce, there is a dissociation from real life, which allows the rules to be more flexible; hence, more opportunity for unique or novel approaches and learning. The game environment gives permission to suspend some of your limited beliefs and leads to expression of new resources.

SIMULATING THE FUTURE

As learners who are integrating NLP into daily behavior and influencing our way to attain the things we value, the mind-set of the game is very useful. By giving ourselves the opportunity to have more options and fewer rigid rules, we allow ourselves to become more creative and to learn faster. Once you have the attitude for practice and enjoyment of learning, simulating the future is the process to engage. Simulations can be engineered in many ways, depending on your interests and personal learning style. The following is a brief list of sources for the content and form of your simulations.

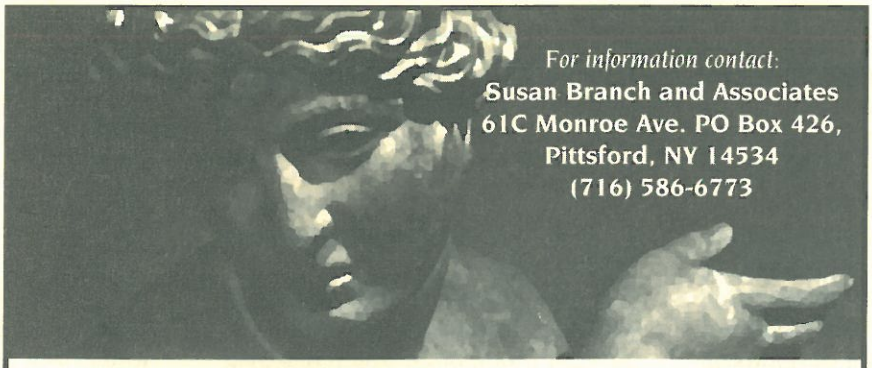
Therapy case studies: Take turns solving the problem in different ways.

Newspaper stories: How would the subject of the story be different with different values, favored representational systems, meta programs, etc.

Sales: Most sales people know what the common objections are going to be, based on past experiences. How many different NLP strategies (reframes, etc.), can be designed and tested? Whether you choose selling computers, cars, stocks, or therapy, all have unique challenges. Much can be learned by selling what you've never bought, or very exotic items.

Biographies: Select great people in the world and find the common strategies, meta programs, etc. Practice communicating in a simulation the same way your heroes do.

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NLP Parts Jive

continued from page 2

each other by name and function or intention. I want each of you to appreciate what each of you is doing and contributing to the whole person, and please include this facilitating part in that appreciation.

Please feel free to organize yourselves in as many different ways as there are situations and conditions of existence or nonexistence and experience or non-experience as necessary to maintain an excellent sense of balance of integration for the whole being. And being as that may, feel free to continue, to find yourselves strong with that stimulating pleasurable familiarity that provides immediate access with each of all of you, as long as that is pleasing to all of each of you.

PART FREE

There are potentially as many parts as there are words in all the languages of this world and all others. Subjective and objective parts. And you can feel eyelids, feet, lips, hips. Silly, sane, responsible parts, irresponsible parts, and parts that want to be irresponsible but aren't. Feel nostrils and lungs. Must all parts agree on everything all the time for a person to be integrated? Is that possible? Is it desirable?

PART FORE

The part of the first part, that is, the first part of the part that is us, agrees to the first part of the party, while, on the other hand, those parts, which at this point, may partake of the company or part company, as they freely choose, went to the parts department or the department of parts and recreation. And, actually, I prefer party sun to partisan partitions, don't you, partner? And which one of us really represents the whole, which is, of course, greater than the sum of the parts—but of only some of the parts or all of the parts, only your unconscious nose.

And if any of the parts are out of stock, well then, you can either reorder them, or perhaps, discover you may not need them. And as you fit the parts together to make a whole, if you find you have a few parts left over right there, then perhaps you can make another whole person over here, or over there, whichever one would really make a difference in your abilities to create as many new possibilities in the next 30 seconds, or firsts, for you.

Which part of you owns up and down, heads up, don't you know? Space your parts, now, lads, and don't be hasty with that piece there; it may be fragile, don't you know. And let the unconscious part of your unconscious know that it's really OK for it to take the lead on this one, for too many reasons, parts three and five, which leaves trees and branches to divide even further. Not to mention the product of the parts being certainly much, much greater than the whole. Now how many parts can you put in a whole? Only exactly enough to fill it up with. And when they fit perfectly, in any and every combination possible, only then come back to reality in the present moment, with both your conscious and your unconscious at one.

PART LIVE

Have you ever awakened in the morning and had scrambled words for breakfast? Words can be yellow or blue, hot or cold, hard or soft, too. Maybe a tasteful green word salad would go good with dressing in the morning, one leg at a time. A leg up—by the bootstraps—your own, is like anchors away down the road a bit. And fit the bridle in your mouth like this, now, cantering lazily in the rocking-horse manner, just back and forth, back and forth, so comfortable in your rocking chair in the quiet, burbling spring morning. And as this is the first day of the rest of your life, you can rest for just a little while, while your unconscious stretches itself like a cat in the warm sun and slowly stalks your conscious mind, that mind which thinks it is aware, but really is almost totally unconscious. And the unconscious mind, which is more conscious that it thinks, and in a different style and manner, really rightly so, and so you think, or don't think, at all now as something seems to drift down now, and then around, and across, and up, and toward and away, while at play and lightly see and lightly do, and likely hear, not far, not near. Those ears that stand like satellite dishes, antennas for wishes, anchors, and swishes, like fishes swim, like turtles crawl, slowly now or not at all, motionless be and motionless see, between the words, between the walls, inside it all, all parts agree. What parts we be? Be we, be *oui*, be free!

David Savage, a student of NLP, is a computer programmer and part-time musician, singer, and songwriter. He can be reached at 417 N. Edgewood Street, Arlington, VA 22201 (703-528-6363).

From Great Ideas to Great Results

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Court cases: How would you argue for or against different parties?

Poetry: A rich source of marvelous language and content.

Television sitcoms and soap operas: What is going on there anyway?

Stand-up comedians: What's in a joke or a story?

STRUCTURING THE PRACTICE

Just as there are many different board games and card games and exercises in trainings, there are many ways to structure your practice sessions. For each content, you'll want to consider the following:

What are the communication parameters you want to isolate and practice?

Do you want your practice game to have a scoring system?

Do you want to have a game board or other visual way of tracking what you've been doing?

How much time do you want to spend per session or subject?

How do you want to make things move along—by chance, cunning, or a predetermined order?

Of these different ways to structure practice, the combination I enjoy most involves setting up a particular situation, say the sale of a boat, or a therapy problem. The person playing customer or client gets a new personality by the roll of custom-made dice, which I have created.

The dice become a prompt for personality parameters, and once rolled, remain constant and easy to refer to during play: the person's favored rep system, buying strategies, meta programs, preferred objections, etc. All are determined by chance. This makes it more fun and can create marvelously interesting combinations of personality traits. (Sometimes this random selection of personality is much like real life!)

The new personality is selected without my knowledge, and the person then plays those strategies

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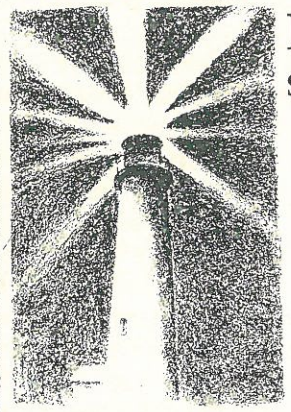
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Robert Dilts & Todd Epstein

Seminar Schedule~ Winter/Spring, Santa Cruz ~ 1992

Belief Systems, Health & Longevity ~ January 23 - 27
Addictions, Compulsions & Identity ~ January 28 - 31
Dynamic Learning Seminar ~ April 9 - 11
Systemic NLP ~ A Unified Field Theory ~ April 12 - 16
NLP University ~ June 23 - August 31

Tools for Dreamers ~*Strategies for Creativity & Innovation*

December 6, 7 & 8, 1991

Maintaining constant creativity and turning dreams into reality requires a special set of skills and tools. During this program Robert and Todd will draw extensively from the material in their new book, Tools for Dreamers, to provide a set of practical strategies with which the underlying structure of the creative process can be more purposefully accessed and directed - the tools with which to make your dreams come true.

* Expand and Enrich Current Creative Abilities
* Transfer Creative Ability From One Context To Another
* Focus Bursts of Creativity In a More Organized And Systematic Way
* Stimulate Creativity and Innovation in Others
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* Develop a Language With Which To More Effectively Communicate About Creativity
* Develop More Conscious Access to Creativity * Harness and Apply The Creative Process To New Goals

Research & Modeling ~ *Strategies for NLP Developers*

December 9, 10, 11 & 12, 1991

The Purpose of this advanced modeling seminar is to provide committed NLP professionals with the encouragement, tools and skills needed to develop an area or application of NLP that they can master and share with others. This process will be organized around the development of a specific research or modeling project. The output of a particular project could include the development of specialty seminars, publications, audio & video productions or the discovery and development of new NLP techniques, models & information.

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•Projects /Latest new paradigms being developed in artificial intelligence and research
• "Neural-Network" Paradigm for Modeling
• Principles and Tools of Micro, Macro and Meta Modeling
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12	Free Intro Evening	Chicago	NLC
15-17	Performance States Training	San Francisco	CO
22-24	Prerequisites to Creativity and Genius - Judith DeLozier	Skokie IL	NLC

DECEMBER

5	Free Intro Evening	Chicago	NLC
6-8	Tools for Dreamers	Santa Cruz	DLC
7-8	Conversational Change	Skokie IL	NLC
7-8	Intro to NLP	Chicago	NLC
7-8	Therapeutic Applications of Ericksonian Hypnosis/R. Dilts	New York	NYT
9-12	Research & Modeling Strategies for NLP Developers	Santa Cruz	DLC
17	Free Intro Evening	Chicago	NLC

JANUARY 1992

8	Free Intro Evening	Chicago	NLC
14	Free Intro Evening	Chicago	NLC
17-20	Aligned Self/Connirae Andreas	Boulder	CO
23-27	Beliefs, Health & Longevity	Santa Cruz	DLC
28-31	Addictions, Compulsions, Identity	Santa Cruz	DLC

FEBRUARY

8-15	Self-Esteem Training	Caribbean	NYT
28-3/8	Master Prac Residential Trg	Martinique	MET

MARCH

7-8	Intro to NLP	New York	NYT
27-29	Beliefs and Health/Robert Dilts	New York	NYT

Schedule Deadline for the Next Issue

December 15, 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
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AN Advanced Neuro Dynamics
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GRC Grinder Resource Center
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LS Learning Strategies Corporation
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MET* Metaformation, Inc.
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"Cialdini is to influence what Grinder & Bandler are to communication. His work fits hand in glove into NLP. His tapes are a must for any serious NLP practioner."

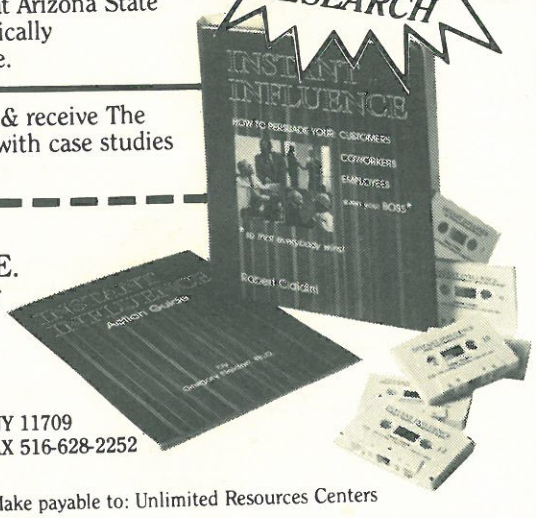
Wyatt Woodsmall, PhD.
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"It's a must for Sales People, Managers, Educators and anyone else who Communicates with people"

Tad James, MS, PhD
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317-636-6059

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RFD 3, Pratt Corner Road
Amherst, Mass. 01002-9805
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OTC Other-Than-Conscious Communication
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SCC* Southern California Center for NLP
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Lomita, California 90717
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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.

Interview: TAD JAMES

continued from page 3

nervous system, improving health. This allows us to create our future in a way that's very beneficial.

V: Which brings us to your second book. . . .

T: *The Secret of Creating Your Future* updates *Time Line Therapy.* I wanted to write the second book so that people could really get into it—read it in a day and get into time line therapy. And the Wizard metaphor really lends itself to the notion of time line therapy.

V: When did you first become interested in Huna?

T: When I was working with a Hawaiian client in 1985, using time line therapy, he kept telling me I was doing straight Huna. So I began to study with some knowledgeable kahunas—those who practice Huna—who were willing to share their knowledge.

I believe there is a lot of information about mental and physical and psychological healing in the ancient teachings, and I've been using NLP modeling techniques to go back and model ancient Hawaiian healers.

V: Is your focus now on healing, rather than on business?

T: It's on psychological and physical health. We changed the name of the company a couple of years ago to Advanced Neuro Dynamics.

V: Could you describe some of the other Huna beliefs?

T: Western civilization only got to the notion of an unconscious early in this century. The kahunas had this idea 2000 to 3000 years ago. They believed we had an unconscious mind as well as a conscious mind, which had some very specific functions, separate and distinct from the conscious mind. For example, one function of the unconscious mind was to store memories. Another was to run the body.

The ancient Hawaiians also felt there was a third mind, equally distinct—a superconscious mind. One of the major teachings of Huna is that you are not just a conscious mind, and not just a conscious and an unconscious mind; you are also a higher conscious mind, separate and distinct from the other two, with specific functions. One of the functions of this superconscious mind is to allow us to be connected to universal energy; another is to allow us to be connected to universal consciousness. So our higher self or higher conscious mind, according to Huna, is our connectedness to the nonmaterial realms of existence.

The ancient Hawaiians believed the trees were alive—a tree had a higher self, as well as a conscious and an unconscious mind. Every flower you picked, you first asked the flower, "May I please pick you?" You'd always ask the tree, "Could I have this delicious piece of fruit to eat?" You'd ask before you picked—and you'd wait for a response.

The ancient Hawaiians also believed in a life path, and premonitions of the future. They saw energy as the source of life. And energy was reduced by negative emotions, limiting decisions, and internal conflicts. They believed that when the unconscious mind organized and stored memories, it put any unresolved negative emotions into little black bags, and brought them up periodically for resolution. Those bags—those negative emotions—correspond to dark sections of the time line.

Negative emotions can be incredibly damaging to the body. They potentially pave the way for dis-ease.

V: Where to from here?

T: I am continuing my research on energy work—how one transmits energy to another.

To empower, to the ancient Hawaiians, was to make more energy, and I'm interested in how the life force in the body can be increased to improve health. I think the ancient Hawaiians had the real key to physical and psychological health.

On our planet now, I believe we are currently seeing a resurgence of the original teachings of the peoples of the earth, as they had predicted.

It's a time when people are going to come back and begin to respect the earth and get in touch with the true nature of the planet.

On a planet where we were in touch with the original teachings, we wouldn't have depleted the groundwater in southern California, we wouldn't have acid rain in Canada, we wouldn't have Chernobyl melting down, we wouldn't be cutting down the rainforests.

A Hopi legend says there will be 144,000 light warriors, with their shields balanced, who shall come and teach the teachers and aid the planet in her time of need. I firmly believe that we are seeing that resurgence now, and that NLP is a part of the original, ancient teachings of the peoples of the earth.

Tad James is an NLP master trainer and author of The Secret of Creating Your Future. *He is the coauthor* of Time Line Therapy and the Basis of Personality. *He can be reached at Advanced Neuro Dynamics, 1833 Kalakaua St., #908, Honolulu, Hawaii 96815 800-800-MIND.*

THE VAK REVIEW OF BOOKS

***Virginia Satir: The Patterns of Her Magic*, Steve Andreas. Science and Behavior Books, Palo Alto, 1991.**

NLP has many ancestors, and people tend to recognize the characteristics of the ancestors they are most familiar with. "It has Grandpa Bateson's nose." "It has Grandpa Erickson's voice." "It acts just like a Gestalt."

Some ancestors, e.g., Chomsky and Korzybski, have been sainted. Others, e. g., Ashby, have been footnoted. But no shrines in the NLP Hall of Fame receive more worship than those of Milton Erickson and Virginia Satir.

Bandler and Grinder, Gilligan, Rossi, et. al., have analyzed and reported on the patterns of the techniques of Milton H. Erickson, M. D. The literature on the techniques of Virginia Satir, Ph.D., had previously come from her own pen. And, as Andreas writes in his introduction: "When learning from experts, it is usually much more important to observe what they actually do than it is to listen to what they say about what they do. Our descriptions of our own behavior are often biased and myopic, and we all know how to do much more than we can explain to someone else."

Steve Andreas has observed what Virginia Satir did on a 73-minute videotape of Virginia and a client named Linda at a workshop in 1986. From this and other observations, Andreas has identified 16 major patterns of Satir's work. The first section of the book describes those patterns. The next section presents the transcript of the session with Linda with Andreas's comments. He points out patterns, describes what's going on, and explains how they affect the process. This transcript is followed by an interview with Linda three years later.

This book is a fascinating study of Virginia Satir at work, and it is much more. It is historical in that it shows how Virginia Satir is a direct ancestor of NLP. And it can be a how-to book.

Richard Bandler writes in the Foreword: "It offers a profound example of how tenacious, persistent, and resourceful Virginia was, and at the same time, how precise and methodical. . . . Rather than emulating her tonality, style, and jargon, or the kinds of things she said, I think it is time we got serious enough to emulate her skill. And that requires that we sit down and break it into pieces, and find out what this genius was doing. . . ."

Steve Andreas, in yet another interesting, useful, and usable book, has taken the first steps for us.

Bruce Dillman

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From Great Ideas to Great Results

continued from page 7

out in the role of customer or client.

As we interact, I have to first identify strategies and characteristics, based on what the person says and does. This sharpens my recognition skills. Then I play salesperson or therapist, utilize appropriate strategies, match, and work with this new personality.

To congruently communicate with a new personality is great adventure, as well. We take turns as seller and buyer, therapist and client, changing our personalities. As we go along, there is always laughter and tremendous learning. The process can be broken down into discrete pieces which we practice one at a time.

For more excitement, we set up a timer to add some urgency to the play and give us another way to score performance. Similarly, games can be played with the parameters of relationships: love strategies, values, rep systems, meta programs, and meta-model violations.

And what about those dice? Is there something about the physiology of shaking and rolling dice that gets people going and into a fun state? Maybe it's genetic to want to roll a winning combination and not snake eyes!

Regarding other types of prompts, flash cards and books are helpful, although I have found the prompts that engage more kinesthetic elements and movement are a lot more fun. The important thing is to find the external elements that are the most stimulating and satisfying for you. Do what makes practice fun for you—whatever it takes to get you to spend enough time and explore enough repetitions of different combinations of tasks to master the patterns. Now, that's really what you want, isn't it? Better results—which come from performing skillfully.

To further support your enjoyment and catalyze new ideas and strategies, I suggest that you find or create a group of learners who are as committed (or more committed) to learning and mastering these skills..

The land of intense, absorbing, playful practice has broad vistas and many natural resources awaiting your utilization. Can you start now to play with friends with the tools of influence and build a better life for yourself? Now you have a new pathway to explore. Have fun!

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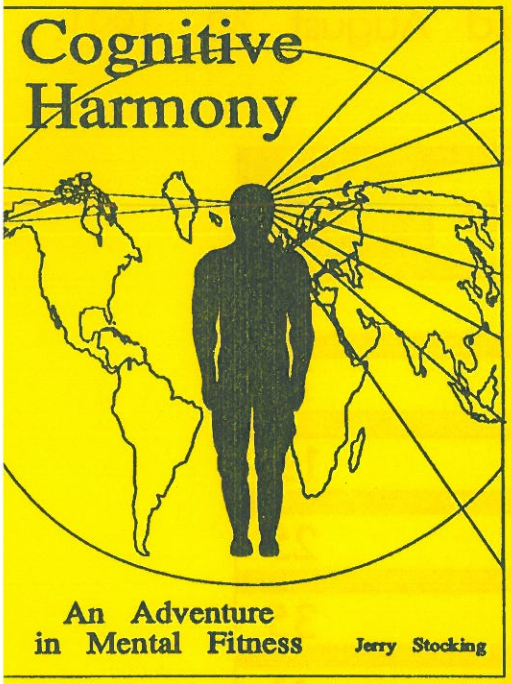
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Most people are mentally flabby. What did you practice today? How much did you worry today? Were you angry, upset, bored, apathetic, stressed? Did you over-eat, smoke, drink or do drugs to excess? The more you practice these the better you become at them. If you do them every day you almost insure that you will become an expert.

A few people are mentally fit. They produce more with less effort than their flabby counterparts. They enjoy life more and people want to be around them. They have better jobs and better relationships. Mental fitness may seem to be a matter of luck or may seem too complicated to learn. The good news is that you can practice mental fitness daily and become so fit that with each day every challenge in your life becomes an adventure and a delight. If you are physically flabby everything you do is difficult, even to walk upstairs, get out of bed or take a walk is effort. If you are mentally flabby all of your perceptions, thoughts and ideas are limited; you are your own worst enemy and probably don't even know it. The human mind is capable of incredible feats and miracles, but without mental fitness you will seldom if ever experience what you can do.

There is a new book titled ***Cognitive Harmony: An Adventure in Mental Fitness.*** This book provides you with explanations and exercises in Mental Fitness. The author, Jerry Stocking, draws on his background in psychology, Neuro-linguistic Programming and Meta-programming to provide you with the tools for your own Mental Fitness. Mr. Stocking has been leading courses on Cognitive Harmony for seven years for companies, school administrators, federal agency managers, sales and marketing executives, doctors, lawyers, business owners, therapists and people from all walks of life. The seminars produce results and contribute to Mental Fitness. In some ways the book is even better than the seminars in that practice in Cognitive Harmony can be done at your own pace and the book is always available for reference. Not only that, but it is considerably less expensive than a seminar. The sooner you begin *Cognitive Harmony: An Adventure in Mental Fitness* the sooner you will be mentally fit and the sooner you will get much more out of life.

Below are a few of the questions answered in *Cognitive Harmony: An Adventure in Mental Fitness*. The book has numerous illustrations and stories and is on glossy paper. At the end of each chapter there are exercises to enhance your practical integration of the book both intellectually and behaviorally. The book is an adventure. Read it and enjoy.

* What is the important difference between emotions and feelings and how are they stored in your brain?
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